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Redefining the Future of Teleradiology: One Company is Setting the Standard

By Dave Pearson

In partnership with



KONICA MINOLTA

Market-savvy radiologists recognize the shortage of talent in their profession as a challenging yet exciting opportunity. More patients and referrers are ready to be served—and greater compensation is ripe to be earned.

Among radiologists who share this perspective, two defining traits stand out. First is an unwavering commitment to delivering the highest quality of care. Second is a natural inclination to embrace technologies that enable the field to work smarter, not harder.

All of which is to say that now is the time for AI-powered teleradiology.

One close imaging observer who says exactly that is Kevin Stinson, Vice President of Healthcare IT Sales for Wayne, New Jersey-based Konica Minolta Healthcare.



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Kevin Stinson, Vice President of Healthcare IT Sales, Konica Minolta Healthcare

“The radiologist shortfall is only expected to worsen over the coming years,” Stinson reminded *Radiology Business* in a recent interview. Baby Boomers aging into long retirements with high expectations for vital health have a lot to do with the skyrocketing demand, he suggests. Add to that factor widespread radiologist burnout, geographic staffing disparities and earlier-than-expected radiologist retirements, and the silver lining of opportunity all but explains itself.

In this climate, Stinson says, many hardworking radiologists “rightly see substantial market leverage in teleradiology solutions outfitted with AI.”

Exa Teleradiology enters at the head of the class

At Konica Minolta, Stinson recalls, the chance to assist this resourceful subgroup of radiologists represented an opening to rethink how PACS solutions could be delivered with other radiology technologies in an integrated platform. The solution they created is Exa® Teleradiology—part of the Exa Platform brand, which includes Exa PACS|RIS.

“Exa Teleradiology specifically meets an emerging market need,” Stinson says. “Because we anticipated that need before it blossomed, we were able to be first to market with a single platform with best-in-class technology integrating workflow orchestration with a specialized viewer and AI-assisted reporting.”

Stinson acknowledges the efforts of Konica Minolta’s competitors who tried to offer similar solutions. “We’re succeeding where they didn’t,” he says, “because vendors offering a single solution for workflow orchestration, diagnostic viewing and AI reporting have tried to do it all.

Feedback from the market is that none of these tools is robust enough to meet the challenges of today’s teleradiology market, resulting in an overall mediocre solution.

A well-tested strategic partnership

Meanwhile, Konica Minolta had been looking for a strategic partner that could infuse Exa Teleradiology with best-in-class radiological AI. After putting several potential matches through a vigorous due diligence process, the company finally landed on what Stinson calls a “perfect fit for us”—NewVue of Tampa, Florida.

“Their culture is a lot like ours,” Stinson says, noting that the partnership was officially announced in May 2025. “We’re both focused on personal integrity, professional growth and technological innovation.” Along those lines, he adds, NewVue’s unique, radiology-specific software provides a cloud-native, AI-powered radiologist worklist and workflow orchestrator.

“Like us,” Stinson says, “they’re all about giving radiologists tools to ensure high efficiency, strong growth and a sensible, healthy work-life balance.”

Radiological excellence by design

Exa Teleradiology also incorporates components from AI reporting solutions made by MD.ai and RADPAIR. For the radiologist, Stinson clarifies, the integrated system brings an all-in-one image reading solution that is simple, streamlined and able to serve up imaging studies acquired at any site.

“Exa Teleradiology is a single-contract, single-price proposition,” Stinson says. “If a radiology practice were to acquire all these technologies individually, they would pay three to four times

what Exa Teleradiology gives them at a fixed rate.”

Stinson notes several other high points that build out Exa Teleradiology’s value prop. These include Exa Teleradiology being:

- Designed specifically for distributed reading environments
- Fused with an AI-powered radiology workflow orchestrator in a single worklist functioning across multiple hospital PACS, providing “the right study to the right radiologist at the right time”
- Integrated with an ultrafast Exa image viewer that is tuned to teleradiology, calibrated for server-side rendering and supportive of 3D image reconstruction and segmentation
- Integrated with AI diagnostic reporting solutions that provide automatic template selection, mapping of dictated key findings and impression creation
- Plug-and-play ready with the Exa Platform’s connectivity infrastructure and services, which are designed specifically to connect the teleradiologist with their hospital and imaging center clients

Stinson says Exa Teleradiology may not be a complete cure for the national radiologist shortage. However, he says, “We’re giving practices a speedy, intuitive and truly intelligent workstation. It can help counter radiologist burnout and, in the process, give practices a sterling opportunity to recruit and retain high-performing rads.”

To learn more about Exa Teleradiology—including the Exa ecosystem of which it is a vital part—[click here](#). Meanwhile, consider yourself invited to find out more in person at RSNA 2025, booth #2165.