

# The Return on Investment of Orchard Harvest

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Return on Investment (ROI) is a performance measure that compares benefits and costs. However, benefits can be less tangible than costs, making it more difficult to assign a dollar value. In assessing the ROI of a laboratory information system (LIS), Orchard® Harvest benefits laboratories by providing advanced process automation to improve efficiency, reduce errors, and increase reimbursements. Without an LIS, manual processes can be time consuming and prone to human error, which can lead to incorrect results, safety concerns, and reimbursement delays. With Harvest, you can be assured of a strong ROI, both financially and in improved patient care. Your LIS can increase efficiency and productivity, and increase the value of your laboratory's contribution.

## Decision-support Technology Saves Time & Money

Orchard Software's advanced configurable rules improve workflow efficiency and error-proofing by aiding in decision-making throughout the total testing process. This ensures the consistent execution of procedures and increases laboratory productivity.







## Systems Integration Improves Patient Care & Safety

System integration and interfaces help improve patient care by reducing errors, saving time, and speeding up result delivery. Orchard is an expert in information systems integration and has successfully completed thousands of interfaces for its laboratory customers. In addition, Orchard's systems store data in discrete fields that enable EHR integration and enhance laboratory data analytics for regulatory and quality assurance reporting.

## Ways Harvest Provides a Strong ROI:

- Eliminates errors associated with manual entry
- Ensures revenue capture with automated billing
- Reduces claim resubmission and days in accounts receivable
- Reduces personnel costs due to automation and streamlined processes
- Increases test revenue by proper test routing
- Tracks and improves turnaround time
- Auto-verifies "normal" results
- Improves quality and reduces errors using standardized processes
- Guides test utilization management and laboratory stewardship
- Enhances test interpretation with applicable comments
- Reduces costs associated with paper use and storage
- Reduces wasted supplies/reagents (due to duplicate orders or incorrect tubes)
- Organizes and simplifies the inspection process
- Increases overall patient, staff, and provider satisfaction
- Supports ongoing quality control and quality assurance procedures
- Improves patient safety
- Supports laboratory outreach activities
- Manages molecular testing protocols

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Workflow with an LIS	Provider's Requisition	Preparation of Order	Sample Collection	Testing	Result Delivery	Billing
						
<b>What is improved...</b>	Patient demographics are automatically pulled from the practice management system or EHR; lab orders are placed directly into the LIS from the EHR; diagnosis codes are checked.	Complete orders are electronically placed into the LIS for collection and accessioning. The LIS flags any incomplete orders for review.	If needed, ABNs can be printed and signed. Patient and order information and sample collection specifications are readily available on the bar code label seen by the phlebotomist.	Based on insurance and lab preferences, tests are automatically routed to the appropriate testing location or outside lab.	Results from reference labs and analyzers are compiled into a single report and sent to the EHR or faxed, emailed, or web-delivered to the appropriate provider(s).	Upon approval of results, billing information is automatically sent to the billing system or PMS electronically.

Streamline lab processes from ordering through reporting with the advanced capabilities in Orchard's lab systems.

## Improve Laboratory Workflow with a Laboratory Information System

An LIS automates a tremendous portion of laboratory workflow and is a vital tool in today's laboratory. Decision-support rules automate and standardize tasks to increase efficiency and productivity and to free laboratory scientists for other complex duties. LIS integration with other automated systems improves turnaround time and speeds diagnosis to improve patient care.

## Harvest the Power of a Strategic Partnership with Orchard

The laboratory serves an essential role in healthcare. To effectively perform that role, laboratories need a strategic, long-term partner, focused on the diagnostic laboratory and the structure of the data it provides. Orchard's integrated diagnostic platform, structured data framework, and superior connectivity capabilities are what leaders in the lab industry need to showcase their value.

*Call us today to learn more about how an LIS can improve your laboratory's efficiency!*