



## › Company Profile



**Name:**  
Advanced Medical Analysis, LLC

**Industry:**  
Clinical Reference Laboratory

**Headquarters:**  
Monrovia, CA

**Size:**  
Over 300 Employees

**URL:**  
[www.amalab.net](http://www.amalab.net)

**Technology Solutions:**  
eTX HEMI  
eTX Stream

## Improve EMR Connectivity and Realize Cost Savings

### › The Company

Advanced Medical Analysis, LLC provides comprehensive laboratory services in anatomic and clinical pathology. Its high standards of clinical laboratory services have enabled AMA Laboratory to serve as the laboratory of choice for an array of physicians, clinics, hospitals and health care providers in Southern California. Its staff consists of licensed and board certified pathologists, cytotechnologists, and medical technologists who have a broad background and comprehensive experience in pathology and laboratory medicine. AMA Laboratory is CLIA-Certified and licensed by the State of California.

### › The Challenge

In recent years, AMA Laboratory has experienced increased demand for functional LIS-to-EMR interfaces that allow its referring physicians to order laboratory tests and have the laboratory test results automatically populate patient records within the physician's EMR. Like many laboratories, AMA was relying on its LIS vendor to address the EMR connectivity requirements of referring physicians.

However, the effectiveness of AMA's interfacing capabilities was constrained by the limitations and high development costs of relying on its LIS vendor. LIS-EMR interfaces often took months to complete and came at an exorbitant cost of \$5,000 per interface. In addition, initially the LIS vendor was charging AMA an additional \$5,000 to duplicate previously developed LIS-EMR interfaces. To make matters worse, the long interface development cycles were putting an unnecessary and potentially costly strain on AMA Laboratory's relationship with its physicians and clients.

The laboratory needed an efficient, cost-effective partner for its integration needs in order to maintain access to physician referrals and the revenue that accompanies these laboratory test specimens.

"We had some bad experiences where we almost lost a few clients (to the national laboratories) because we were relying on our LIS Vendor, who was not doing what they needed to do. We knew there had to be a better way," says Garabed Yegavian, Laboratory Information Systems, Advanced Medical Analysis.

“Since we started using eTX HEMI, accommodating our clients’ requests for integration is a lot easier on us because it has drastically reduced the cost and amount of time needed in completing each interface.”

Garabed Yegavian  
Laboratory Information Systems  
Advanced Medical Analysis

### › The Solution

After evaluating several of the interface engines on the market, AMA Laboratory selected eTransX as their HL7 integration partner. “We knew this was the right solution as soon as we saw it in the demo,” says Yegavian. Through its Healthcare Enterprise Messaging and Integration (HEMI) engine, eTransX has helped AMA Laboratory overcome its connectivity challenges with innovative integration tools that enable their internal IT staff to take control of its EMR interfaces. “Nobody can believe the simplicity and ease of the interface,” says Yegavian.

### › The Results

eTX HEMI has given AMA Laboratory the ability to stay on top of its rapidly growing demand for LIS-EMR interfaces by reducing development time from weeks or months to as little as a few hours. Furthermore, the laboratory’s interfacing capabilities are no longer hindering physician relationships. “Since we started using HEMI, accommodating our clients’ requests for integration is a lot easier on us because it has drastically reduced the cost and amount of time needed in completing each interface,” says Yegavian. To that end, AMA Laboratory realized a significant return on its investment in eTransX. The cost savings from the elimination of the LIS vendor’s interface fees allowed AMA Laboratory to completely recover the costs of the eTX HEMI license within 5 months of implementation.

Additional case studies can be found at: [www.etransx.com/resources/](http://www.etransx.com/resources/)  
To contact an eTransX Integration Specialist, call 1-888-221-4971

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