



› Company Profile

Name:

Associated Pathology Medical Group

Industry:

Anatomic and Clinical Pathology Laboratory

Locations:

Los Gatos and Santa Cruz, CA

Size:

8 Pathologists

URL:

www.apmglab.com

Technology Solutions:

eTX HEMI
eTX Stream

Meeting the Demands of Application Integration in a Laboratory Setting

› The Company

Associated Pathology Medical Group (APMG) is the longest standing independent anatomic and clinical pathology laboratory in the Silicon Valley. Founded in 1956, this small regional lab has eight pathologists in two locations: Los Gatos and Santa Cruz, California. Its staff consists of board-certified pathologists with a broad background and comprehensive experience in diagnostic testing. Running Intelepath and LIS software, APMG connects with both national and smaller brand EHR/EMRs.

› The Challenge

APMG's past experience with integration solutions resulted in long build times and ongoing support cost issues. They relied on their LIS's (laboratory information system) small staff to create four interfaces. Each took three months to create and without the integration engine APMG really needed, became point-to-point interfaces that were difficult to manage.

For a regional lab like APMG, creating interfaces presented cost and support issues as well. With their LIS doing the development, long lead times led to increased set up and labor costs. With these ad hoc builds, there was no dedicated IT support and the physicians were often on their own. Couple that with the need for true interface integration for interoperability; APMG needed a robust integration engine.

› The Solution

"Our needs are simple: Find a provider who can help us manage and control our interface development schedule in the most cost effective way," says Menor Taro, Director of IT for APMG. After exhaustive research of the key industry players, APMG selected eTX HEMI by eTransX based on their ability to provide easy interface creation, excellent support and over all value.

Prior to using eTX HEMI, APMG spent up to \$9,000 and three months of time to create just one interface. With eTX HEMI, it takes one week to create

“From implementation to support, eTX HEMI just works. With scalable integration tools and cost models, it’s great for any size lab. We’re proof of that.”

Menor Taro,
Director of IT,
Associated Pathology
Medical Group

an interface, sometimes less if they use the standard HL7 message. In addition to efficiencies, APMG saves on labor costs too.

APMG’s lab size isn’t an issue either. eTX HEMI allows them to offer the same level of application integration capabilities as the large national laboratories. With eTransX as its partner, APMG is able to be more competitive by giving it the ability to provide the electronic delivery of anatomic and clinical pathology results to its referring physicians.

› The Results

Easy implementation and scalable, cost effective systems—eTX HEMI met all of APMG’s challenges head on and exceeded their expectations. Implementation took a week to complete, with three hours to install the software and a week to test and go live. APMG doesn’t require a high volume of interfaces and is proof that eTX HEMI is a great system for any size organization. And as the lab grows, APMG is confident that with eTX HEMI, it can scale its integration capabilities to meet any and all demands.

eTX HEMI also freed APMG of their support issues. “Even support is great. Any time we call or email, they get back to us immediately and keep working until our problem is solved,” said Taro.

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

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