50 Most Promising Healthcare Solution Providers – 2020

With 'value-based outcome' as the watchword for the modern healthcare systems, care providers are always on the lookout for a smarter, patient-centric approach to healthcare, both inside and outside hospital walls. Driven by this trend, almost every hospital and clinic is trying to refurbish their traditional modes of healthcare practices. Amid these transformations, a boon to healthcare companies in their transformation journey is the growing number of healthcare solution providers, offering low-cost and innovative ways to deliver products and services that do not undermine the quality of patients' outcomes.

Cutting-edge technologies such as artificial intelligence, IoT, machine learning, blockchain, and robotics, are all making inroads into the healthcare domain through these pioneering healthcare tech companies. Coupled with that, some solution providers are gearing the healthcare industry toward a more value-based business approach by building analytics competency to accelerate care quality and drive operational and clinical developments. From smart algorithms and wearables to smart sensors, healthcare technology players are making significant strides in the world of overwhelming data to improve the management of chronic diseases as well as to contribute efficiency and productivity in diverse backend healthcare operations.

The ecosystem of healthcare solution providers takes pride in keeping up with the latest innovations and bringing suitable solutions within the ambit of the healthcare realm. That being said, today the market is replete with a multitude of technology solution providers to assist healthcare companies in improving their performance and productivity. With a comprehensive understanding of these new developments, CIOReview has compiled a list of the leading healthcare solution providers.

We present to you CIOReview's "50 Most Promising Healthcare Solution Providers – 2020."

Sunquest Information Systems Inc.

recognized by **CIOReview** *magazine as*

50 MOST PROMISING
HEALTHCARE
SOLUTION PROVIDERS - 2020

The annual listing of 50 companies that are at the forefront of providing Healthcare solutions and transforming businesses

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Company:
Sunquest Information Systems Inc.

Key Person:
Manish Muzumdar,
SVP Product Development

Description:
Transforms medical laboratories into healthcare innovation enablers through a specialized suite of solutions

Website:
sunquestinfo.com

Sunquest Information Systems Inc.
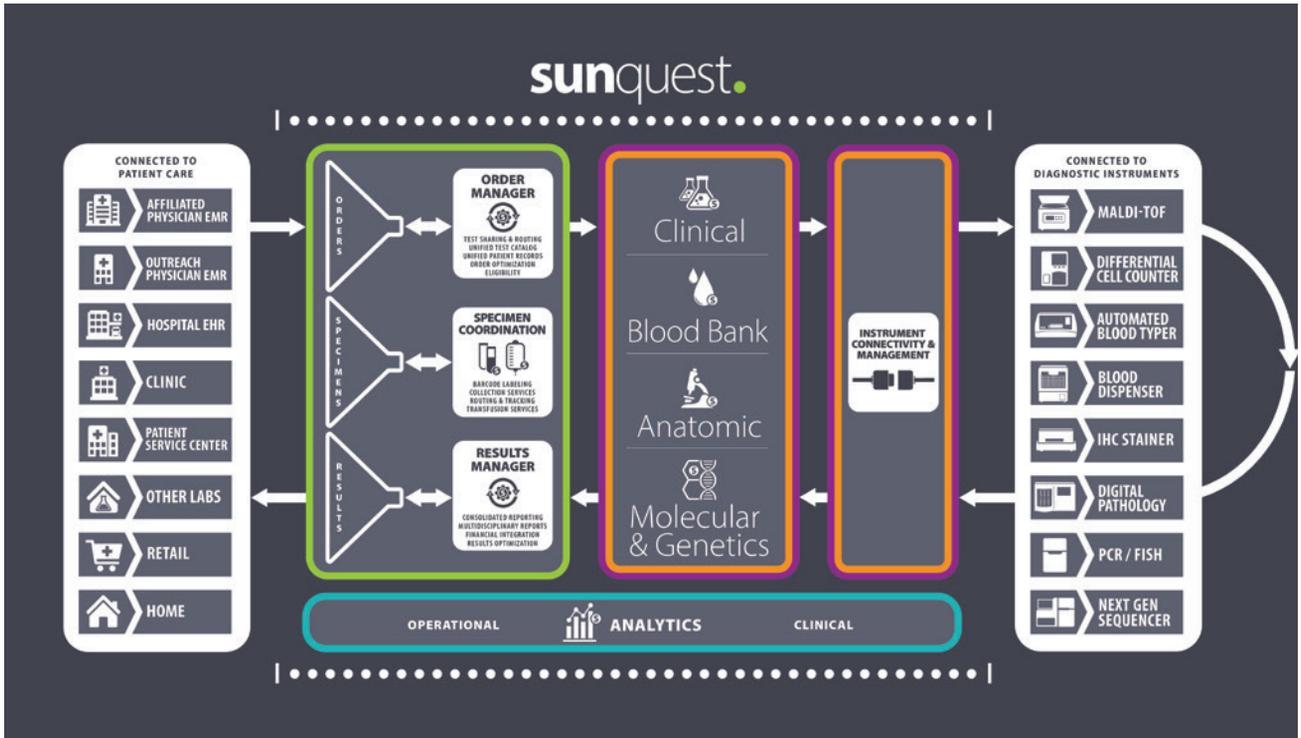## Transforming Medical Laboratories into Enterprise Strategic Pillars

Manish Muzumdar

The healthcare industry is fast-moving from volume to value in terms of care delivery. In this age of industry consolidation and precision medicine, there is a greater demand for improved collaboration between diverse stakeholders, encompassing patients, providers, medical laboratories, and health systems for seamless and comprehensive information access and better patient experience. With 70 percent or more of healthcare data generated in the form of diagnostics and test results, laboratories play a crucial role as a partner in revenue generation and care delivery. However, laboratories often fail to perform to their best potential, sinking in a quagmire

of never-ending test orders, results, specimens, and reimbursements across sophisticated workflows and siloed systems. The industry today needs advanced diagnostic informatics solutions that can route and share test orders, integrate clinical, anatomic, molecular, and genetic test results, and connect to myriad instrument sand devices for a seamless exchange of clinical information across diverse stakeholders in near real-time.

Sunquest Information Systems Inc. is a company on a mission to bridge the gap between laboratories, health systems, and clinicians by democratizing access to comprehensive diagnostic data produced or held by different entities within the healthcare community. The company has emerged as the partner of choice for a wide range of organizations, including academic medical centers, integrated delivery networks, independent laboratories, and molecular labs in the fields of laboratory medicine and pathology. "Our solutions and services deliver end-to-end workflows to support predictive and personalized medicine," says Manish Muzumdar, SVP Product Development at Sunquest. "Unlike our competitors who offer point solutions, we provide both an end-to-end diagnostic informatics platform and individual solutions– supporting the business of the lab and the multi-disciplinary workflows required in the most complex lab environments. Moreover, we operate in an agile manner where we tailor our solutions, expertise, and vision to complement our clients' strategic objectives and existing investments to meet them where they are."

Against the backdrop of the increasing difficulty in accelerating technology adoption and expediting provider reimbursements, the industry is facing several tough questions: How do we connect healthcare and IT to ingest and route orders from every corner (in-patient, outpatient, ambulatory, and clinics) and produce efficient lab test results for clinicians as well as actionable data for the health system? How do we help an enterprise manage the business of the lab, optimizing reimbursement, and ensuring patient safety? How do we deliver diagnostic results to physicians, caregivers,

and patients in a simple way for improved understanding and action?

> ## Sunquest is the one vendor with expertise, vision, and agility to elevate the lab within the entire healthcare enterprise–delivering end-to-end, multi-disciplinary diagnostic workflows to support predictive and personalized medicine

Sunquest answers these questions in the form of solutions that span the entire diagnostics ecosystem with a targeted focus on data consolidation, workflow improvement, analytics, and reporting. The company's orders and results management solution, Sunquest Atlas^{SM}, solves the data consolidation problem by enabling their customers to connect with different hospitals, laboratories, and physicians through a vendor-agnostic approach to route and share test orders and results–regardless of the LIS or EHR. Sunquest's laboratory information system (LIS) solutions enable clients to manage workflow and data related to clinical pathology, anatomic pathology, and via Sunquest Mitogen™ LIMS and Genetics, molecular pathology, and genetic testing. In addition, Sunquest

offers a vendor-agnostic approach to instrument connectivity that incorporates automation and intelligence for optimal lab efficiency, result accuracy, and patient safety. The company's solutions provide a conduit for users at different labs to analyze data and share knowledge.

In one study, Trivergent Health Alliance was able to maintain independent operations across its three independent branches while routing the incoming orders to the right facility for quick and accurate resulting using Sunquest's solutions across three hospitals with disparate LISs. The client has achieved savings of $4 million in the first four years. In another instance, New Mexico-based Tricore Reference Laboratories, which serves major health systems and universities, has leveraged Sunquest's solutions to elevate its operations to address population health. Despite processing massive volumes, the client can not only identify gaps in care proactively but also intervene in time by analyzing the laboratory data across Sunquest's end-to-end platform. This has proved instrumental in at-risk scenarios such as diabetes and pregnancy. Furthermore, Sunquest's solutions have helped health systems throughout the U.S. in streamlining their inpatient and outpatient services through interoperability and clean order management.

With 40 years of industry experience and a strong team of talented professionals well-versed in supporting the business and workflow of medical laboratories, Sunquest aims to continue innovating the integration of emerging tests in a sophisticated way for accurate diagnoses. CR