



Better Solutions. Better Patient Care.

CLIENT

Our client is a large Academic Medical Center (AMC) in the northeast who is nationally recognized for clinical excellence—breaking new ground in research, training the next generation of healthcare leaders, and delivering science-driven, patient-centered care.

Optimum Healthcare IT Epic Credentialed Training at a Large Academic Medical Center in the Northeast

CHALLENGE

In preparation for three rolling Ambulatory Activations in 2015, Optimum partnered with the AMC to validate the required number of Epic Credentialed Trainers (CT's) needed to conduct classroom training for their ambulatory end users. Through these exercises, they determined approximately 50 Epic CT's would be needed to instruct and help support the three Ambulatory activations. However, flying 50 CT's to and from the northeast each week for ten months presented an unwanted financial challenge for our client.

SOLUTION

Drawing from our previous experience, Optimum provided a strategy of sourcing local talent as CT's, rather than the common model of using Epic experienced contingent labor who would travel to the job site. Through planning and managing a job fair, Optimum was able to provide our client locally sourced and vetted candidates to be selected for their Epic Training Team at a fraction of the cost.

50

Credentialed Trainers

43

Weeks of Training

40

Hours per week

Standard estimated costs using Epic Consultants

\$11,610,000

Estimated cost of Consultants through Optimum's Solution

\$5,332,000

\$6,000,000

Savings in professional fees & elimination of travel costs

RESULTS

As a partner to the AMC in their Epic implementation, Optimum created a solution with budget sensitivity in mind. The savings in professional fees and elimination of travel costs saved the client close to \$6,000,000 during the engagement.

CASE STUDY

Optimum Healthcare IT Epic Credentialed Training at a Large Academic Medical Center

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PROJECT DETAILS

SOURCING

Using our expertise in recruiting, coupled with a proprietary database of EHR support professionals, Optimum sourced a pool of candidates who reside near the facility to attend the Optimum Job Fair in November 2014.

JOB FAIR

Optimum managed the event and the AMC's Instructional Design team helped execute. Optimum used their methodology for the Credentialed Trainer Job Fair workflow to assess all of the candidates in attendance. The following day, Optimum met with the AMC Instructional Design team to make their selections for the Credentialed Training Team.

ONBOARDING

Once selections were made, Optimum on boarded a team of 50 CT's in less than two weeks.

MANAGEMENT

Optimum provided an experienced CT Coordinator as well as an Epic Training Manager to manage the CT team and act as a resource to the Client's Epic Training Management team.

PRICING

By sourcing local talent, no travel and expenses were passed on to the client. This resulted in a significant savings and relieved an administrative burden commonly associated with traveling consultant invoicing. Optimum also provided weekly fixed fee pricing per credentialed trainer to provide for simplified billing and budgeting.

Contact us to start on your
path to success.



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WHY CHOOSE OPTIMUM?

Optimum Healthcare IT is a full-service organization that offers a wide range of services which allows us to assist our clients every step of the way. When our clients have a need, we can fulfill it.

With a business built on experience in the healthcare industry, we understand what is most important to our clients and consultants. We only recruit the best – combining our experience and capabilities with the best the industry has to offer, we provide superior service to our clients.

Our approach is comprehensive;
our experience is vast. We listen; we
learn. **Your success is our success.**



Optimum Healthcare IT is a leading healthcare IT staffing and consulting services company based in Jacksonville Beach, Florida. Optimum provides world-class consulting services in advisory, implementation, training and activation, Community Connect, analytics, and managed services – supporting our client's needs through the continuum of care. Our excellence in service is driven by a leadership team with more than 50 years of experience in providing expert healthcare staffing and consulting solutions to all types of organizations.

Visit www.optimumhit.com or call 1.904.373.0831 to find out how your organization can take advantage of our solution offerings.



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