

# Lower costs. Increased efficiency. Better patient care.

## See how Qualpath Managed Print Services can get your organization back to doing what it does best.

A recent McKinsey & Company report projects that meeting the requirements of new federal regulations could cost healthcare organizations as much as \$120 billion nationally—an average of \$80,000 to \$100,000 per bed.

As your healthcare organization transitions into a new regulatory era, you'll need to aggressively look for new ways to save time and reduce costs. Many hospitals turn to spending cuts to close budget gaps. But there is another, more unexpected area that can save you millions—document management. Whether you're a small clinic or a large hospital system, Xerox's range of Managed Print Services offerings can help you:

- **Save 10%–30%** on document management costs.
- **Free up valuable IT resources** to focus on strategic initiatives.
- **Improve sustainability** by eliminating unnecessary printing.
- **Mobile print securely** from any email-enabled device.
- **Manage devices** next door, nationally or worldwide.
- **Contract with ease** using prenegotiated GPO terms.

### Hear why these clients chose Xerox Managed Print Services.



#### Hospital Saves Big While Improving Patient Care

After a series of mergers, Baptist St. Anthony's Health System was left with a sprawling, multivendor print environment. They knew it was time to streamline their approach to document management, and turned to Xerox

Managed Print Services for help. We worked with them to consolidate their fleet and automate inefficient work processes, helping them institute a time-saving bar code system that simplifies the filing of records. In addition to drastically reducing costs, the document management partnership allows Baptist St. Anthony's staff to focus more of their efforts on patient care.

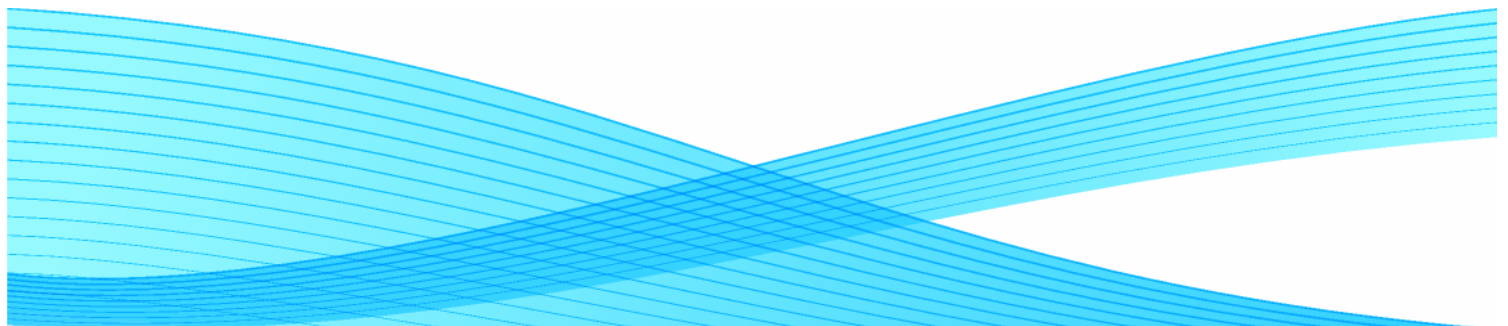
**"With Xerox, we're getting quality work and phenomenal customer service. I really didn't dream it could go this well."** —John McKissack, Director of Facility Services, Baptist St. Anthony's Health System



#### Benchmark Print Center Is Easier on Budget and the Environment

When the senior leaders at University Health Systems of Eastern Carolina recognized a need to revamp their costly, underutilized production print center, they chose Xerox as their partner. After working closely together to identify the organization's needs, we brought in our Lean Six Sigma experts to streamline their end-to-end workflow and added a dedicated print manager to oversee the entire operation. The quality improved, turnaround times decreased and they were able to save \$220,000 in the first year. Plus, the elimination of document obsolescence has them printing a whole lot greener.

**"We have a great working relationship. People here are really happy with the quality and service they're getting from Xerox."** —Diane Waters, Purchasing Manager, Pitt County Memorial Hospital



# No one tells the Qualpath & Xerox Managed Print Services story better than our satisfied clients.



## Improved Forms Let Healthcare Professionals Get Back to Work

If documents don't work the way they're supposed to, they can grind any organization to a halt—especially in the healthcare industry. When Allegiance Health began to run into serious productivity problems caused by a glut of forms, they tapped Xerox for help. We created a print-on-demand solution complete with a digital archive which provides management better control and improves their regulatory compliance. Freeing up staff to focus on patient care also came with significant annual print savings.

**“Our Document Advisor helps us improve document management throughout our organization. He’s a very valuable member of our team.”**

—Brook Ladd, Director of Materials Management, Allegiance Health



## Print Management Increases Efficiency and Slashes Costs

In one year, Thompson Health printed 8.675 million pages. Realizing this was a huge area of opportunity to cut costs and meet their sustainability goals, they turned to Xerox and our portfolio of Managed Print Services for help. After conducting an office assessment, we were able to use efficient multifunction technology to drastically reduce their print costs. And digitizing records allowed staff to quickly update files to meet ever-changing regulations and focus more of their time on patient care.

**“We can step back, let Xerox take care of the printing technology and let us go back to what we do best: taking care of the members of the community here.”**

—Tom Weibel, Director of Materials Management, Thompson Health

## In-House Color Saves Hospital Some Green

A leading hospital in the Southwest was faced with a few challenges: to meet new government-mandated patient privacy regulations and the rising demand for full-color marketing materials all while cutting costs. A Xerox client for over a decade, we worked together to select technology that met their security requirements and set them up with a Xerox® iGen3® Digital Production Press, which lets them produce full-color materials on-site at a savings of more than \$250,000 a year.

**“Based on service, quality and cost, outside printing vendors just couldn’t compete with what we’re able to do with Xerox.”** —Director, Materials Management, Major Southwestern U.S. Hospital System



## Outsourcing Improves Services and Saves Millions

When senior leaders at Methodist Healthcare System concluded that too much time and money was being spent on non-core processes, they chose Xerox to handle their printing services. We worked with them to implement state-of-the-art technology and enable a host of new capabilities, including EMR bar coding and the in-house production of marketing materials. The results were millions of dollars in cost avoidance, improved compliance and a long-term partnership that let their professionals focus on their priority of patient care.

**“Xerox is helping us sharpen our focus on patient care so we can maintain our market leadership and differentiate our brand.”** — Geoffrey Crabtree, Senior Vice President, Methodist Healthcare System

## Xerox® LiveKey®: Save Time and Money with the Push of a Button

With Xerox® LiveKey, you can replace cumbersome manual processes with a customized electronic workflow—straight from your MFP. A simple scan securely sends your documents to Xerox for accelerated back-office processing, greatly reducing shipping costs while lightening the administrative load on your staff. You can also use Xerox® LiveKey to turn important paper documents like patient files into more usable electronic medical records that quickly and efficiently provide doctors and nurses with the up-to-date information they need to provide the best care possible.

Xerox® LiveKey can increase everyday efficiency even further by recognizing and extracting key information from documents for easy access. It lets you know when critical information is missing or incomplete, and can quickly run analytics and reports to alert staff to trends that might have otherwise gone unnoticed. And the latest authentication and encryption protocols ensure that confidential information stays safe, making it easier to demonstrate meaningful use and meet regulatory such as HIPAA.

