IRON MOUNTAIN®

REPURPOSE YOUR RECORDS STORAGE SPACE AND REALLOCATE YOUR RESOURCES

BUSINESS CHALLENGE

You've made the transition to the electronic medical record (EMR), but you may still have inactive, aging patient records onsite. These records may be more pervasive than you realize, occupying real estate that could generate revenue or enhance your brand.

What's more, you're expending resources and budget to manage these records, including your release of information (ROI) process. Because the records are aging and rarely accessed, the budget may be better leveraged to support strategic initiatives like your ICD-10 transition.

The longer you keep these records onsite, the longer you prolong other strategic initiatives – like a new imaging center, diagnostic lab or patient treatment area. You are also foregoing the opportunity to enhance your brand – by leveraging the space for a new patient lobby or training area.

Repurposing your real estate and reallocating your resources can help you achieve these goals, but you lack the needed bandwidth and skills to get started.


HOW THIS AFFECTS YOU

✓ You've spent millions of dollars on your EMR, yet still have legacy paper-based records stored in valuable real estate.

✓ You're trying to attract patients in a competitive environment, but don't have the space to add new clinical services.

✓ You need to do more with fewer resources as a result of revenue shortfalls, changing reimbursements and the ICD-10 transition.

✓ Managing both paper and electronic information makes it difficult to get a clear, centralized view of patients' history.

✓ If your ROI requests aren't handled properly, you could face penalties for non-compliance with audit requirements and privacy mandates.

WHAT IF YOU COULD...

✓ Free up space by repurposing your real estate for higher-value activities?

✓ Reduce headcount or reallocate your staffing budget to other strategic initiatives like your ICD-10 transition?

✓ Improve your image in the community and grow your patient population?

✓ Improve patient care and throughput by having paper records seamlessly available in your EMR?

✓ Fulfill your ROI requests without risking breach while transferring patient records?
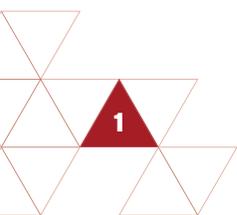
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REPURPOSE SPACE AND REALLOCATE RESOURCES

By moving your records to a secure offsite location, you can convert your real estate to clinical space or other uses to generate revenue and enhance your brand. Your records can be retrieved when needed so you can reduce your management burden. And when records meet their retention period, they can be securely destroyed to mitigate potential risks. You can also fulfill ROI requests faster, since your records are released from the location where they are stored.

IRON MOUNTAIN SERVICE FEATURES

You can have a secure, flexible program that scales to fit your needs, which can help you:

FREE UP VALUABLE SPACE

Leverage Iron Mountain's network of Records Storage facilities to safeguard your information using advanced security and access controls. Your records will be available through the Iron Mountain Connect™ web portal, for quick access and retrieval.

STREAMLINE YOUR WORKFLOW

Leveraging Iron Mountain Document Conversion Services, you'll have a proven process that helps you integrate records into EMR, for easy retrieval and access, supporting patient care.

AVOID A BREACH

Secure Shredding Services provide destruction programs that are available on an ongoing or project basis, helping you dispose of information in a compliant, reliable and cost-effective way.

INTEGRATE ROI

Integrate your ROI process with your records by releasing them from the same location where they are stored, ensuring security of information and accelerating the processing of requests.

CUSTOMER SUCCESS

Lahey Clinic needed to connect patient information across various silos and improve continuity of care, while streamlining its transition to EMR. By relocating paper records offsite and converting a portion of the space for clinical purposes, Lahey generated an additional $1M in revenue annually. It also turned part of this available space into a fitness center, improving employee health and well-being. Additionally, Lahey reallocated 4 FTE in the records department to higher-value tasks and eliminated 2 hours of administrative time per patient visit.

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