Beating Medical Device Market Expectations by Leveraging PilotFish
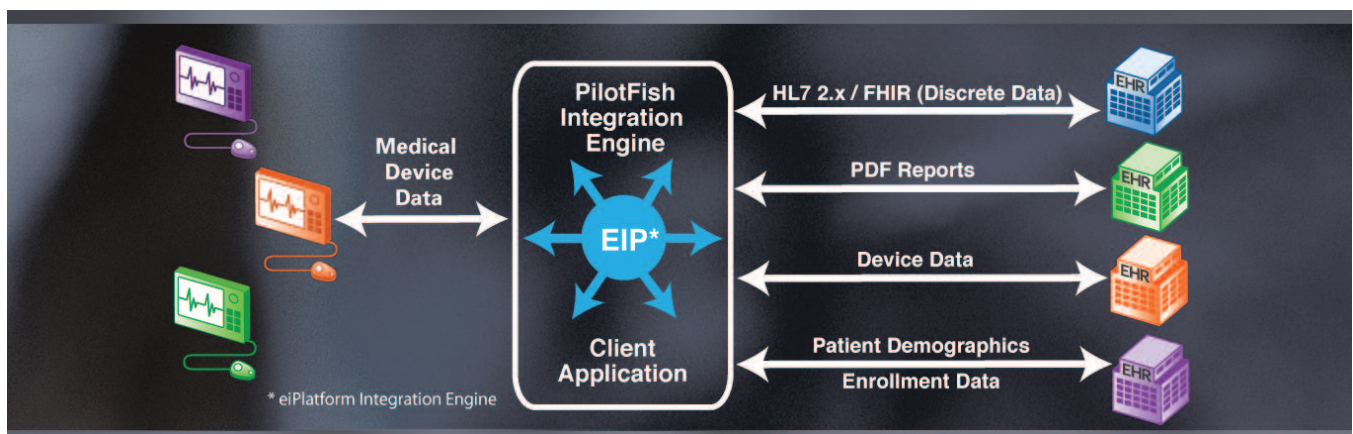
As pointed out in the research study "Cardiac Monitoring Devices Market Forecast to 2028", the global cardiac monitoring devices market growth is driven by the increase in the incidence of cardiovascular diseases, the surge in the geriatric population base, and the rise in the number of product launches and approvals. The North American market is projected to grow from $10.52 billion in 2021 to $16.43 billion by 2028. Discover how this leading developer of mobile health solutions and remote cardiac monitoring services leveraged PilotFish Integration Solutions to support its development of disruptive monitoring technologies.

THE CLIENT

The Client is a market leader offering innovations and dynamic improvements in cardiac monitoring devices, mobile health solutions and remote monitoring services. Its portfolio of wearable cardiac monitors includes Holter monitors, cardiac event monitors and mobile cardiac telemetry. Seamless connection is provided via software that enables surveillance, reporting, interpretation and integration into a healthcare provider's workflow. The firm has developed disruptive technologies for near real-time cardiac ECG and rhythm monitoring and reporting to the cloud via smart devices.

THE CHALLENGE

The company helps healthcare professionals diagnose, treat and improve the health of at-risk cardiac patients by empowering clinicians with timely, data-driven decisions. Their solutions and services identify relevant clinical insights from large volumes of patient data, as well as the capability to analyze and integrate those insights to improve clinical decision-making.

The firm has a deep bench of technological expertise. The company had developed a homegrown HL7 interface and integration architecture but was looking for companies offering HL7 data integration with more advanced features and approaches. They were weighing the costs and benefits of continuing to improve their system against partnering with a dedicated integration solution. Which choice would further enhance their reputation for electronic medical records

integration expertise and responsiveness? The goal was to replace their current system with a better, faster, less costly system and migrate all of the existing EHR interfaces to the new integration solution.

At annual conferences and elsewhere, the firm identified prospective companies to meet the challenge. The competitors were invited to demonstrate their claimed prowess in streamlining enrollment, data management and the speed at which discrete data elements and PDF reports could be sent and integrated with EHRs in a range of healthcare settings. PilotFish quickly became the front-runner.

THE SOLUTION

The Client found PilotFish software to be among the most robust modern integration solutions in the marketplace. They availed themselves of PilotFish's free 90-trial and tested PilotFish's ease-of-use and short learning curve with simpler to more complex HL7 and FHIR integration scenarios.

PilotFish's eiConsole for Healthcare IDE offered a graphical Automated Integrated Assembly Line Process for interface configuration end-to-end, going way beyond an IDE limited to programming (and reliance on programmers or technically trained staff). The eiConsole is the only integration IDE that does not rely on scripting for transformations.

PilotFish delivered specific built-in support for the required HL7 2.x and FHIR scenarios, facilitating sending device data results to EHRs in both HL7 discrete data and PDF report form. Here PilotFish quickly exceeded expectations and provided substantial productivity gains.

The PilotFish Integration Solution provides built-in support for all versions of HL7® 2.x, 3.x, extended and non-standards compliant versions, including the HL7 FHIR® standard. In addition, there is also built-in support for DICOM, NCPDP, CCD/CDA, X12 EDI and more.

The eiPlatform is the server software at the heart of PilotFish's best-of-breed integration software, built with the sole purpose of facilitating the interoperability of systems, trading partners, equipment and devices regardless of technology platform, standards compliance, communications protocols or data formats.

The PilotFish Assembly Line approach ensured that each interface was configured in the same way. Documentation was available in-line. Thus, dependencies were removed on who created an interface or how.

THE BENEFITS

PilotFish delivered a comprehensive data integration solution in one product. The PilotFish solution proved flexible, scalable and infinitely extensible. The PilotFish process simplified building, managing and maintaining interfaces. The most complex data mapping and data transformations were accomplished in minutes after PilotFish's full implementation.

PilotFish enabled multiple patterns for reuse, increasing efficiency and productivity. Cloning existing interfaces and tweaking them was easy. As usage grew, a library of existing templates for new interfaces was created. Existing

interfaces were also used as-is for multiple integration points, as were chaining "standard" interfaces with implementation-specific variants. PilotFish's ease-of-reuse sped up integration while saving the firm money in the near term, with further savings projected.

PilotFish provided the Client with easy interface maintenance and product replacement path. The firm offered its provider clients a new and improved seamless interface where the reports are conveniently sent to the patients' electronic medical record charts. The firm leveraged PilotFish's flexible architecture for patient results integration that could be quickly and easily modified to meet the needs of each medical facility.

Reaching the goal of replacing their current data integration interfaces and system with a better, faster, more cost-effective software solution and migrating all of the existing EHR interfaces to the new integration solution is projected to be accomplished within the year. All benchmarks, technical and financial, were exceeded.

PilotFish is a unique component of the firm's new customizable and configurable platform enabling its current and future remote cardiac monitoring portfolio, innovations and services. The architecture readily extends to allow remote monitoring using different types of devices and technologies. The scalability, security and extensibility requirements imbedded in the PilotFish Integration Solution helped create the foundation of an innovative healthcare platform that can be used for a growing range of clinical solutions.

Since 2001, PilotFish's sophisticated architecture and innovations have radically simplified how healthcare integration gets done. Today PilotFish offers the most flexibility and broadest support for healthcare integration of any product on the market and is system, platform and database agnostic. PilotFish's healthcare integration suite includes support for all healthcare data formats (HL7 2.x, HL7 3.x, FHIR, CCD/CCDA, JSON, XML, X12 EDI, NCPDP, etc.) and communication protocols.

PilotFish is architected to be infinitely extensible with our Open API and flexible to meet any integration requirement. PilotFish distributes Product Licenses and delivers services directly to end users, solution providers and Value-Added Resellers. To learn more, visit our Case Studies or specific solutions like HL7 Integration or X12 EDI Integration.

PilotFish Healthcare Integration will reduce your upfront investment, deliver more value and generate a higher ROI. Give us a call at 813 864 8662 or click the button.