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## 20 Most Promising Healthcare Tech Solution Providers

Today, manual storage of patient data and operations in the healthcare setting is nothing more than a passé. Effective incorporation of technology has set the industry free from all conventionalities like recording and storing patient details, bills, reports and transactions documents in loose paper sheets or endless day-today operations. Companies are pouring out their innovations around Electronic Health Records (EHR) to assist the endless list of big, medium and large-sized consumers in the medical eco-system.

Technology companies have recognized the need for scalable, cost-effective and interoperable solutions to manage patient handling, data storage, data accessibility and billing transactions. These solutions emerge as rescue amidst the tumultuous load of adhering to stringent regulations and government policies on the technology aspect of healthcare. Governed by the existing laws including the Health Insurance Portability and Accountability Act (HIPAA), the Affordable Care Act, and the FDA Safety and Innovation Act, the solutions also enable easy attestation and meaningful use of necessary documents without having to undergo massive variations in work flow. In this ecosystem, consulting providers are also playing a huge role by integrating the service providers with potential

customers whose operations are based beyond national borders. Large hospitals, emergency care units, small clinics, independently managed health setting, doctors, physicians, and even patients enjoy the luxury of time and energy after moving on to the novel and mobile services in healthcare. Meanwhile, these technologies are enabling the payers to better align themselves to the wellness programs offered to members.

In this edition of CIO Review, we bring to you “20 Most Promising Healthcare Technology Solution Providers 2014” and “20 Most Promising Healthcare Consulting Providers 2014,” featuring the best solution and consulting providers offering technologies and consultancy services related to Healthcare. The companies listed here showcases extensive business knowledge and innovative strategies combined with talent base across locations.

A distinguished panel comprising of CEOs, CIOs, CMOs, VCs, analysts and CIO Review editorial board has selected the top players from over thousand companies. The listing provide a look into how solutions for healthcare sector work in the real world, so that you can gain a comprehensive understanding of what technologies are available, which are right for you, and how they overcome competition.

### Company:

eClinicalWorks

### Key Person:

Girish Kumar Navani  
CEO & Co-founder

### Website:

[eclinicalworks.com](http://eclinicalworks.com)

### Description:

Provider of ambulatory healthcare IT services in the U.S. with cloud-enabled technology on mobile devices for better access to healthcare and patient records.

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## eClinicalWorks

## Technology Helps Unite Patients with the Healthcare System

Despite massive innovations in healthcare, imagine if a patient must drive himself to a hospital, find an emergency care center and wait endlessly to gain access to his health records! This is the incessant drawback of the traditional healthcare system where services are not fragmented but confined within the four walls of a hospital or care setting. eClinicalWorks, a leader in ambulatory clinical solutions and one of the largest providers of EHR solutions in the U.S., helps relieve both patients and physicians from the endless tangle of front-end and back-end office operations involved in healthcare service. Founded in 1999, the Massachusetts based-company holds a track record of serving diverse set of clients of all sizes.

Like its counter parts, the healthcare industry too has been quick in embracing technology. “Yet, it is bogged down by the challenges to conform to the strict government regulations as well as meet client’s demand to create appropriate

“**We are able to develop technology that is very mobile, can run on many devices and still offer the depth of the product that you have on a regular desktop**”

business models,” says Girish Kumar Navani, the co-founder and CEO of eClinicalWorks. According to Navani, an ardent sport fan, like sports, businesses are all about winning and competing for market share, profits, securing prestigious clientele and to be known as a company where employees feel privileged to be a part of.

Unfortunately, many IT companies fail to develop innovative products as projected at the time of conceptualizing business goals. eClinicalWorks stays different from them. The company’s novel solutions such as Electronic Health Records (EHR), Revenue Cycle Management and eClinicalWorks Care Coordination Medical Record (CCMR), digitize health and enable proper handling of big data, analytics, the onus of managing operations, workflow and practices of hospitals, doctors, physicians and small clinics. To ensure these services will yield quality outcome, three years ago the company allocated its key solutions as three separate business units with ample financial capital and definite goal that today are revenue generating successful ventures. These



Girish Kumar Navani

cloud-based solutions support its customers with the same level of sophistication and efficiency as per their expectations.

In addition, mobile products like eClinicalTouch for iPads and Android applications that cater to the needs of both physicians and patients, distinguish eClinicalWorks from its competitors. “It makes us unique. We are able to develop technology that is very mobile, can run on many devices and still offer the depth of the product that you have on a regular desktop,” says Navani. “Cloud plus mobile plus Big Data makes our product different, combined with the ease of use and pricing,” he adds.

There is no secret formula than listening to the customers, respecting the workforce, effective pricing strategy and team efforts that form the axiom of eClinicalWorks’ work culture. The company relates its accomplishments to the success of all its clients. Be it the ones that are centered across New York City or large-sized healthcare enterprises like Costal Medical in Rhode Island or clients with world-wide operations or small establishments like the Block and Nation, all of them have achieved lucrative outcome, better patient care and treatment, higher return on investment and judicious use of time by leveraging eClinicalWorks’ solutions.

Many things are in the pipeline for this company that has solely managed to emerge as a leader since the beginning. “Where ever there are unique international opportunities, we will consider them. In that light, we have customers that have presence in 70 countries in the world deploying eClinicalWorks,” quotes Navani. With \$75 million already invested on a patient care product called ‘healow’, the company’s monetary decisions are enroute to the enhancement of patient engagement, population health management and Big Data. 

