

Proven partnerships for hospitals and health systems



S&P Consultants makes healthcare IT solutions work in the real world of hospitals, labs, and physician networks. Our team of IT veterans, clinicians and revenue cycle specialists—guided by a clear set of core values—fills a critical gap between vendors and in-house organizations. We put 25 years of business and 100s of years of strategic insights, a proven implementation methodology, and broad, team-based expertise to work for you in achieving your objectives in outcomes, adoption, and fiscal security. Our teams are regularly acknowledged by grateful clients for our ability to deliver against "impossible" requirements. While we work with a broad array of vendors and HIT systems, S&P Consultants continues to be recognized for expertise in implementing, optimizing, and customizing Cerner solutions.

Maintaining a robust, up-to-date, and network-wide IT infrastructure is indispensable in meeting critical goals like advancing patient care and achieving sustainable success as a premiere healthcare provider. Our proven competencies with Cerner Millennium and virtually every LIS solution allows S&P Consultants to help clients succeed against aggressive goals and schedules.

We offer extensive field experience in applications services with a diverse range of clients — from provider practices to independent and national clinical laboratories, critical access hospitals, community hospitals and some of the most prestigious health systems and academic medical centers in North America.



We have a reputation for unbiased, vendor-neutral advice and for reliably delivering on our promises. We provide thoughtful leadership and innovative—yet practical—solutions and recommendations based on extensive real-world experience.

We welcome the opportunity to collaborate and support your efforts. Representative services include:

- [Cerner Millennium Implementation Optimization and Support](#)
- [Cerner Clinically Driven Revenue Cycle](#)
- [LIS Implementation Optimization and Managed Services](#)
- [System Migrations and Version Upgrades](#)
- [Training and Go-Live Support](#)
- [Medical Device and System Integration](#)
- [Strategic Planning](#)
- [Blood Bank Validations](#)
- [Vendor Research and Selection](#)
- [Program and Project Management](#)
- [Application Development](#)

AN EXPERIENCED AND PEER-TESTED PARTNER...

"We stood up a fully-integrated portfolio of [Cerner] systems in 97 days."

BRENNAN LEHMAN
CIO
Mosaic Life Care

"Instead of becoming more dependent, their approach lets us take ownership of our systems. This added value has brought a sense of transparency to our relationship that is definitely not commonplace in the industry."

BEN SCHAAB
CFO
CGH Medical Center

UNMATCHED CERNER EXPERTISE

Extensive experience in adapting and optimizing Cerner solutions in the field means **more effective troubleshooting, proactive planning, and ability to customize off-the-shelf solutions**. Our services are delivered by seasoned specialists who have spent years working directly alongside Cerner to deliver exceptional results. This experience enables S&P Consultants to be the only firm outside of Cerner themselves capable of conducting entire-version upgrades without outside involvement.

SEASONED CLINICAL PERSPECTIVES

Most members of our consulting team have **direct patient care, patient accounting, or other operational experience**, which means deep domain experience and insights into workflows, adoption, and critical challenges. Paired with their technical expertise, this eases adoption and ultimately, lets us optimize or deploy client systems in a way that has the right clinical data making it to the right clinical end user every time.

RECOGNIZED LEADERSHIP IN LABORATORY (LIS) SERVICES

Arguably the largest lab consulting vendor in the country, S&P's LIS service line utilizes the talents of 25 different specialists to support a wide range of lab systems. We can help manage complex LIS environments between facilities and address sophisticated integration/optimization challenges and ongoing validation needs.

S&P is unchallenged for data conversions and interfaces to and from Cerner

Millennium —as well as all other LIS solutions. Each S&P LIS team member is a Med Tech with more than 5 years clinical and LIS experience—able to provide insight into workflows, upgrades, validation, testing, and data conversion.

S&P INTEGRITYSM—A PROVEN PROCESS FOR KEEPING COMPLEX PROJECTS ON-TRACK AND ON-STRATEGY



Failed HIT projects including upgrades, support, integration, enhancements, and optimization, can often be traced to an inability to support a strategic focus in tandem with an agile execution under real-world conditions.

BINDING STRATEGY TO EXECUTION

Our **implementation framework, S&P InTegritySM** binds strategy to execution, helping to anticipate and avoid costly late-stage mistakes. S&P **InTegrity** imbues every activity with strategic perspective that proactively adapts to a client's localized variables. This proven approach complements a vendor's framework and *translates* that process to a client's specific environment. **InTegrity serves as an objective, experienced methodology** that coordinates, adapts and securely binds the elements of the vendor's framework to your ultimate vision delivering the maximum return on investment.

S&P has an undisputed industry reputation for doing the "right" thing and serving as a client advocate. We quickly adapt to our clients' needs and work hand-in-hand to develop practical alternatives and solutions to any relative problem.

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