

Why are organizations choosing ELLKAY as their data archiving partner?

As a nationwide leader in healthcare connectivity, ELLKAY makes interoperability happen, providing solutions that solve the challenges our partners face in today's data-rich world. ELLKAY is recognized across the healthcare industry for empowering hospitals, health systems, ambulatory practices, EHR/EMR solution providers, laboratories, payers, and other healthcare organizations with innovative technologies and solutions that improve their bottom line.

- Leverage our partnerships with hundreds of vendors
- Stability, experience & reputation for innovation across the healthcare continuum
- Data conversion & archiving projects delivered with speed, accuracy, & efficiency
- Dedicated, experienced team providing service, execution & support to see every project to success
- Flexible, partner-centric approach for a seamless, cost-effective, stress-free process

STABILITY & EXPERIENCE

ELLKAY knows systems. With over 20 years' experience, our constantly growing capability list spans hundreds of clinical, financial, lab, & ancillary applications. This depth of knowledge has provided us with a strong foundation on which we build enterprise-level services and solutions.

"The credibility, efficiency, and product that ELLKAY brings demonstrates their true partnership with us."

Nassar Nizami, Executive Vice President
& Chief Information Officer



SPEED & ACCURACY

ELLKAY has connected healthcare partners to 55K+ facilities with support and rapid implementation at affordable prices. We leverage vendor relationships to gain speed, and assign project resources within one week of signing to ensure our customers meet timelines. Our unparalleled experience, partner-oriented approach, and fast deployment differentiate ELLKAY.

"The implementation was very smooth. We could tell that it wasn't the vendor's first rodeo."

KLAS Survey Response, Director, April 2020



PARTNERSHIP

At ELLKAY, we have a 'client-first' focus. We believe strong relationships are the foundation for a strong company. Our goal is to create long-term strategic partnerships with our customers that are more than just a typical transactional relationship. Our commitment to partnership extends to our vendor relationships as well, where we continue to advocate for you.

"ELLKAY does what they say they will do. Trust and accountability are the components of a true partnership. ELLKAY tries to solve a problem, not sell a product."

Steve Goriah, Associate Corporate CIO & CISO



**Westchester
Medical Center**

Westchester Medical Center Health Network

“ELLKAY has been an excellent partner in our data retention strategy – helping us achieve \$5M in cost savings with our first phase of archiving systems. The team is responsive and always willing to find solutions to atypical challenges.”

Rodney Plante, Assistant Vice President



VALUE

ELLKAY empowers organizations to decommission expensive legacy systems while retaining access to 100% of their legacy data. Cost-effective access to important patient data helps our partners deliver high quality, low-cost, coordinated care.

SERVICE, EXECUTION, & SUPPORT

We understand every business is different. We work with our partners and utilize a consultative engagement approach to provide innovative, scalable solutions and unparalleled service. Our dedicated teams of experienced resources are committed to your success. Our Playbook Engagement Strategy takes our process one step further, helping us respond to new requests and avoid long wait times.

“I want others to know that our experience with ELLKAY’s support has been outstanding.”

KLAS Survey Response, Analyst/Coordinator,
January 2020



FLEXIBILITY

As a privately-owned company, ELLKAY has the flexibility to meet our clients’ unique needs. Our diverse customer base has provided us with a comprehensive understanding of the complex and varying workflows across different organizations. Our applications are built to empower users, and we are able to scale and tailor user interfaces to accommodate our clients’ unique workflows.

“As far as nickel-and-diming goes, ELLKAY has gone above and beyond to not do that. They have actually been really gracious in keeping their prices low in contracts for things that we started years ago. We have had some really long projects, and the vendor has been gracious and super easy to work with.”

KLAS Survey Response, Analyst, December 2019



LK Archive

Let ELLKAY provide a consolidated view of all your structured and unstructured legacy applications data in one easy-to-use, secure, cloud-based enterprise data archiving solution.

- Robust modules to support virtually any source acute or ambulatory data (clinical, financial (with AR rundown), pharmacy, ERP (HR, supply chain management, AP, etc.), blood bank, laboratory, imaging, documents, etc.)
- Earned top scores in the 2019 Best in KLAS Software & Services Report
- Secure, HIPAA-compliant, penetration-tested, HI-TRUST-certified technology hosted by Rackspace™
- 24x7x365 monitoring with built-in security features including RBAC, break the glass, audit trail, etc.
- SSO integration with top EHRs including Cerner and Epic
- Proven conversion methodology successfully helps enterprises migrate new systems and archive legacy data every month with speed and accuracy
- Data security & integrity - our workflow, proprietary conversion engine, proprietary LKeMPI, and other tools ensure secure transfer of intact PHI

