



KONICA MINOLTA

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FOR IMMEDIATE RELEASE

Teleradiology Provider Reports 400% Increase in Radiologist Productivity while Simultaneously Increasing the Number of Studies Read by 250% after Implementing Exa PACS/RIS

Wayne, NJ, March 6, 2018 – Nine months after the implementation of Exa PACS from Konica Minolta Healthcare Americas, Inc., Radiology Imaging Solutions, a Grand Rapids, Michigan based teleradiology provider and one of the state’s largest radiology imaging suppliers, has significantly increased volume and productivity, generating a significant return on its healthcare IT investment. The company has doubled the number of imaging sites their radiologists are providing reading services for. By implementing Exa’s Voice Recognition in place of traditional transcriptionists, their productivity has also increased by 400%. Radiologists are reading 2.5x the number of studies with no corresponding increase in working hours and decreasing report turn-around-times (TATs) by over 50%.

“With Exa, we found a product that delivered more than we had expected in terms of cost-effectiveness and return on our investment,” says Randy Robinson, owner, Radiology Imaging Solutions. “It delivers a top-class software environment with affordable pricing—almost unheard of in our industry—and is a great product, with great people, who stand behind it. With Exa, Konica Minolta not only delivered every bit of what was promised but much more than that with advanced technology, service and support.”

Exa utilizes Server-Side Rendering for fast access to large files, such as 3D Mammography, with no prefetching required and a diagnostic-quality Zero Footprint Universal Viewer for DICOM and non-DICOM images, including nuclear medicine and echocardiograms. According to Robinson, these technologies have helped reduce overall costs by avoiding the need to purchase dedicated workstations and has led to a reduction in reading times from an average of 4-5 minutes down to 1 minute.

In addition to increased productivity and reduced report TATs, Robinson believes that the use of Exa’s Voice Recognition module is also enhancing the quality of the reports and reducing radiologists’ fatigue and stress. Not only are the radiologists more satisfied with their job, they have also indicated they could further increase volume. In 2017, Radiology Imaging Solutions’ radiologists read and reported 35,000 diagnostic imaging studies.

“Once we replaced our old PACS with Exa, our radiologist said they could triple their workload and not be overworked,” Robinson adds. “That’s how much faster, simpler and convenient this solution is over other systems they have used. What might take two to three clicks to read a study on another system, with Exa it is one click and the study opens with their hanging protocols.”

In addition to teleradiology services, Radiology Imaging Solutions is also a dealer for Exa. Robinson shares that one customer—a State of Michigan healthcare provider—also implemented Exa Enterprise Imaging and its patient portal in 2017. Prior to Exa, only seven of the health system’s nearly 500 clinicians were accessing the prior systems’ portal for image viewing and sharing. Now, nearly all—490 clinicians across multiple specialties—are using it to access patient images and records. Exa Enterprise Imaging is also being utilized to store a multitude of images—from ophthalmology to dental to diagnostic imaging, including cardiac. Robinson estimates his customer will realize significant costs savings—potentially in the millions—by centralizing all imaging and enabling remote viewing and sharing of patient data.

“As a dealer, I can tell my customers that dollar for dollar, there is no better PACS than Exa. And I know this because I not only sell Exa PACS, we use it every day in our teleradiology business,” Robinson says.

About Konica Minolta Healthcare Americas, Inc.

Konica Minolta Healthcare is a world-class provider and market leader in medical diagnostic imaging and healthcare information technology. With over 75 years of endless innovation, Konica Minolta is globally recognized as a leader providing cutting-edge technologies and comprehensive support aimed at providing real solutions to meet customer's needs and helping make better decisions sooner. Konica Minolta Healthcare Americas, Inc., headquartered in Wayne, NJ, is a unit of Konica Minolta, Inc. (TSE:4902). For more information on Konica Minolta Healthcare Americas, Inc., please visit www.konicaminolta.com/medicalusa.

Company name	KONICA MINOLTA, INC.
Headquarters	JP TOWER, 2-7-2 Marunouchi, Chiyoda-ku, Tokyo, Japan
Founded	December 1936
FY 2016 Revenue	\$962.8 Billion JPY
Number of employees	Approx. 43,980 (2017)



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Business Lines

The Konica Minolta Group operates in sectors ranging from business technologies, where our products are typified by MFPs (multi-functional peripherals), and Industrial Business (former Optics Business), where our products include pickup lenses for optical disks, and TAC film, a key material used in LCD panels, to healthcare, where we make digital X-ray diagnostic imaging systems.