

EHR Implementation Capital Project Support

Providing trusted talent to deliver quality outcomes and own the processes too.

"Pivot Point Consulting has proven that they're a partner who can truly scale with us as our business changes and grows ... In fact, one of their lead resources was so critical to our success that we couldn't have gone live without him."

– Client Senior Leader

Our Challenge

A prominent health system in northern California acquired another health system in 2015. They implemented Epic in 2007; however, much of the team who was part of the 2007 go-live were no longer part of the team so they needed full implementation support. This included strong program and project management, as well as credentialed Epic resources who weren't just credentialed, but had been through many successful implementations.

In addition to the acquisition, they were also building one of the most technologically advanced hospitals in the world – representing the largest capital project in their history. Given the scope of this project, their entire leadership team was involved in setting strategy and determining resources to support the \$2.5B facility – including facilities, biomedical engineering and infrastructure.

Our Solution

The organization needed top talent to not only deliver the quality outcomes, but own the processes too.

Pivot Point Consulting's roots are in Epic implementations so we knew what it took to get the job done efficiently and had top talent who had worked together on other projects. For this organization, we deployed 130+ consultants, spanning the past 4 years, to provide staff augmentation support for the acquired system's Epic implementation – ranging from senior level analysts to project / program managers, including PACS analysts to provide legacy support for Centricity as they moved to Agfa and eventually, Sectra.

For the acquired health system, we placed 40+ consultants supporting project and program management of their Epic rollout, Epic clinical and revenue cycle build and optimization, infrastructure deployment and instructional design and training.

With the construction and build out, we not only supported the Epic implementation, but also was involved with facilities planning and management, biomedical engineering and deployment.

As a result of our ability to provide credentialed, qualified talent to support their needs through these important acquisitions and capital projects, we're a trusted partner and continue to work with them as their business changes and grows.



The organization's #1 vendor
after consolidating down to 5 vendors
from 43



One of the smoothest Epic go-lives in history
with fewer, but more experienced
consultants



Provided specialty teams and infrastructure
to build out \$2.5B hospital

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