WHY ELLKAY?

▶ DATA MIGRATION & ARCHIVING

Why are organizations selecting ELLKAY as their data partner?

EXPERIENCE THE POWER OF INTEROPERABILITY

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.

- ▶ Partnered with hundreds of vendors

- ▶ Stability, experience & reputation for innovation

- ▶ Projects delivered with speed, accuracy, & efficiency

- ▶ Dedicated, experienced teams providing service & support

- ▶ Flexible, partner-centric approach for a seamless, cost-effective, stress-free process

SPEED & ACCURACY

ELLKAY has provided connectivity to 58+K facilities with support and rapid implementation at affordable prices. We leverage vendor relationships to gain speed and our unparalleled experience, partner-oriented approach, and fast deployments ensure our customers meet their go-live dates.

STABILITY & EXPERIENCE

ELLKAY *knows* systems. With 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.

PARTNERSHIP

Strong relationships are the foundation for a strong company and our goal is to create long-term strategic partnerships. Our 'client-first' focus and commitment to partnership extends to our vendor relationships as well, where we continue to advocate for you.

> "The implementation was very smooth. We could tell that it wasn't the vendor's first rodeo."
>
> - KLAS Survey Response, Director, Apr. 2020

KLAS
ACCURATE HONEST IMPARTIAL

> "The credibility, efficiency, and product that ELLKAY brings demonstrates their true partnership with us."
>
> - Nassar Nizami, Executive VP & CIO

Jefferson
Philadelphia University +
Thomas Jefferson University
HOME OF SIDNEY KIMMEL MEDICAL COLLEGE

> "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

WMC Health | Westchester Medical Center
Westchester Medical Center Health Network

VALUE

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

"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 VP

SERVICE & SUPPORT

As a privately-owned company, ELLKAY's flexibility enables us to meet customers' unique needs. We work with partners to provide innovative, scalable solutions and service. Our dedicated teams are committed to your success, and our Playbook Engagement Strategy takes our process one step further, enabling us to complete projects faster.

"I want others to know that our experience with ELLKAY's support has been outstanding."

- KLAS Survey Response, Analyst / Coordinator, Jan. 2020

FLEXIBILITY

Our diverse customer-base has provided us with a comprehensive understanding of the complex and varying workflows across different organizations. Developing applications built to empower users, we are able to scale and tailor 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, Dec. 2019

PARTNER WITH THE INDUSTRY'S MOST EXPERIENCED TEAM.

A nationwide leader – ELLKAY is committed to enabling interoperability. We build the data pipelines for hospitals, health systems, health IT vendors, practices, laboratories, payers, and other healthcare organizations. Specializing in extracting and migrating data from virtually any source healthcare application, we are the healthcare industry's "Data Plumbers."

ELLKAY
Healthcare Data Plumbers