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Fremont, CA

## Sample Case Study : Business Case Analysis

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### Problem Statement

- Our client, a leading Neurocriticalcare player, is planning on developing a new ICP monitor
- They wanted Orbees to provide an overview of EMR connectivity of bedside monitors, various pathways to achieve the connectivity, and the regulatory guidelines mandating the usage of EMRs

### Orbees Approach

Orbees analyzed various EMR connectivity solutions based on criteria such as:

- Market Presence
- Cost of development
- Maintenance/ potential future costs
- Efforts needed to drive interoperability
- Standards compliance
- General acceptance of the method as a connectivity solution

Further, Orbees conducted extensive secondary research to:

- Understand the EMR systems market (both U.S. and Europe)
- Understand the bedside monitor market (both U.S. and Europe)
- Understand data transfer methodologies between EMRs and monitors, levels of standardization, various parameters being transferred etc.

### Outcomes

Orbees analyses provided a comprehensive picture of:

- Various available EMR connectivity systems and their cost effectiveness, which helped the client in choosing the most appropriate connectivity solution for their Neuro Critical Care monitor
- Various data standards being used and vital sign parameters that are currently being exchanged, which helped client in designing the output parameters from the monitor