

Ecteon Healthcare Contract Management Systems

Ecteon knows healthcare and has uniquely implemented contract software solutions especially tailored for healthcare organizations, from single hospitals to regional medical groups to leading national healthcare networks. Our focused solutions have also been tailored and implemented for pharmaceutical companies, national medical testing laboratories, medical specialist care providers, providers of technical services to the healthcare community, and leading health insurers.

Problem Solved

Ecteon has provided solutions to many different problems for our health care customers. Some examples:

- Ecteon helped a leading national health care network automate and manage their complete contract lifecycle including contract request, document generation, exception tracking, execution, amendment and post-signature administration. Our technology suite handles almost all of the organization's agreements and is rolled out nationwide to every department that touches contracts.



- Physician, hospital residency, fellowship and clinical residency agreements are essential documents for health care organizations, and the agreement process can have many moving parts – licensure, appending license copies, credentialing, compensation and escalation formulas, term, renewals, approvals, notifications and alerts. Ecteon manages that process for many customers, improving turn-around time while ensuring organizational, regulatory and legal compliance. For geographically distributed networks, that assistance includes handling both local and central office steps of the process.
- It is almost inevitable that when using a paper-based process in a large organization someone will reach into a drawer and pull out an obsolete form. Ecteon eliminates this risk and, paired with e-signature technology, makes certain that the signed document does not disappear back into a drawer. The agreement instead can be easily accessed at the departmental level or by central administration.

- Ecteon handles equipment leases for both healthcare equipment providers and healthcare equipment users.
- Ecteon manages complex rebate and cost savings with functionality specially fitted for health care institution supply chains, for example for pharmaceutical rebates.

Solving these problems provides side benefits as well. Standardization into one system eliminates all the doubtfully maintained spreadsheets and personal databases that have sprung up throughout an organization, not to mention the risk of keeping organizational knowledge only in the head of one employee.

Special Considerations

Ecteon recognizes the special requirements of healthcare focused organizations.

One of the special concerns of healthcare organizations is Protected Health Information, as regulated by HIPAA and the PPACA legislation. Ecteon has earned certification as a specialist in addressing PHI regulations and requirements. Ecteon PHI-trained consultants have worked with many organizations to determine what is reasonable and appropriate in regards administrative, physical and technical approaches to their contract management information security and privacy requirements. Our technology has been enhanced specifically to meet HIPAA requirements, including encryption, authentication, auditing and PHI-specific security enforcement.

Ecteon has a lot of experience using its sophisticated technology for translating data from previous systems. Translating data is more than just changing format. Properly done, the translation includes verifying accuracy, cleaning if necessary, and properly segregating or combining data elements into actionable pieces. Our technology and processes have been built to support that process.

Why Ecteon

So why turn to Ecteon for help? Because if it is health care, there is a good chance we have done it before. Even if you believe your situation is unique, we know the special considerations and the vocabulary common in healthcare, and we especially we understand the regulatory requirements.