



## BLI PaceSetter 2017 Healthcare: Group Practices



HP PageWide Enterprise Color MFP 586



HP Inc. has been honored with a prestigious BLI PaceSetter award for 2017 in the Healthcare: Group Practices category from the analysts at Buyers Lab (BLI) thanks to its...

- Excellent lineup of MFPs and printers to suit any medical office's needs
- Full portfolio of tablets, laptops, desktops, displays and other computing devices to handle healthcare-specific and general-office computing tasks
- Devices based on HP PageWide technology that are among the few output devices to carry a cleanroom certification for use in surgery centers and similar locations
- Dedicated Healthcare team of industry veterans who work with HP engineering to improve products based on real-world needs
- Rigorous testing of hardware and software

Healthcare providers at every level face mounting pressures to improve care and reduce medical errors, adhere to strict patient-privacy mandates, ensure security and regulatory compliance, move from paper records to electronic ones, and trim costs wherever possible. Document imaging vendors are uniquely positioned to help address these challenges with solutions that streamline processes and bring together the worlds of paper-based and electronic information.

For a first-of-its-kind study focused on the needs of healthcare customers, Buyers Lab (BLI) invited all leading document imaging OEMs to complete an exhaustive questionnaire and provide in-person briefings to detail their healthcare-relevant offerings in eight key areas: Hardware, Software, Service and Support, Professional Services, Security, Industry Certifications, Vertical Leadership, and Overall Value. Based on these findings, the analysts at BLI have recognized HP Inc., with a 2017 BLI PaceSetter award for the Healthcare market in the Group Practices category.

“HP won its category in large part thanks to its wide range of hardware that helps streamline clinical workflows and improve how caregivers engage with patients,” said Jamie Bsales, Director, Office Workflow Solutions Analysis at BLI. “The company has worked to make the technology required in an interaction more transparent so the interaction can be more personal. For example, the company’s tablet offerings allow a doctor or nurse to be face-to-face with a patient while reviewing and gathering information, rather than having their back turned to use a PC.”

HP also garnered points in BLI’s analysis for its robust portfolio of desktop printers and MFPs that are ideal for the tight confines of reception/administration areas and examination rooms, and that offer unmatched security features to help protect the devices and the networks they inhabit. And notably, devices based on HP PageWide technology are among the few output devices to carry a cleanroom certification for use in surgery centers and other locations where such certification is a must.

HP HC270 Healthcare Edition Display



HP Elite x2 convertible laptop/tablet



HP Color LaserJet Enterprise Flow M577

## Exceptional Portfolio

BLI’s analysis concluded that HP offers an impressive portfolio of devices, solutions and services for group practices and other small to mid-size healthcare providers, including...

- **Healthcare-ready printers and MFPs to suit every need, many of which support industry-specific features such as the ability to print prescriptions and wristbands. In fact, HP is a seven-time winner of the BLI Color Printer/MFP Line of the Year award for its robust offerings.**
- **HP Elite x2 1012, a durable, lightweight and secure 2-in-1 laptop/tablet for capturing patient information and viewing records that can help improve productivity and enhance patient interaction**
- **HP laptops, desktops, DICOM-calibrated clinical review displays and other computing devices, many designed with healthcare providers in mind to optimize the technology for their needs**
- **HP Remote Patient Monitoring solutions that help patients manage their health more effectively while improving outcomes**
- **HP Sprout and Patient Engagement Solutions to address patient-education and health-literacy challenges. HP facilitates interactions between patients and clinicians by delivering interactive, media rich health information, animations and 3D graphics that promote more meaningful discussions.**

To better serve the needs of providers, HP maintains an in-house Healthcare team made up of industry veterans who have first-hand knowledge of what customers need and how clinical workflows could be changed with the aid of technology to improve the patient experience. The team then works with HP's engineers to find ways the company's technology could be used to solve healthcare-specific challenges. In addition to its strengths in hardware, HP's software and services help ensure higher levels of security and compliance, while its Enterprise Test Lab capabilities ensure performance of the hardware and software together as a system. And of course, HP maintains partnerships with all leading healthcare solutions vendors to ensure that HP devices and software will work with a customer's EMR (electronic medical records) platforms and other back-end systems.

## About BLI PaceSetter Awards

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BLI's PaceSetter Awards aim to recognize the document imaging vendors on the vanguard in providing wide-ranging portfolios to suit the needs of key vertical markets. For this in-depth study focused on the needs of healthcare customers, BLI invited all leading document imaging OEMs to complete an exhaustive questionnaire detailing their healthcare-relevant offerings in eight key areas: Hardware, Software, Service and Support, Professional Services, Security, Industry Certifications, Vertical Leadership, and Overall Value. OEMs that opted to participate were also asked to make key personnel available for in-depth interviews with the BLI analyst team to give a more complete picture of the vendors' strategies for the healthcare market. After gathering all the data, BLI's team used a proprietary rating scale to calculate point totals in the key areas studied. Since different segments of the healthcare market have different needs, BLI's analysts created one rating rubric weighted to reflect the challenges faced by large hospital networks, and a second geared toward multi-site group practices.

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## Buyers Laboratory LLC • North America • Europe • Asia

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Gerry Stoia, CEO  
Deanna Flanick, CRO  
Brian O'Connor, CFO

Randy Dazo, Group Director,  
Office Document Technology  
randy.dazo@infotrends.com

Jamie Bsales, Director,  
Office Workflow  
Software Analysis  
jamie.bsales@buyerslab.com

Marlene Orr, Director,  
Office Equipment  
Product Analysis  
marlene.orr@buyerslab.com

### U.S. ANALYSTS

George Mikolay,  
Senior Product Editor, A3 MFPs  
george.mikolay@buyerslab.com

Lisa Reider,  
Senior Product Editor,  
Scanners and Environmental  
lisa.reider@buyerslab.com

Kaitlin Shaw,  
Editor, Printers/A4 MFPs  
kaitlin.shaw@buyerslab.com

Lee Davis,  
Research Editor, Software Evaluation  
lee.davis@buyerslab.com

Robert Watts,  
Research Editor, Software Evaluation  
robert.watts@buyerslab.com

### EUROPEAN ANALYSTS

Dr. Simon Plumtree,  
Senior Editor  
simon.plumtree@buyerslab.com

Priya Gohil,  
Senior Editor  
priya.gohil@buyerslab.com

Andrew Unsworth,  
Associate Editor  
andrew.unsworth@buyerslab.com

### LABORATORY

Pete Emory, Director of U.S.  
Research and Lab Services

David Sweetnam, Director  
of EMEA Research and Lab  
Services

### COMMERCIAL

Gerry O'Rourke,  
Director, BLI International

Mike Fergus,  
Vice President of Marketing

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Art Director