



121G Consulting Optimizes and Scales Aesto Health's ETL Migration Service

Aesto Health is a leading provider of SaaS solutions that simplify the exchange of healthcare data by providing solutions for over 50,000 healthcare executives, providers, and support staff to obtain, organize and simplify access to healthcare data.

Challenges

Aesto Health had a problem most businesses hope for: their sales growth outpaced operational capacity presenting extraordinary opportunities and challenges. Aesto's client implementation backlog continued to grow at a rapid rate, and, in turn, the organization was inundated by the volume of projects which resulted in delayed go-lives and clients eagerly awaiting implementation. As Aesto's new client backlog grew past a workable limit, Aesto's leadership considered new partnerships to provide support for these large, scaled projects.

During this period of time, they struggled to secure partnerships with the knowledge and expertise in the healthcare and EHR fields they required to quickly complete their project timelines. Previous failed offshore partnerships created an urgency to locate a relationship onshore with the capabilities necessary to accomplish their projects in a timely fashion.

When working with previous offshore partners, Aesto discovered that they were unable to provide developmental updates to their software and couldn't tackle important performance items while dealing with this influx of projects. This led the executives of Aesto to reach out to 121G due to their reputation, proximity, healthcare software knowledge and understanding that they provide support for strategic and mission critical projects.



Managed Services Organizations (MSOs) want speed, efficiency, and high-quality data in the process. 121G is enabling us to deliver on that need.

Barry Oursler, Aesto Health COO





121G Aesto Case Study



Solutions

Aesto’s Solution: recognizing an increase in market demand and their need for healthcare-specific expertise, Aesto Health began searching for a more strategic partnership to provide trusted, highly knowledgeable development teams with extensive EHR and ETL experience. Integrating 121G’s resources to scale their data migration team has allowed Aesto Health the ability to clear their backlog of projects more efficiently and has helped identify where essential products, training, and documentation updates were required.

Aesto Health’s receptivity to critical input towards updating their workflows and training is proving successful. The implementation of new collaborative workflows has provided 121G with the ability to train and deploy internal team members more efficiently and effectively to provide support at an instant. This increases Aesto’s project performance and capacity levels to allow prioritization of performance items that were delayed due to the accumulation of projects. In parallel to the data migration and workflow implementation, 121G’s agile development team members are helping design monumental product optimizations for the DataCapture (4.5) platform release in Q2.

121G is helping drive Aesto’s strategic vision of, “speed, simplicity, and accuracy,” by developing automation enhancements, boosting system performance, optimizing application efficiency, improving quality and partner experience.

More than 60% of 121G’s consulting organization boasts experience in healthcare and EHR technologies; this unique partnership gives Aesto the ability and flexibility to grow their business, while training and expanding dedicated personnel to reach maximum efficiency!

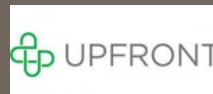


When you can land a partnership where they have been in the healthcare space for years *and* solve your technology challenges...it’s a slam dunk.

Paul Regnier, Executive Vice President of Engineering, Aesto Health



121G Healthcare Technology Portfolio Partners





121G Aesto Case Study Results



Increase in project capacity



166%

Reduction in project lead time



50%

Increase in project efficiency rates



38%

Results

Within four months of project engagement, 121G is clearing a sizable portion of the project backlog allowing Aesto team members to focus on new business development, software updates, and other internal priorities. The optimization of internal workflows, software efficiency updates, and streamlining the migration process has increased project capacity by **166%**, reduced project lead time by **50%**, and increased project efficiency rates by **38%**.



We needed relevant experience quickly. We didn't have time to teach a new team about healthcare related terminology or the different technologies. That's where 121G landed right on. All those things we were needing, 121G proved very quickly to fill all those needs.

Paul Regnier, Executive Vice President of Engineering, Aesto Health



Increased processing by

400%

121G Overview

121G is an onshore healthcare technology company specializing in healthcare-specific data and development services. With over twenty years experience in healthcare technology, 121G provides expert resources to help clients efficiently scale operations, software, and services. 121G's data migration and development teams provide integral ETL knowledge, trusted team collaboration, and proven innovative application development expertise.