



Medtel.com, Inc. (Medtel) named Preferred Business Partner by the Healthcare Council of National Capital Area (HCNCA)

New York, NY, September 13, 2017

HCNCA, through their Shared Services GPO, has identified Medtel as a preferred partner to deliver best-in-class care and increase surgical profitability for their members.

“We are excited to announce our Medtel partnership,” says Les Pitton, CEO of HCNCA. “Medtel has a proven track record of assisting healthcare providers in successfully transitioning to value-based care and optimizing their surgical care process. The HCNCA members will immediately see the value of implementation and how it will help their teams provide a superior patient experience while managing the cost of care.”

“As life expectancy increases, accompanied by a surge in healthcare spending, value-based care is emerging as a solution to address rising healthcare costs,” says Harold Mondschein, CEO and Founder of Medtel. “Improving outcomes and reducing costs for patients is imperative, but despite large investments in electronic medical records, surgical care continues to rely heavily on manual-based processes such as faxes and phone calls that hinder communication and challenge surgical outcomes.”

As a result, in 2013, Medtel’s solution emerged as the first surgical care management platform designed to increase efficiency, reduce costs, and provide better outcomes. The following are 3 keys to Medtel’s success with client implementations:

1. Automating manual based processes, improving workflows and capturing structured data easily and reliably
2. Creating the earliest opportunity to identify the clinical and financial risks of a procedure before the incision
3. Sustaining surgeon and staff compliance to clinical guidelines, care pathways, and protocols that lead to an institution's financial health

Armed with the Medtel solution, providers now have the necessary agnostic, cloud-based tools to easily connect with their surgical offices and sustain compliance to best practices which results in better outcomes for their patients and financial health for their institution.

About HCNCA: The Healthcare Council, founded in 1946 as the Hospital Council, is an association of healthcare providers, schools and health-related institutions serving Virginia, Maryland and the District of Columbia. The Council assists its members by promoting intelligent planning, facilitating discussion of common problems, and acting as a clearinghouse for the exchange of information using a variety of tools to accomplish that mission. The Council provides for its members “strategic and business advantages” that no single institution or system can efficiently or economically develop alone. For more information, please contact Les Pitton, CEO: lpitton@hospital-council.org.

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