EMPLOYEE HEALTH SOFTWARE:

AN APPLE-TO-PRUNES COMPARISON

Evaluating occupational and employee health software solutions is hardly an exercise in comparing apples to apples when Enterprise Health is an option. Other vendor solutions not only pale in comparison, they shrink and shrivel under the side-by-side spotlight.

To be clear, Enterprise Health is more expensive because we deliver more value than other vendors. As such, Enterprise Health is not the solution of choice for buyers with lowest price as the primary purchase criteria.

Employers looking for the most value should consider the following when comparing options.

LOOK FOR PRICE TRANSPARENCY

Make sure every vendor gives you a full accounting of what you are (and are not) getting in their price proposal. Avoid vendors who low-ball upfront costs while neglecting the details and downstream invest-ments that add up quickly after the contract ink dries. Check that fees for licensing, maintenance, deployment, configuration, development, options, training, data migration, interfaces and long-term support are present and accounted for.

Enterprise Health errs on the side of quoting everything and the kitchen sink to provide a realistic investment picture.
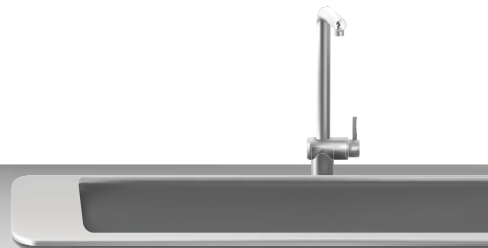
INVEST TO RETIRE

Most organizations manage occupational and employee health information on a combination of commercial applications, homegrown databases, spreadsheets and paper. As part of your evaluation, consider which vendors are best suited to help you replace outmoded legacy approaches and painful workarounds.
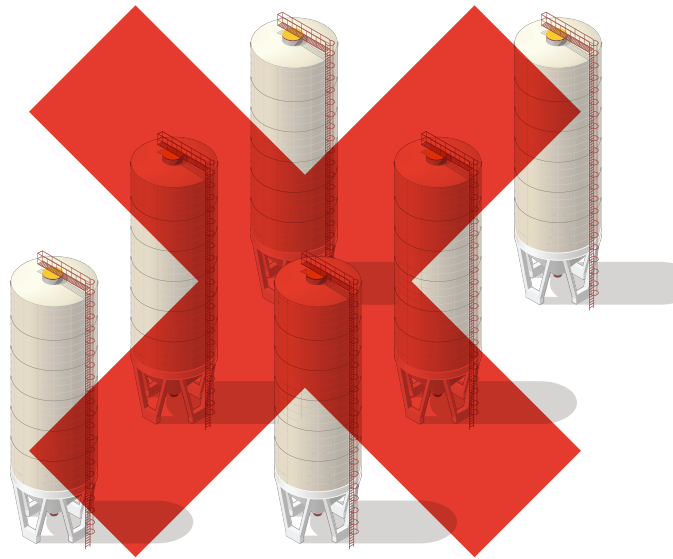
Enterprise Health usually retires a half dozen legacy applications, eliminating data silos and aggregating information on a single platform — saving money, minimizing data entry, improving accuracy, enhancing data visibility and boosting productivity.

GET ENGAGED FIRST

A successful occupational health program must engage key stakeholders, including employees, supervisors, applicants and leadership. While onsite clinic personnel need a robust toolset, make sure your selected vendor has a powerful way to connect with the constituents you serve.

Enterprise Health includes portals and mobile apps purpose-built to electronically engage employees, managers and applicants — enabling meaningful information exchange and dramatically improving clinic staff productivity.
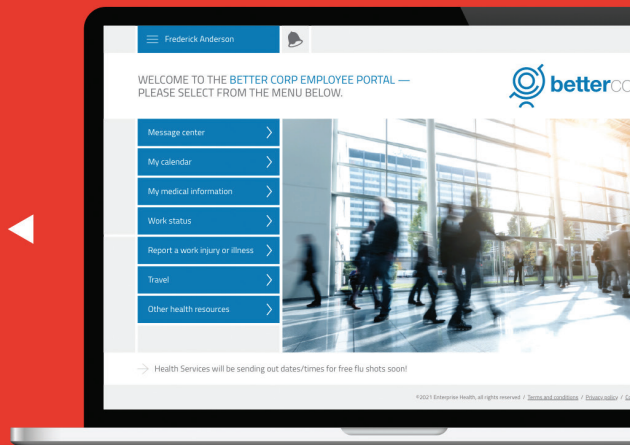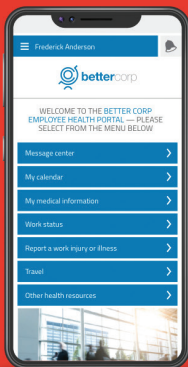
SEEK HEALTHY RELATIONSHIPS

Do the vendors you're evaluating focus on occupational and employee health, or is this functionality an afterthought in a broad portfolio that puts more weight on environmental, safety, sustainability and risk management features? While there are plenty of companies with "mile-wide, inch-deep" offerings that attempt to cover the waterfront, best of breed depth and breadth narrows the playing field.

Enterprise Health is laser focused on occupational and employee health, with comprehensive functionality designed to support the compliance and clinical requirements of onsite employee health clinic operations.

INSPECT THE FOUNDATION

Most of the vendors in this space have assembled their offerings through acquisition, cobbling together functionality built on different technologies — resulting in rickety platforms that don't hold up to scrutiny or real-world workflows and use cases.

Enterprise Health has been developed in-house over nearly three decades, and built on a certified electronic health record platform optimized for employee health with the benefit of shoulder-to-shoulder input from blue chip employer clients.

DRILL INTO THE DATA

There is power in your employee health data, provided you can harness and tap into it. Ensure that legacy data can be migrated to your new solution. Delve into the interoperability expertise of each vendor to understand their ability to interface with other applications so all your data is managed on a single platform. Dive into the reporting capabilities each solution offers to help you access and take action on your information.

Interoperability is part of the organizational DNA at Enterprise Health, and we have nearly three decades of experience in aggregating, managing and making the most of employee health data.

INSIST ON AGILITY AND INNOVATION

In the wake of the COVID-19 pandemic, most employers realized their digital infrastructure was inadequate, their existing technology vendors were ill-equipped, and they were forced to rapidly manage response using spreadsheets and hastily assembled home-grown solutions. Ask about the product roadmap and make sure it represents a direct route to new capabilities rather than a long-term parking lot for client requests, as you need an agile and innovative technology partner who can keep up.

Enterprise Health was able to rapidly reconfigure an existing pandemic response module and embedded functionality to support its clients during COVID-19, and compressed development cycles to days and hours to manage symptom monitoring, case management, testing, contact tracing, vaccine administration/tracking and mandate compliance.

Early in the pandemic, Enterprise Health developed and deployed an integrated, affordable and easy to use telehealth module in less than a week, and continued refinements resulted in a long-term solution to support remote and hybrid workers.

EVALUATE THE EXPERIENCE

When we replace a competitive solution, clients usually make a switch not just because of product shortcomings, but because of concerns with the deployment process, application and technical support, and vendor commitment to improving both functionality and client relationships. A high value occupational and employee health solution is the sum of several parts, and the software is just one piece of the equation.

Enterprise Health places a premium on crafting and delivering a superior client experience at every interaction — from first contact during the sales process through contracting, deployment, training, go-live and long-term support. As a result, our client retention rate is near 100 percent.

THE SILVER LINING IN THE COVID CLOUD

The pandemic shines a bright light on the strategic importance of a present, productive and healthy workforce, and those in the C-suite now have a deeper appreciation for the value of employee health initiatives and a solid digital infrastructure to support those efforts. In many organizations, occupational health is being "rebranded" and is no longer viewed as the department that gets people back to work after an injury and conducts the annual flu shot program. As you build the business case for investing in a next level approach to employee health, factor in:

– **The value of employee trust.** The "Great Resignation" underscores the importance of organizational culture, including a commitment to a safe and healthy work environment that employees can clearly see.

– **The importance of secure health data.** The pandemic is generating an unprecedented influx of employee health information, including symptom observations, test results and vaccine status. Managing that data on anything but a rock solid platform poses significant risk.

– **Revenue streams rely on present employees.** Without healthy employees onsite, revenues are dramatically impacted for manufacturing, processing, refining, healthcare and other sectors.

– **Confident compliance.** While many organizations originally invested in occupational health to avoid risk and ensure regulatory compliance, COVID upped the ante. In addition to the COVID-induced backlog of tests and exams, demands for accurate records and regular reports are only increasing.

– **Automation is essential.** Employee use of applications and digital technology is routine, yet many employers still manage health information on paper or basic solutions ill-suited for the task. Continued reliance on analog approaches sends the wrong message to your workforce.

– **The need for scalability.** Employers who attempted to handle COVID response on spreadsheets got a reality check given the duration and impact of the pandemic. The gravity of managing employee health data demands solutions that can scale rapidly across geographies and business requirements.

– **Aligning with best-in-class partners.** Managing the health of your employees, and their protected health information, requires business and technology partners with the requisite experience, expertise and focus.

Want more information about how to make the healthy software choice?

Contact us at **sales@enterprisehealth.com**

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