

Finding the Right Fit

5 tips for selecting a compatible technology company partner

Are you trying to do more with less? If so, you're not alone. For many home and community-based organizations, it can be challenging to scale and thrive in today's demanding environment. But with the right technology and team of industry experts, you can gain a competitive edge and expand your clinical care and community impact.

Here are five tips for selecting an effective and reliable technology partner:

- 1 Deep industry experience**

It's critical to identify a company that understands your business and where the market is headed. The company that you work with should use its healthcare industry knowledge to offer both fresh ideas and strategic insights to ensure that you achieve your short and long-term goals.
- 2 Customized solutions**

Your business and clients are unique. That's why it's important to have solutions that are tailored to your specific needs. Look for a company that can automate your processes and integrate your systems, saving you valuable time so you can focus on improving the lives of others.
- 3 High security standards**

In between fulfilling your mission and maintaining your bottom line, you need to make sure that the critical client data you maintain is protected. The right technology partner can provide you with peace of mind by safeguarding sensitive company information. Plus, it can make sure you stay Health Insurance Portability and Accountability Act (HIPAA) compliant with ever-changing rules and regulations.
- 4 Excellent reputation**

Hiring a technology partner requires a significant investment of time and money. Ask to see examples of their work or speak with their current customers. This can provide you with more information about the value they offer beyond their solutions.
- 5 Customer-centric approach**

Lastly, it's important to select a partner that puts you first. Working with a group of experts who focus on collaboration, communication and transparency can offer long-term benefits. Not only can they help you be successful today, but they can also prepare you for tomorrow's changes.

How you manage your day-to-day business directly affects patient care. With the support of a knowledgeable, trusted and innovative technology company, your business can continue to successfully provide care to those who need it most.

Want to save your team valuable time?

Contact us today at connect@xolv.org.