Eggplant for EMR – Elevator Pitch.

Target Audience:

CIO and Heads of EMR/Technology

Test & Engineering leaders

Influencing roles: Clinicians

Quick Pitch

Accelerate delivery and reduce the burden on clinicians by automating the whole EMR tech stack

Customer Benefits

- **Technology agnostic** approach will work on any software, system or device with a UI

- **The automation standard** Used by industry leading EMR solution providers Cerner & Epic as well as the NHS and 60+ US health systems

- **True end-to-end** testing across multiple devices and systems

- **Test like a clinician** Eggplant can do anything a user can do

Why Eggplant

- One platform to fulfill both Testing and Robotic Process Automation requirements

- Recognized leaders in Test Automation by both Gartner and Forrester

- Proven across the Healthcare industry

- Realize business value faster and improve ROI

- Customer Success to simplify and smooth implementation

- HIPPA compliant

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PAIN POINTS

- Labour-intensive testing cycles and maintenance

- Testing interfaces difficult and time consuming

- Rich/layered graphical displays; dynamic data and values; secure and locked-down systems, audit and compliance; Citrix/thin client

- Quicker release cycles

CHALLENGER QUESTIONS

Our customer (Cerner, Epic, NHS) were facing challenges around....

- Automating multiple EMR systems across multiple operating systems
- Automation of ever-changing EPIC systems
- Automation of Applications over Citrix

......Has that been a challenge for you? How have you dealt with that? Have you come across similar problems?

SOLUTION CAPABILITIES

Interoperability: Eggplant can test across the wide array of systems and applications used in the healthcare industry, and also test the performance of this technology on any device or operating system at any layer from the UI, to APIs to the database.

Automation: Eggplant's Robotic Process Automation (RPA) offering enables healthcare companies to speed up processes and reduce the administrative burden on employees. In addition, the technology offers numerous privacy and security benefits by eliminating the chance of human error or misuse. For example, RPA can be deployed to archive sensitive patient images off of encrypted hard drives without ever necessitating human involvement

OBJECTION HANDLING

Objection	Response
I need a solution that works with Citrix.	Eggplant access the application exactly as a user does and it works perfectly out of the box with Citrix. You do not need to install anything on the Citrix servers
I can use an RPA tool for testing	**"Do not replace testing tools with RPA tools for application testing**. Application testing is complex and comprehensive: It goes from unit to functional, load, speed, and integration testing and happens in myriad ways to address specific contexts. Platforms can test custom- built apps, packaged apps, APIs, and more on mainframes, desktops, cloud, and premises. No RPA tool can offer the rich functional — and especially nonfunctional — testing and address the technology breadth the test tools can.

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