PRECISION
MEDICAL PRODUCTS

ABOUT

Since 2010, Precision Medical Products (PMP) has been helping patients recover from surgery through the use of innovative and cutting-edge products, programs, and deep vein thrombosis (DVT) prevention techniques. From a self-funded startup, PMP has since grown to over $40 million dollars in annual sales with a team of 200+ employees across 41 states. Precision Medical Products has been recognized on the Inc. 5000 List of Fastest Growing Companies in America and has won a variety of Innovation Awards for their patented products.

PMP's accelerated growth eventually led to the increased need for an automated solution that could eliminate manual content centric processes, handle diverse documents and data types, and free up employee capacity to focus on customer needs. PMP realized the future of work was impossible to discuss without first acknowledging the critical role automation would play.

INDUSTRY	LOCATION	REVENUE	EMPLOYEES
Healthcare	41 States	$40M+	200+

APPLICATION

SALES ORDER PROCESSING

Sales Order Processing continues to be a major source of frustration for many companies, due to traditional approaches being used that are painstakingly slow, error-prone, expensive, and archaic. Organizations continue to struggle to create a seamless distributed or centralized capture environment that eliminates manual intervention every step of the way, from intake to extraction, to feeding the desired ERP system.

CHALLENGES

Precision Medical Products faced challenges that could not be effectively addressed by alternative solutions. By combining ImageTrust web-based intake, open intelligence, and enterprise integrations, true process automation was achieved.

Distributed Remote Sales Team	Diverse Document Types
Integrations & Export	Unstructured Handwritten Content

Case Study : Precision Medical Products

IMAGE ACCESS CORP

THE SOLUTION

Image Access was brought in to create a modern process that was more reliable and would substantially accelerate the sales order cycle. The ImageTrust platform was leveraged to deliver a web-based intuitive capture interface to the remote sales team that would allow for the easy intake of content. Through the use of ImageTrust's open architecture, a variety of AI extraction technologies were tested before leveraging the one that offered the highest levels of automation. From there, the documents were transformed into data before being exported into Box, while accurately populating key metadata templates.
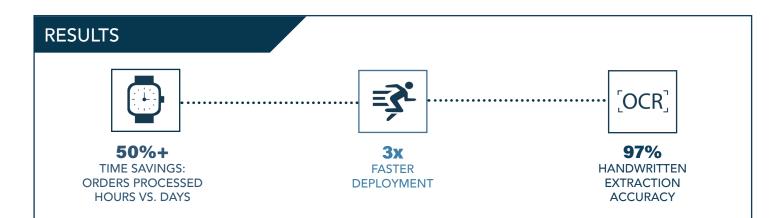
SOLUTION COMPONENTS

EPSON	IMAGE TRUST	(h[s]) HYPERSCIENCE	box
Hardware	Software	Handwritten Extraction	Content Management

RESULTS

50%+
TIME SAVINGS:
ORDERS PROCESSED
HOURS VS. DAYS

3x
FASTER
DEPLOYMENT

97%
HANDWRITTEN
EXTRACTION
ACCURACY

WEB-BASED CAPTURE	ELIMINATE COSTLY MANUAL KEYING	RE-ALLOCATION OF EMPLOYEES' TIME	ENTERPRISE-LEVEL BOX INTEGRATION

TESTIMONIAL

After an in-depth selection process of scanning and capture vendors, Precision Medical Products (PMP) decided to move forward with Image Access as a technology partner. Image Access has proven to be not only a solution provider, but a trusted advisor providing industry expertise which resulted in a modern and flexible solution that addressed both our capture and extraction challenges.

PMP was able to achieve 97%+ extraction accuracy on handwritten forms through ImageTrust's open AI approach, and ability to leverage industry leading engines all while providing an intuitive intake & document organization interface. The openness and scalability of the ImageTrust platform, which is deployed across our organization, has set the foundation for many of our future content workflows. We have just begun and have already realized significant improvements in order processing times, data accuracy and labor savings.

Matt McGinely,
CIO, Precision Medical Products