











Which Firms Provide Breadth, Depth, and Expertise?

Pivot Point Ranks #1 in KLAS Epic Consulting 2016, Select Category

KLAS' 2016 Epic Consulting Research

Select (1 segment with 3+ validations)	Overall Performance Score	Money's Worth	Quality of Service Staff	
Pivot Point Consulting	96.8	\$ \$ \$		(n=6)
Oxford Healthcare IT	95.6	\$ \$ \$		(n=6)
Divurgent	95.2	\$ \$ \$		(n=9)
Huron Consulting	93.3	\$ \$ \$		(n=10)
Santa Rosa Consulting	93.0	\$ \$ \$		(n=8)
PwC	91.4	\$ \$ \$		(n=7)
Prominence Advisors	90.2	\$ \$ \$		(n=6)
ESD	88.7	\$ \$ \$		(n=7)
Bluetree Network	88.3	\$ \$ \$		(n=11)
Physician Technology Partners	85.0	\$ \$ \$		(n=10)

Source: KLAS Research

Would Buy This Again

100% of Providers Surveyed by KLAS



Feedback from providers indicates an overwhelmingly positive experience with engagements—providers report that not only are Pivot Point Consulting's resources more knowledgeable and experienced with Epic products, but Pivot Point Consulting also screens their resources to make sure they are a good match for client needs."

Avoids Nickel-and-Diming

100% of Providers Surveyed by KLAS

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	Physician Technology Partners	Pivot Point Consulting	Prominence Advisors	PwC	Sagacious Consultants	Santa Rosa Consulting
Sales & Contracting						
Money's Worth	7.0	8.4	8.2*	7.5	8.1	8.3
Avoids Nickel-and-Diming	89%	100%	100%*	100%	96%	95%
Service & Support						
Service Delivery Met Timelines	8.3	8.9*	8.3*	7.8	8.5	8.6
Quality of Service Staff	7.8	8.8	7.7	8.6	8.5	8.4
Executive Involvement	7.5	8.6	8.7	8.4	7.8	8.4
General						
Innovative Tools and/or Processes	--	--	--	--	8.0	8.3
Strategic Expertise	--	--	--	--	8.2	8.4
Overall Satisfaction	7.5	8.6	8.2	8.1	8.4	8.2
Would Buy This Again	85%	100%	83%	100%	100%	95%

Note: The highest score for each indicator is highlighted in green; the lowest in blue.
*Small sample size (3-5 respondents)

FULL SUITE OF SERVICES

- Implementation
- Advisory & Strategic Planning
- Revenue Cycle & Clinical Optimization
- Legacy Support
- Go-Live Support
- Remote Consultants
- Interoperability
- Meaningful Use
- PMO
- Security

RELATIONSHIPS. RELIABILITY. RESULTS.



Pivot Point Consulting provides high-quality resources to meet project needs. They perform a thorough screening of potential consulting candidates so that people know they are getting experienced resources. The consultants become integrated members of the provider's team, as though they are the provider's employees. I would highly recommend Pivot Point Consulting to anyone looking for consulting resources related to IT implementations.”

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