



K&A Radiologic Technology Services, Inc.
East Syracuse, NY | www.kaxray.com

Case Study: K&A Radiologic Technology Services, Inc.

When Sharon Reilley's GPS trackers kept losing service, she asked her technology director to search for a new provider. An IT consultant overheard and recommended Linxup. Two years later, she's still delighted by her choice.

Sharon was already familiar with the benefits of GPS tracking. As administrative director for K&A Radiologic Technology Services, she knew that GPS tracking helped her provide the information nursing homes need for billing. K&A provides portable x-ray, ultrasound, and other radiologic services to nursing homes and other medical facilities.

"Nursing homes have to track a lot of information. Ancillary providers need to be tracked in and out of facilities because of new medicare rules," Sharon explained. "With Linxup, I'm able to tell them what time our guys were there and when they left. And it never goes down."

Sharon finds Linxup useful for her own billing as well. "We can track the miles going back and forth to bill appropriately and have the right mileage. The dispatchers watch the map all day. The drivers say that Big Mama is watching!"

In addition to billing, the dispatchers also use the system to estimate the length of time before a tech will arrive at a facility, giving staff accurate ETAs so they can plan additional medical care for patients. Sharon uses Linxup to keep her vehicles on the road. "It reminds us about oil changes and keeps us on track."

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And she has found it useful to keep employees on track as well. "Techs always tell us they aren't in an area when we know that they are. Now we can see them on the map, so we don't lose business." By matching mileage to fuel card use, she's able to ensure that K&A is only paying for work-related use of vehicles.

But it isn't all about "Big Mama" watching. The system has also provided protection for drivers. "We have an 800 number on the vehicles and we get a lot of calls about drivers being erratic," Sharon said. Now the dispatchers can check the route replay and speeding alerts to find which tech was in the area and prove whether they were speeding.

Sharon is active in the National Association of Portable X-Ray Providers, and has been touting the benefits of GPS tracking and Linxup to her fellow members. "When we're negotiating a contract with a facility, we can tell them how long it's going to take to get there and what prices will be. Internally, it's a great way to track your vehicles, employees, and miles."

Sharon's favorite part of Linxup? "A five year old could use it!"

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