

## Case Study: Siemens (Formerly Dade Behring)

*“Medgate has helped us to **dramatically improve communication at Dade Behring, both in terms of quality and ease of distribution.**”*

- Paul Moss, Vice-President Global Health Safety and Environment

### Client Profile

**Industry:**

Clinical Diagnostics

**Headquarters:**

Deerfield, Illinois

**Geographics:**

Global Operations

**Revenues:**

\$1 billion ++

**Employee Base:**

6,500

**Core Product Lines:**

- Chemistry/Immuno chemistry
- Hemostasis
- Microbiology
- Infectious disease diagnostics

**Product Suites:**

Medical, Case Management, Safety, Industrial Hygiene

### Challenge

To provide Dade Behring (now Siemens), the leading company solely devoted to clinical diagnostics, with a comprehensive, safety-focused occupational health and safety (OH&S) data management system capable of:

- Reducing the impact of disability through improved case management,
- **Streamlining the tracking and reporting of required regulatory information,**
- **Ensuring access to sensitive information is secure and only available to authorized personnel,**
- **Improving fleet management by highlighting problem areas; and**
- **Efficiently documenting health and safety data.**

### Solution

The organization now uses most components of Medgate’s [comprehensive Occupational Health and Safety software solution](#) including *Medical, Safety, Case Management, Industrial Hygiene and Education modules to integrate health and safety data on an enterprise-wide basis*. Siemens also opted to enrol in the [Medgate-hosted](#) (SaaS) solution to streamline internal IT costs and enhance their Return-on-Investment (ROI).

### Benefits

Medgate’s software has been used “very effectively”, according to Paul Moss, Vice President of Global Health, Safety & Environment. He says that “everyone from nurses to senior management now rely on Medgate to enter and track daily updates within our health and safety data management system.”

The core features of the application have expanded Dade Behring’s ability to exploit real-time data on an enterprise-wide basis. For Mary Amann, Occupational Health Nurse Consultant to Dade Behring, this improved flow of information within the organization has been a key advancement: **“Medgate has helped us to dramatically improve communication at Dade Behring, both in quality and ease of distribution.** It has empowered management to take proactive measures once the system highlights perceived patterns in the occurrence of injuries and illnesses.” For example, according to Moss, the incidence data that is generated by Medgate can be studied for trending and **enables the company to focus resources and budget on the most critical prevention areas.**

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- Mary Amann, Occupational Health Nurse, Dade Behring

### Key Reported Benefits

#### OSHA Recording:

- Streamlined data management
- Better reporting
- Easy industry comparisons

#### Accident Reduction:

- Comprehensive Motor Vehicle Accident tracking

#### Security:

- Highly configurable security options
- Confidential information stays confidential

#### Case Management:

- Precise documentation
- Deep functionality

#### Global reporting:

- Web-based system can be deployed globally
- Facilitates global reporting / trending

### Additional Resources

[Medgate OHS Software Overview](#)

[The Business Case for OHS Software](#)

## Benefits

### OSHA RECORDING

Using the Medgate system, Dade Behring has streamlined its management of OSHA recordable information and now reports by classification, nature of injury, type of accident and by site. **Now, management can take proactive measures once “hot spots” have been identified, improving the health and safety of the workforce.** It also enables Dade Behring to support best practices by comparing itself to the rest of the industry.

### FLEET MANAGEMENT

The company has also benefited from Medgate’s sophisticated [Motor Vehicle Accident \(MVA\)](#) module. “We needed to compare the MVA rate over a long period of time, incorporating the same measurements we had been using before the new system had been integrated. Medgate made this very easy to do, ensuring we could compare apples to apples.” **The system then helped to identify a critical trend within Dade Behring’s MVA rate:** a significant proportion of accidents occurred while employees were talking on the phone or were distracted during driving. This led the company to institute a corporate-wide policy mandating use of a hands-free phone set. By the next year, there had been a noticeable drop in the number of preventable accidents.

### SECURITY

Protection of information within the system was a key concern for Dade Behring. The system had to facilitate free movement of information between users, yet ensure that in many cases certain information was only available to certain personnel. This is one of the ways in which Medgate distinguished itself from competitor offerings: **“Medgate’s multi-layered security set-up makes it very easy to make sure that the right people have the right information. Their security profiles set their product apart from others.”**

### IMPROVED CASE MANAGEMENT

Medgate’s software documents and catalogues Dade Behring’s case management information with such **precision and scope that it has enabled them to reduce the impact of disability on the company:** **“We can now place individuals back to work, safe and healthy, more efficiently and parallel to their abilities.”**

### GLOBAL CAPABILITIES

The ability to access the database on the web has enabled Dade Behring to open up its database to worldwide reporting rather than just in North America. Moss adds, “Medgate is now capable of becoming a global reporting tool for us in Dade Behring, as the web access can now be opened up to reporting from our other sites outside of North America. **This will enable our trending to become even better, and will enable us to focus resources based on actual global data.**”