

# Logical Source, Inc.: Document management experts entrust Hanu with migration of cutting-edge software solution

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*— Giovanni Forero  
Project Manager, Logical Source, Inc.*

## CHALLENGE

The Health Insurance Portability and Accountability Act (HIPAA) has placed important privacy and security requirements on healthcare providers—including hospitals. Under this regulation, hospitals must adhere to strict rules around the use, storage, and transmission of patients’ protected health information.

As leaders in document management and workflow, Logical Source, Inc. recognized an opportunity to help hospitals better address HIPAA requirements when releasing patient records to a variety of stakeholders—including Social Security and disability attorneys, other healthcare providers, and patients themselves.

As Logical Source Founder and CEO Jon Demarest explains, the company initially built Skky—its release-of-information (ROI) software—as a client/server package. But that approach was fraught with cost and logistical complexity.

“We wanted to take the software to the next level so that it could be web-based and managed remotely,” Demarest says. For help with this important migration, Demarest and his team sought input from a number of software development companies—including Hanu.

## SOLUTION

As a Microsoft® partner, Logical Source selected Hanu for the firm’s expertise in using the Microsoft technology stack to migrate applications to a Software as a Service (SaaS) model.

With most of the programming completed in Hanu’s offshore development center, communication and collaboration throughout

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the process were critical. Demarest and Giovanni Forero—project manager and manager of the software package—laud Hanu for the team’s skills and responsiveness.

“Hanu delivered the original project on time,” Demarest notes. “In many cases, when we deal with a consultant, projects that are supposed to take six weeks turn into 16. But Hanu was very aggressive to get the project done. They did the due diligence and had an understanding of what we needed.” Demarest adds that at all levels of the organization, Hanu professionals were willing to engage in open discussions with him and his team.

Indeed, as Forero explains, his day-to-day dealings with the Hanu project manager and programmer were outstanding.

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## RESULTS

Working with Hanu, Logical Source has been able to migrate all of its Skky clients to the SaaS model. And that’s the approach the company will use when it brings the product fully to market.

“We can now deploy a major medical center as quickly as we could a small physician practice,” Demarest says. “Deployment takes one-tenth the time it used to.”

And Logical Source no longer has to send an IT expert on site to client facilities to set up the server and database. From installation to ongoing operations, everything can be handled remotely thanks to the SaaS migration.

That’s a significant market and competitive advantage—allowing the company to scale quickly and efficiently and support companies in a highly flexible, cost-effective manner.

The first project with Hanu went so well that Logical Source has engaged Hanu for continuing enhancements to the core product and development of a new accounting and billing module.

**About Logical Source, Inc.** Headquartered in Fairfield, New Jersey, Logical Source, Inc. is a leading information management company with extensive experience in document management services and record image processing. The firm offers a full spectrum of micrographic and image management services—including consulting, system design and integration, training, and on-site or off-site service, as well as sales and service of all micrographic and scanning equipment. Logical Source also offers an Internet repository imaging system that empower companies to archive and process data on a real-time basis—using the Internet or corporate intranet for browser-based capture, storage, and distribution of information. The company engages with clients as a trusted allied—providing clients with the loyalty of a business partner and the economics of an outside vendor. [www.lsinny.com](http://www.lsinny.com)

**About Hanu** Leveraging best-in-class people, processes, and technologies, Hanu provides high-quality, high-value software development and business process outsourcing services to independent software vendors (ISVs) and enterprises. Founded in 2002, Hanu is dedicated to developing effective outsourcing partnerships with clients in order to accelerate time to market, reduce operational cost and empower them to devote more time to their core business. [www.hanusoftware.com](http://www.hanusoftware.com)

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