



## Leading EMR Adopter Program (LEAP) Overview



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## **TABLE OF CONTENTS**

- 1. NCG – Koita Centre of Digital Oncology (NCG-KCDO)**
- 2. NCG EMR Initiative**
  - a. Phase 1: NCG EMR Requirements (NER)
  - b. Phase 2: Request for Evaluation (RFE)
  - c. Phase 3: NCG Empanelled EMR Vendors
- 3. LEAP Benefits**
  - a. Best-in-class Oncology EMR
  - b. NCG Empanelled EMR Vendors
  - c. Preferred Pricing & Funding Support
  - d. EMR Vendor Selection and Implementation Support
  - e. ABDM Compliance Support
  - f. Ongoing Product Enhancement
- 4. How to join LEAP**
- 5. Conclusion**

## LEADING EMR ADOPTER PROGRAM (LEAP)

### 1. NCG – Koita Centre of Digital Oncology (NCG-KCDO)

NCG has established the Koita Centre for Digital Oncology (KCDO), to use digital health tools to enhance cancer care across NCG and its network of hospitals. KCDO will support NCG in driving shared digital initiatives across NCG including the adoption of EMR systems, healthcare data interoperability, reporting, and analytics. Additionally, KCDO will facilitate the adoption of new technologies such as AI/ML, big data, automation, cloud, mobile, etc. in NCG centres for the benefit of hospitals, doctors, patients, and consumers. The intent is also to introduce digital tools like telemedicine and remote patient monitoring to make cancer care more accessible, especially in semi-urban and rural areas.

Link: <https://www.kcdo.in/>

### 2. NCG EMR Initiative

Based on the results of the May 2022 NCG member survey that identified an oncology-specific EMR as the top priority area with less than adequate readiness, the NCG-Koita Centre for Digital Oncology (NCG-KCDO) launched the EMR initiative in November 2022 as a focused effort to support the NCG member centres in selecting a high-quality oncology-specific EMR.

#### Phase 1: NCG EMR Requirement (NER)

NCG assembled a core team of medical and technology professionals that developed a comprehensive NCG EMR Requirements (NER) with over 200 features tailored specifically for cancer care.

- In collaboration with an external consulting agency, Ernst and Young, the core team worked towards compiling the first version of the NER. This document was put in the public domain for feedback from industry stakeholders. Based on the industry feedback, the NER was revised and improved, and NER 2.0 was published on 28th of March 2023.
- NER is a minimal set of requirements that NCG believes any efficient oncology EMR system should have and is categorized across Silver, Gold, and Platinum levels
- Silver level are core requirements that encompass all the essential elements of an EMR and are applicable for all hospitals. Gold and platinum levels have incremental requirements and are applicable for mid-sized and large hospitals.
- NER will provide a critical foundation capability enabling standardization and integration with other solutions addressing the cancer care continuum.

To review / download NER 2.0 document, [click here](#)

#### Phase 2: Request for Empanelment (RFE)

NCG floated a Request For Empanelment (RFE) for solution vendors who have a strong base solution and can commit to meeting all NCG EMR requirements over the next several months. NCG-KCDO received very positive response from the vendor community and completed a rigorous evaluation process that included the following steps:

- **Part I:** Pre-Qualification criteria including overall organizational strength, financials and experience to qualify vendors for empanelment
- **Part II:** Technical Qualification criteria including ABDM compliance, quality certifications, team capabilities and financial performance
- **Part III:** Product evaluation including detailed feature demos to understand current capabilities and commitments to meet future feature requirements

## LEADING EMR ADOPTER PROGRAM (LEAP)

- **Part IV:** Financial Proposal Evaluation including pricing in two categories – (a) One-time perpetual license model with AMC and (b) Annual subscription model
- **Part V:** Management Presentation that included in person meetings between NCG-KCDO leadership and vendor leadership to review in more detail, vendor’s capabilities and their ability and commitment to become an empanelled EMR partner

### Phase 3: NCG EMR Empanelled Vendors

NCG is proud to announce that it has empanelled the following 6 vendors as an NCG Empanelled EMR Vendor till December 31, 2025. These vendors with the help from the NCG EMR core group will enhance their existing products to develop high-quality oncology-specific EMR solutions.

- Amrita Technologies Private Limited – <https://www.amritatech.com/>
- Manorama Infosolutions Private Limited – <https://www.manoramahealthcare.com/>
- Oakland Systems Private Limited – <https://www.mednetlabs.com/home>
- Ohum Healthcare Solutions Private Limited – <https://www.ohumhealthcare.com/>
- Plus91 Technologies Private Limited – <https://plus91.in/v2/>
- TrioTree Technologies Private Limited – <http://triotree.com/>

### 3. Leading EMR Adopter Program (LEAP) Benefits

The Leading EMR Adopter Program (LEAP) has been initiated to accelerate the adoption of oncology-specific EMR across the NCG network and provides unique benefits outlined below.

#### Best-in-class Oncology EMR

- NCG assembled a core team of medical and technology professionals that developed comprehensive NCG EMR requirements with over 200 features after a series of discussions including market feedback.
- NCG EMR requirements are categorized into Silver (core/all hospitals), Gold (enhancement/mid-size hospitals) and Platinum (enhancement/large hospitals) to cater to the unique needs of NCG member centres.

#### NCG Empanelled EMR Vendors

- NCG has undertaken a rigorous evaluation process to empanel strong HMIS/EMR vendors that are committed to the NCG EMR product roadmap
- All of the empanelled vendors have solid experience implementing EMR in Indian hospitals including standalone oncology set ups and multi-specialty hospitals with oncology units.

#### Preferred Pricing & Funding Support

- NCG has received commitments from the empanelled vendors to provide preferred pricing to NCG hospitals. NCG will share upon request, the reference pricing based on the median of the lowest 5 oncology EMR vendors that were initially shortlisted for empanelment.
- NCG has approached several organizations interested in supporting this initiative to secure funding to help offset the initial cost of implementing these EMRs. Such funding will be available to government and trust organizations.

#### EMR Vendor Selection and Implementation Support

## LEADING EMR ADOPTER PROGRAM (LEAP)

- NCG will provide hospitals with sample documents such as RFP templates and vendor contract terms with service level agreements (SLAs) to help with the vendor evaluation process
- NCG will work with the vendors to provide solution specific details including product demos, capability overviews and implementation process to help hospitals with a better understanding of vendor solutions
- NCG will provide oversight over the EMR implementation to ensure a smooth deployment and will review and track the progress of EMR/HMIS vendors on a regular basis for deployment of enhanced/new features.

### **ABDM Compliance Support**

- All NCG EMR empanelled vendors have initiated their ABDM compliance journey and have agreed to completed M3 certification as a mandatory requirement for continued empanelment.
- Implementation of NCG EMR from empanelled vendors will include ABDM compliance at no additional cost to the hospitals.

### **Ongoing Product Enhancement**

- NCG will initiate the formation of sub committees on critical product enhancements such as core clinical features, interoperability and clinical data analytics and reporting.
- NCG will continue to provide domain expertise to ensure EMR solutions continue to evolve and cover all aspects of oncology.

## **4. How to join LEAP**

NCG invites interest from NCG member hospitals that are willing to participate in this important initiative and will engage with interested member hospitals in a more specific discussion. Interested NCG centers are requested to apply to join the LEAP by sending (email [ncgemr@gmail.com](mailto:ncgemr@gmail.com) with cc to [ceo.ncgkcd@gmail.com](mailto:ceo.ncgkcd@gmail.com) and [ncgkcd@tmc.gov.in](mailto:ncgkcd@tmc.gov.in)) a letter on their organization letterhead with the following information

- Confirm interest to procure NCG EMR from NCG empanelled vendors
- Commitment to fund or co-fund (government and private hospitals) the program
- Commitment to ensure the required IT infrastructure and establish an in-house team (IT + clinical) to lead the program

Upon submission of the expression of interest, NCG centers will receive access to hospital startup kit with specific details of individual empanelled vendor solutions so that they can move forward with the following next steps:

- Engage with some or all of the empanelled vendors to understand the solution capabilities in more detail including onsite product demonstrations and discussions
- Finalize the EMR solution of choice including specific requirements around legacy data transfer and integration with existing HMIS and EMR systems
- Finalize pricing and apply to NCG for partial funding of EMR deployment cost (Govt. and Trust hospitals only) and execute MOU with NCG for approved requests
- Execute the contract with the finalized EMR solution vendor
- Initiate implementation with continued support from NCG on EMR adoption and ABDM compliance

## LEADING EMR ADOPTER PROGRAM (LEAP)

Kindly let us know if you have other questions or need additional clarification. We look forward to working together to make this program a resounding success.

### **5. Conclusion**

The NCG EMR initiative is a first-of-its-kind major initiative in India towards the important objective of driving integrated care. NCG has launched the Leading EMR Adopter Program (LEAP) to identify NCG network centers that are willing to participate in implementing ABDM compliant NCG empanelled oncology-specific EMRs.

NCG will help empanelled vendors engage with NCG hospitals, and help NCG hospitals select the solution which best meets their needs and support ABDM workflow implementation. Over the next several months, LEAP will be activated at several of the NCG network hospitals.

In addition to EMR as a foundational capability, NCG-KCDO is committed to facilitate the digital transformation of cancer care across the patient's care journey that will help improve quality, increase access and reduce cost of cancer care over time.

LEADING EMR ADOPTER PROGRAM (LEAP)

