

# All American Teleradiology

A Conversation with Scott Pohlkamp,  
CEO & Founder

## Radiology's 'Salad Days': Why the Next Five Years Will Redefine Imaging Efficiency

In a recent conversation with RamSoft®, Scott Pohlkamp—CEO and Founder of All-American Teleradiology—shares a unique perspective shaped by decades at the forefront of distributed imaging. From the early days of “barely teleradiology” to today’s AI-driven workflows, his insights reveal why the next five years may redefine efficiency, capacity, and opportunity across radiology.

Explore the key insights what imaging leaders should know:



A Conversation with Scott Pohlkamp,  
CEO & Founder, All-American Teleradiology

Scott took what he calls “the road less traveled” into radiology. *“My background is in television and broadcasting... not only in front of the camera, but behind the camera as well with production.”* While working in horse racing simulcasting, he helped beam races across the country via satellite—essentially “load balancing” events between locations.

**Scott Pohlkamp**

CEO & Founder,  
All-American Teleradiology

When early teleradiology emerged, the model immediately resonated.

*“Hiring radiologists all over the country in different time zones and utilizing the geography to our advantage... it immediately brought me back to what we were doing in horse racing.”*

## Teleradiology: From “Barely Working” to Operational Backbone

Scott remembers the early days of teleradiology as what he jokingly calls “barely teleradiology.” Infrastructure was improvised and workflows were far from streamlined. As one early pioneer and “The RadFather”, Greg Smith, described it, systems were held together with “bailing wire and tape... a soldering iron and frame grabbers,” while much of the workflow remained manual. **“It was a very manual process,” Scott recalls.** “The industry really didn’t know what to do at the time.”

Even the regulatory and clinical models were uncertain. **“The medical malpractice carriers really didn’t know how to quote it,”** he says, while the industry debated the shift from temporary “wet reads” to finalized interpretations.

Bandwidth was another major constraint. “It would take months to get a T1 line... and when multiple time zones were sending at once, we would redline our T1 lines. Our bandwidth would slow down to mud.”

Today, the environment looks very different. Teleradiology, once thought to be a threat to radiologists, is now widely—especially after COVID accelerated remote care models. As Scott notes, the industry has moved from proving connectivity to refining operations. And increasingly, success depends on orchestrating imaging workflows—from intake and acquisition through interpretation and reporting—to keep pace with growing demand.

### Operational Takeaway for Imaging Leaders

- Where does your imaging workflow still rely on manual intervention?
- How scalable is your current reading infrastructure during volume surges?
- Are your distributed radiologists working from a unified workflow environment?

## The Productivity Gap: Radiologists Spend 30% Diagnosing — 70% Administering

One of the biggest operational challenges in radiology today isn’t imaging volume—it’s how radiologists spend their time. **As Scott explains, “radiologists spend only about 30 percent of their time actually diagnosing and interpreting a study.”** The remaining majority is consumed by administrative work. **“Seventy percent of their time is [spent dealing] with dictations, editing reports, doing everything but diagnosing in a patient situation.”**

At the same time, the industry continues to face a persistent radiologist shortage, making efficiency critical. Turnaround time has become a key operational pressure point across imaging organizations.

Scott believes emerging technologies can help address the imbalance. By reducing administrative friction, AI can help radiologists focus on what matters most—interpretation and patient care. In practical terms, even modest gains could make a meaningful difference.

For imaging organizations, the opportunity is clear: operationalizing AI to streamline workflows and reduce reporting bottlenecks will be essential to improving turnaround time and sustaining throughput as demand continues to grow.

## The Remote Reading Reality

### Productivity at Home: The Permanent Shift in Radiology

The shift stuck for practical reasons. ***“Nobody wants to commute... the stress you get in the process,”*** he notes. More importantly, productivity improves.

***“The distractions are very few when you are in your zone in your home... all they’re doing is reading next, next, next.”***

With support staff and technology handling everything beyond interpretation, radiologists focus purely on reading.

***“Their productivity is [much] higher when they are at home,”***

***Vijay says*** — which explains why many resist returning to brick-and-mortar settings.

**Vijay Ramanathan,**  
Chief Executive Officer



## The 20-Minute Window: When Technology Becomes Critical

### Stroke Protocols, Trauma Centers, and the Cost of Delay

As Vijay points out, ***“When we deal with a lot of stroke cases and level-one, level-two trauma centers... you only have so many minutes.”*** The external SLA may be 20 minutes, but internally, his team operates on a stricter threshold: ***“20 minutes is what we deliver to the client. So internally, we have 15 minutes... to complete [the diagnostic read and reporting].”***

### Operational Takeaway for Imaging Leaders

- Where are your workflow process obstacles today?
- How much radiologist time is lost to non-diagnostic tasks?
- Are your reporting workflows optimized for speed and accuracy?

## AI in Radiology: Efficiency Engine, Not Job Eliminator

Scott sees AI not as a threat to radiology jobs, but as a necessary efficiency engine for a system already under strain. One immediate impact is at the scanner level. ***“One of the first things that has happened... is reducing the scan times on MRI—30 to 40 percent for some of the high-field scanners,”*** he explains, improving both patient experience and throughput.

AI's bigger opportunity, however, lies in freeing clinicians from administrative tasks. ***“Cleaning up the efficiency of dictating is really going to greatly impact how radiologists spend their days,”*** Scott notes—helping clinicians focus more on image interpretation and less on reporting tasks.

He also believes fears of job loss are misplaced. “If you look demographically... we have this huge baby boomer population coming through the healthcare system right now. We don’t have enough workers.” Rather than replacing staff, AI will “enhance the people that provide healthcare, especially on the administrative front.”

Radiology, Scott adds, is uniquely positioned to lead this shift. “I don’t think there’s an aspect of healthcare that will be more impacted than radiology.” The real opportunity ahead lies not just in deploying AI tools—but in **integrating them into imaging operations in ways that measurably improve efficiency, turnaround time, and throughput.**

### Operational Takeaway for Imaging Leaders

- Are your AI pilots delivering quantifiable turnaround-time improvements?
- Where could automation reduce reporting or workflow hurdles?
- How are you measuring AI’s impact on throughput and radiologist productivity?

## Maintaining the Human Connection in a Remote-First World

Even in a remote-first environment, Scott believes strong relationships remain essential to effective teleradiology operations. While technology enables distributed reading, he emphasizes the importance of staying connected to clinical partners. “We like to reach out and visit our customers with face-to-face meetings,” he says. ***“Even though we have the technology with Zoom... it’s really important to be in their office, in their environment, and really get to learn their workflow.”***

Communication with referring physicians is also encouraged. ***“We do not want to cut that umbilical cord and become completely transactional,” Scott explains.***

Operationally, that connection is reinforced through continuous coordination. ***“We also have PACS administrators who assign all of our studies that are literally in contact with every one of our sites, almost on an hourly basis.”***

For Scott, transparency and responsiveness remain foundational. “You need to have full transparency with your clients. You really do.” In a high-acuity environment where nearly every case feels urgent, **maintaining clear communication and reliable workflow coordination** is critical to keeping imaging operations running smoothly.

### Operational Takeaway for Imaging Leaders


- Where are your workflow process obstacles today?
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## The Next Five Years: Capacity, Turnaround Time, and Operational Intelligence

Looking ahead, Scott believes the next phase of radiology will be defined by operational capacity and faster turnaround times. With demand continuing to grow and a persistent shortage of radiologists, efficiency improvements are becoming essential. “As an industry, we can do a little better job with report turnaround time,” he says. AI and workflow improvements could play a meaningful role in expanding capacity. “Hopefully AI... can create 10 to 15 percent more capacity nationwide.”

At the same time, radiology’s influence within healthcare continues to grow. **“More and more people appreciate radiology now,”** Scott notes, reflecting how imaging has become central to clinical decision-making.

Despite the challenges, he remains optimistic about the road ahead.

  
*“I think these are our salad days... these are great days ahead of us.” - Scott Pohlkamp*

[As imaging volumes rise and technology advances, organizations that strengthen operational intelligence and workflow efficiency](#) will be best positioned to keep pace with demand.

### Operational Takeaway for Imaging Leaders

- Is your imaging operation prepared for rising study volumes?
- How are you improving turnaround time without increasing staffing?
- Do you have the workflow intelligence needed to scale efficiently?

## Radiology: A Career — and Industry — on the Cutting Edge

Scott believes the future of radiology isn’t just promising for organizations—it’s also an exciting path for the next generation of professionals. When asked what advice he would give students considering the field, his answer is straightforward: **“I would tell high school students and college students that they should take a real close look at a career in radiology.”**

For Scott, the appeal lies in the field’s position at the intersection of healthcare and technology. **“We have so many opportunities, and it’s on the cutting edge of technology,”** he explains.

With imaging continuing to evolve through advances in AI, workflow automation, and operational intelligence, Scott sees radiology as a career with lasting potential. As he puts it, those entering the field today can expect “a long, very lucrative career doing this.”