

# Enabling Patient Care

Solutions from Enterasys Networks, a Siemens Enterprise Communications Company



## Improved Patient Outcome

- Enable streamlined check in/out
- Enable fast caregiver response
- Provide bedside access to
  - Internet and entertainment
  - Educational medical content
  - Patient records and online imaging
  - VoIP conferencing



## Improved Caregiver Experience

- Enable clinical collaboration by improving communication
- Increase time allocated to patient care
- Enable access to patient data from anywhere
- Identify mobile medical asset location in times of need



## Organizational Value

- Provide a strong, flexible and cost-effective platform to support Meaningful Use initiatives
- Highly available, efficient access to applications including EMR, CPOE and PACS
- Lower operational costs to allow reallocation of funds for new care initiatives
- Improve patient experience to differentiate in competitive landscape
- Enable mobile access to administrative functions such as billing
- Protect ePHI and reduce HIE risks



## Best Practices

- Deliver embedded healthcare networking best practices
- Dramatically lower network management cost
- Manage wired and wireless as one network
- Improve efficiency through role-based access
- Improve speed of clinical technology deployment and access
- Simplify real time compliance status reporting
- Automate network support for data center virtualization initiatives

## Testimonials

“Since implementing the Siemens Enterprise Communications solution, we have seen a significant increase in network efficiency, coupled with a decrease in help desk tickets across the entire hospital ... We have unprecedented visibility into the network that has given us the ability to create and enforce compliance policies that are crucial in the healthcare industry ... “

*Mike Miller, network manager at Samaritan Hospital*

“It’s an exciting time because we are building on the Trust hospitals’ world-wide reputation for clinical excellence with secure IT and communications which will provide us with wide scope for future innovations.”

*Doug Howe, deputy director, ICT, Barts and The London NHS Trust*

“Not only do we save between 20 and 25 percent on total cost of ownership over other leading vendors, but we also have the security of knowing that any time we pick up the phone with a question or a concern, Enterasys will do whatever it takes to answer our questions or solve any problem—even those caused by other vendors’ equipment. “

*John Iraci, vice president, enterprise Infrastructure, DJO*

## Industry-Leading Operational and Capital Savings:

- Ten times as many users per network administrator compared to the industry average
- 30% or more capital savings through introducing a second network vendor —  
“Introducing a Second Network Vendor Saves Money and Solidifies Operations”  
(Gartner ID G00165103)
- Comprehensive, industry-leading lifetime warranty drives down TCO
- Technology lifecycles of 7-10 years rather than industry-typical 2-3 year planned obsolescence
- Globally recognized, award-winning service and support improves time to resolution

Siemens Enterprise Communications and Enterasys Networks have more than 10,000 employees in 80 countries and together form a multi-billion dollar provider of hardware, software, and services delivering unified voice, video, and data communication solutions. Leveraging extensive global expertise in healthcare, we offer healthcare solutions to ensure availability of wired/wireless networked devices, prioritize access to clinical applications involved with patient care, enforce authorized access criteria to protect patient confidentiality and preserve data integrity, and offer wireless network access to patients and guests.

## Enabling technologies from...

AVAYA

CISCO

ECLIPSYS  
The Outcomes Company

vocera  
COMMUNICATIONS

IBM

GE Healthcare

MEDITECH  
Mobilize Your Data

SAP

MCKESSON  
Empowering Healthcare

SIEMENS

Microsoft

NORTEL

Dräger

## Testimonials

“Today, Anglicare’s data and voice network, powered by Siemens Enterprise Communications, enables data collaboration, remote connectivity and reliable VoIP service, optimizes productivity for care providers and administration, and has already provided a significant cost savings...”

*Daryl Eckermann, IT manager for Anglicare Australia*

“Interoperability and adherence to open standards are very important to us, and Enterasys solutions have integrated smoothly into our multi-vendor, multi-technology infrastructure. In a healthcare environment, the ability to communicate instantly is vital, and because cell phones don’t operate well within our facility, it is especially important that our network interoperate with our VoIP and wireless voice solutions. Our Enterasys network is literally transparent because we receive exactly the levels of security, reliability and performance we expect.”

*Michael Gogola, CIO, Hermitage Medical Clinic, Dublin Ireland*

## Contact Us

For more information, call Enterasys Networks toll free at **1-877-801-7082**, or +1-978-684-1000 and visit us on the Web at [enterasys.com/solutions/healthcare.aspx](http://enterasys.com/solutions/healthcare.aspx)

 **Thought Leadership**  
Patented Innovation

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