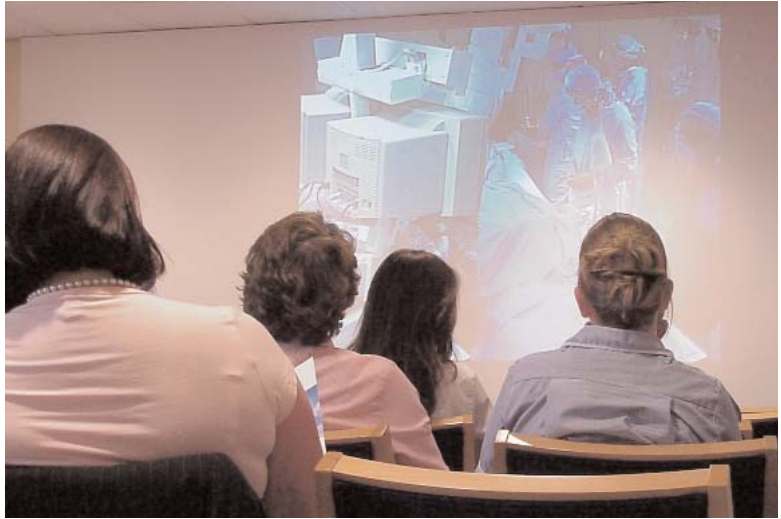


TANDBERG CUSTOMER PROFILE

**Wessex Cardiac
Center,
Southampton General
Hospital, UK**



A TANDBERG codec lets observers follow cardiac procedures closely

- **CLIENT:** A renowned centre for cardiothoracic diagnosis and treatment in southern England
- **ACTION:** Installed a TANDBERG 6000 videoconferencing codec as part of a multimedia medical imaging and communications facility whose capabilities will soon be enhanced further
- **RESULT:** Doctors perform remote cardiac examinations, consult in real time with distant specialists and take part in visually rich interactive seminars, thereby improving overall medical care and cutting costs

“ We are looking forward to videoconferencing playing an even larger part in our daily routine.”

DR. HUON GRAY, WESSEX CARDIAC CENTRE

WINDOW ON THE HEART

We all know that open communication is the key to resolving matters of the heart. Well, what's true in love turns out to be true in cardiac medicine, too.

The extraordinary staff members of the Wessex Cardiac Centre -- who perform open-heart surgery on more than 1,500 people per year -- believe wholeheartedly in modern communication. An integral part of the centre is the "Heartbeat Suite." Using television and two-way sound, it links the centre's catheter laboratories, ultrasound facilities and operating theaters to a 60-seat lecture room. Founded in 1999, the Heartbeat Suite is one of the UK's most advanced live demonstration sites for cardiac surgery and other high-tech procedures that include X-ray guided arteriography, angioplasty, Doppler ultrasound imaging and electrophysiology studies.

The Heartbeat Suite received a major upgrade in 2001, when Video South Medical Television installed a high-bandwidth TANDBERG 6000 videoconferencing codec and the relevant interfaces with medical imaging systems. The result was a sophisticated global videoconferencing installation allowing physicians and educators at the Wessex Cardiac Centre to demonstrate live procedures to students and colleagues anywhere in the world. The physicians also educate themselves by attending distant seminars by video. Increasingly, the centre is deploying its TANDBERG system for telemedicine, with physicians at Wessex providing remote consultation and diagnostic services.

"Videoconferencing has enabled us to broaden our horizons on a number of different levels," says Dr. Huon Gray, a cardiology consultant at the Wessex Cardiac Centre. "Participating in seminars held by the best of our profession so frequently was previously not an option, and the ability to diagnose cases remotely has certainly benefited a high number of consultants and patients in our catchment area."

THE PRIDE OF SOUTHAMPTON GENERAL

The Wessex Cardiac Centre is based at Southampton General Hospital and receives funding from a local charity, Wessex Heartbeat. It is one of the most successful specialized medical units in the UK, with a service area covering most of central southern England, including Bath, Devon, Cornwall and the Channel Islands. Every year it treats more than 20,000 adult patients for serious heart problems. It is also known internationally for the treatment of children with congenital heart disorders. Doctors in the unit see almost 1,000 babies and children a year, a quarter of whom undergo surgery.

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The centre's TANDBERG-based videoconferencing suite, with large-screen projection and a touch-panel control, has proved highly popular with cardiologists. The codec's built-in Multipoint Control Unit allows them to hold four-way videoconferences and presentations. With TANDBERG's Natural Video function, signals are transmitted at up to 60 fields per second, giving participants at the remote end an exceptionally clear view of medical images and procedures.

DIALING THE MAYO CLINIC

One major videoconferencing link that Wessex has cultivated has been with the Mayo Clinic in the United States, whose interactive seminars are attended by up to 60 people in the Wessex lecture room. The TANDBERG 6000's video clarity is such that even detailed medical images and records can be interpreted unambiguously.



One of Europe's most advanced cardiac surgical theatres

Within the UK, the Wessex Cardiac Centre now communicates on a regular basis with partners in Poole, Chichester and Jersey, an island in the English Channel. Video South Medical Television helped Jersey General Hospital link its ultrasound assessment room directly to the Wessex Cardiac Centre's Heartbeat Suite, and it designed a videoconferencing trolley specifically for Jersey General's outpatient clinics. Anchored by a compact TANDBERG 800, this portable system transmits moving ultrasound images of diagnostic quality to Southampton.

"With this system the staff at Wessex can participate with critical patients 'on demand' and also reduce the frequency of visits for routine clinics," says Alistair Holdaway, Managing Director of Video South Medical Television. "The system paid for itself very early on by allowing the on-line assessment of just two critical patients. Without the video link they would have had to be flown to Southampton by helicopter."

MORE VIDEO

Britain's National Health Service has recognized the economic and medical success of the Wessex Cardiac Centre by helping fund a major expansion in 2005-2006. A new lecture theater will feature a new TANDBERG 6000 with XGA (extended graphics array) capability for high-resolution, real-time electrophysiology studies of cardiac activity. In its expanded locale, the cardiac centre is expected to increase telemedicine activity related to newborns with suspected heart problems. Visual communication links will be established with six regional hospitals that currently have no choice but to send such tiny patients and their parents to Southampton by ambulance.

"We are looking forward to videoconferencing playing an even larger part in our daily routine," says Dr. Gray.

ABOUT TANDBERG

TANDBERG is a leading global provider of visual communication products and services. The Company has dual headquarters in New York and Norway. TANDBERG designs, develops and markets systems and software for video, voice and data. The Company provides sales, support and value-added services in more than 90 countries worldwide. TANDBERG trades publicly on the Oslo Stock Exchange under the ticker TAA.OL. Please visit www.tandberg.net for more information.



Wessex Cardiac Centre reception

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