

TANDBERG SOLUTIONS

Solutions for Healthcare Providers



Kapi'olani: Fetal specialists use video to care for women with high-risk pregnancies throughout the Hawaiian Islands.

Results: *Specialized medical care and greater patient safety and convenience.*

Southampton General Hospital: Cardiac unit uses video to share expertise.

Results: *Highly accurate remote diagnosis and knowledge-sharing with Mayo Clinic and other hospitals regionally and globally.*

INCREASED PATIENT CARE WITH CONTROLLED COSTS

Patients seek less travel, lower out-of-pocket costs and shorter wait times in their efforts to receive medical care. Healthcare providers face the constant pressure of increasing the quality of patient care, reaching new markets, and providing new services — all while controlling costs. Healthcare professionals thrive on sharing knowledge, and must overcome Continuing Medical Education (CME) limitations, scarce resources and in some cases, a sense of isolation from the broader network of doctors and nurses.

Some common telehealth applications include:

- Remote consultations
- Remote diagnostics and assisted surgery
- Continuing Medical Education (CME)
- Grand Rounds
- Medical Interpretation
- Administration

The possibilities for video communications in healthcare are endless — telepsychiatry, teledermatology, long-distance medical exams, teleradiology, speech therapy, distance learning for medical professionals and much more. And TANDBERG is leading the way.

REACHING PATIENTS

In a perfect world, healthcare would be accessible to anyone who needs it. But a variety of factors, from financial to location to physical disability, make that a tall order.

Video communication, however, goes a long way toward bridging these gaps. The ability to connect patients with healthcare professionals, or primary care physicians with specialists, is invaluable in getting people the care they need — wherever they are, and whatever situation they are in.

The situation is particularly dire for vulnerable patients in rural environments, such as the homebound, homeless, disabled or elderly or those with little money to travel the distance needed to get adequate health care.

ACCESS SPECIALISTS AND NEEDED CARE INSTANTLY

In many cases, the greatest benefit is improved access to specialists in every conceivable field, from mental health to neurology to cardiology. Whether the specialist is across town or across the globe does not matter when seconds count. With video communications, healthcare providers can:

- Instantly bring interpreters for foreign language and American Sign Language (ASL) to establish communication with patients
- Access critical shortage specialists such as neurologists and speech pathologists without the cost of having them on staff 24/7
- Access immediate second opinions ensuring timely care
- Provide timely care to special populations, such as Department of Corrections, without travel time, costs or decreased security
- Offer discreet access to mental health services and mental health specialists

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Haringey NHS Primary

Care Trust: Medical office in diverse region uses video translation for patient visits.

Results: *Faster, more accurate diagnosis and improved patient comfort and convenience.*



TANDBERG WORLD HEADQUARTERS
PHILIP PEDERSENS VEI 20
1366 LYSAKER, NORWAY
TEL: +47 67 125 125
FAX: +47 67 125 234
VIDEO: +47 67 126 126
tandberg@tandberg.com

1212 AVENUE OF THE AMERICAS,
24TH FLOOR
NEW YORK, NY USA 10036
TEL: +1 212 692 6500
FAX: +1 212 692 6501
VIDEO: +1 212 692 6535
tandberg@tandberg.com

www.tandberg.com

TANDBERG TOTAL SOLUTION FOR HEALTHCARE

TANDBERG is a leading global provider of telepresence, high-definition videoconferencing and mobile video products and services. Through our management tools, video systems, infrastructure and services, we provide a natural communication experience to connect doctors with patients, clinicians with hospitals and specialists with remote sites.

People:

With a culture of core values, a global, high-touch sales team and consultative sales engineering and support, TANDBERG understands the business of education and will help you design the solution that's right for you. Our experienced partner network and worldwide service and training ensure you have everything you need for success.

Technology:

TANDBERG is dedicated to technology that creates a natural communication experience and a total solution that grows with you. Scalable from two systems to a network-wide or global deployment, TANDBERG video communications are standards-based for ease of integration and reliability. Our commitment to utility-like reliability and investment protection is well renowned.

Numerous medical and non-medical peripheral devices can be connected to the video systems, including special cameras and scopes. High-resolution cameras and medical scopes allow for real-time video images of dermatology problems, ear, nose, and throat examinations and more.

TANDBERG video systems support the highest level of security, including encryption and authentication to ensure patient confidentiality, satisfying HIPAA requirements.

Leadership:

The market share leader in endpoints and infrastructure, TANDBERG has been an innovator in video since 1989. With dual headquarters in Norway and New York, TANDBERG has an installed base in over 90 countries — including more than half of the Fortune 500, 21 of the 25 world's largest banks and 65 of the top 100 universities.

For more information on the TANDBERG Total Solution for education, visit www.tandberg.com/education or e-mail tandberg@tandberg.com.