TechNation
Webinar ▶ Wednesday

Alan Tangen presents:

Driving Operational Efficiencies by Implementing RTLS (Real-Time Location Systems)

Sponsored by: Sonitor Technologies

sonitor
RTLS technologies
Experience Real Time Intelligence™

TechNation
Webinar ▶ Wednesday

Wednesday, June 29, 2016, 2:00pm ET

PRESENTER: ALAN TANGEN

Alan Tangen is the Director of Business Development and Technical Sales for Sonitor Technologies. With over 15 years of experience in healthcare and RTLS industries, Alan has developed a keen understanding of the challenges facing healthcare and the significant value that an RTLS can deliver to overcome them. Throughout his career, he has been instrumental in educating the healthcare community about RTLS advantages for key applications and is responsible for numerous, successful implementations. Post-implementation, he continues to consult with customers on the successful execution and further expansion of RTLS throughout the organization.

WEBINAR AGENDA: During this 45-minute webinar, Alan will explore and describe the role RTLS can play in driving operational efficiency and cost avoidance in the healthcare environment. Specifically he will discuss how RTLS, in addition to tracking assets, can also provide contextual data related to assets and temperature monitoring that can help improve workflow, eliminate waste, reduce costs associated with excess inventory and avoid excess risk and cost associated with loss of temperature sensitive materials.

Key points include:
- RTLS for asset tracking
- RTLS for optimizing inventory utilization
- RTLS for temperature monitoring
- RTLS for waste management
- RTLS for workflow optimization

TechNation would like to thank our sponsor Sonitor Technologies!

sonitor RTLS technologies
Experience Real Time Intelligence

Sonitor Technologies. Sonitor is a leading provider of Real Time Location System solutions and develops, manufactures and supplies a proprietary ultrasound indoor positioning system (IPS) that automatically tracks with 100% room or sub-room accuracy the real-time location of moveable equipment and people in complex indoor environments, such as hospitals.

Visit www.sonitor.com for more

sonitor®
RTLS technologies
Experience Real Time Intelligence™

REAL-TIME BENEFITS OF ASSET TRACKING AND INVENTORY MANAGEMENT

MORE SAVINGS. MORE VALUE. LESS RISK.

THE FACTS

$2 TRILLION+

Total national health expenditure

$700 BILLION+

In waste **ANNUALLY** from U.S. healthcare system

10-20%

Amount excess equipment purchased by hospitals due to lost assets

$4,000/DAY

OR

$1.5 MILLION/YEAR

Dollars lost in productivity while staff searches for equipment

SONITOR SENSE™ RTLS HELPS YOU GET THE MOST OUT OF YOUR ASSETS

$500K - $1MILLION

How much money a 200-400 bed hospital can save per year in lost equipment

40+ HOURS

How many hours you can help nurses save per month searching for equipment

INCREASED **PATIENT SAFETY**

with reliably maintaned and functioning equipment

90%

Amount preventative maintenance compliance you can achieve to help reduce and avoid costs associated with fines and excess inventory

1010 Washington Boulevard, 9th Floor | Stamford, CT 06901 | Telephone (+1) (727) 466 4557 | Toll Free (+1) (877) 477 9767 | www.sonitor.com

RTLS Technology and Feature Comparison

FEATURES	Sonitor	IR1	IR2	RF
Primary Infrastructure Devices				
Wireless	√	√	√	√
Resolution	**Inches**	**Feet**	**Feet**	**Feet**
Type of batteries	**Alkaline**	**Lithium**	**Lithium**	**Cabled**
Zones per device	**4**	**1**	**1**	**1**
Vandal-proof (IK10) cover option	√		**Unknown**	**Unknown**
Synchronized system	√		√	
LF option	√		√	√
System Architecture				
Open integration platform	√		√	
Wi-Fi (802.11) requirement	**Data-grade**	**Data-grade**	**Data-grade**	**RTLS-grade**
Prefers RTLS grade Wi-Fi		√	√	√
Alternate RF network frequency	**2.4 GHz 802.15.4**	**450MHz**	**900MHz**	
Power over Ethernet (PoE) option	√		√	√
Tags				
Multiple form factors	√	√	√	√
<3 sec update rates	√	√	√	
Programmable buttons Asset Tag	**2**	**1**	**1**	**1**
Programmable buttons Staff/Patient Tag	**2**	**1**	**3**	**1**
Line of sight requirement	**No**	**Yes**	**Yes**	**No**
Tamper resistant wristbands	√		√	√
Sterilizable	√	√	√	√

DON'T MISS THE WEBINAR WEDNESDAY'S Q&A

Our presenters will end today's webinar with a Q&A session. If you have a question, please submit it early by emailing webinar@mdpublishing.com.

All questions will be addressed at the end of today's presentation or the presenter will follow up with you offline.

SMILE – SNAP – AND SHARE!

We love seeing photos of the TechNation Community! Send a photo of you or your department participating in this week's Webinar Wednesday to webinar@mdpublishing.com. Submissions will be used for the magazine, website and social media so smile, snap a photo and share with us!

Use our hashtag
#TECHNATIONWEBINARWEDNESDAY
on Facebook and Twitter

"Love the short time of the classes and the topics that I would never have time to look up with out this."
-Kipp K.

"These webinars are very well done and helpful, especially while hosting them free of charge. Thank You!"

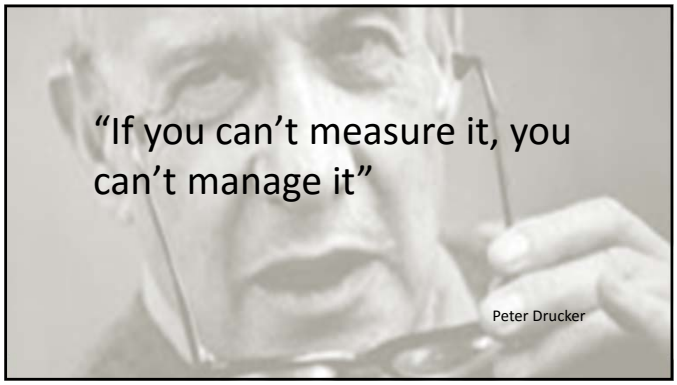
- Brian M.

Sonitor Technologies Inc.

Driving Operational Efficiencies by Implementing RTLS (Real-Time Location Systems)

June 29, 2016

Alan Tangen, Director Business Development and Sales, Sonitor Technologies



What Is Operational Efficiency?

Operational Efficiency

noun |op·er·a·tion·al ef·fi·cien·cy

: the capability of an enterprise to deliver products or services to its customers in the most cost-effective manner possible while still ensuring the high quality of its products, service and support.

Source: webopedia; www.webopedia.com

What Is Operational Efficiency in Healthcare?

Healthcare Operational Efficiency

noun |op·er·a·tion·al ef·fi·cien·cy

: the capability of a healthcare facility to deliver safe, effective and efficient care to its community in the most cost-effective manner possible while still ensuring the highest quality of care.

How Is Operational Efficiency Achieved?

- Streamline processes
- Minimize redundancy
- Reduce or eliminate waste
- Optimize use of resources
- Leverage technology and let it work for you

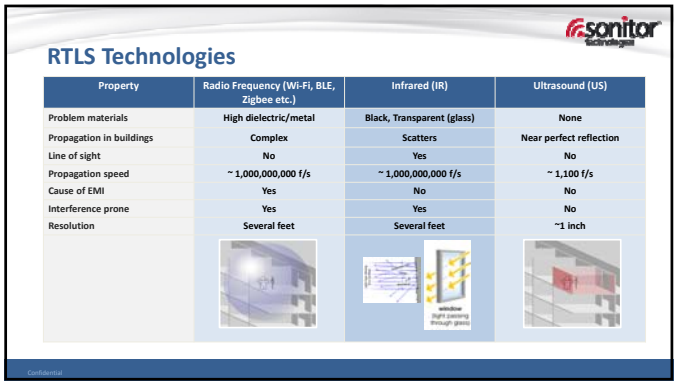
To Achieve This YOU NEED DATA

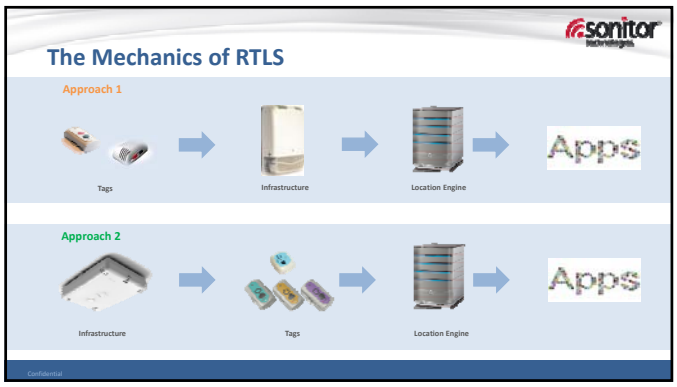
Source: webopedia; www.webopedia.com

RTLS Helps Manage & Optimize Delivery of Care

- RTLS delivers sensory data (location and event-based)
- Data enables actionable insights
- These insights can drive operational efficiency

sonitor
BRIEF RTLS OVERVIEW
Confidential
7


sonitor
RTLS Technologies
Property
Radio Frequency (Wi-Fi, BLE, Zigbee etc.)
Infrared (IR)
Ultrasound (US)
Problem materials
High dielectric/metal
Black, Transparent (glass)
None
Propagation in buildings
Complex
Scatters
Near perfect reflection
Line of sight
No
Yes
No
Propagation speed
~ 1,000,000,000 f/s
~ 1,000,000,000 f/s
~ 1,100 f/s
Cause of EMI
Yes
No
No
Interference prone
Yes
Yes
No
Resolution
Several feet
Several feet
~1 inch
Confidential


sonitor
The Mechanics of RTLS
Approach 1
Tags
Infrastructure
Location Engine
Apps
Approach 2
Infrastructure
Tags
Location Engine
Apps
Confidential

Ultrasound-Based RTLS System Overview

Ultrasound and Wi-Fi mode – Precise positioning

ASSET MANAGEMENT AND INVENTORY

What Insights About Assets Can RTLS Deliver to Drive Operational Efficiency?

- Real-time position (location) of necessary assets – Where is it? Who's got it?
- Disposition of asset – Is it clean? Dirty? In Use?
- Utilization of asset – How often do I use it? Do I have enough? Too many? Are they where I need them when I need them?
- Compliance of asset – Is it safe to use? Is it being recalled? Is maintenance up to date?

RTLS Data Feeds 3rd Party Application Software

Asset ID	Type	Owner	Rental	Location	Time Out	Time In	Status
1	Ventilator	Ambulatory	N	Exam 1	10:53		In use
2	Pump	Biomed	N	Nurse Station	15:16	21:34	Ready
3	Wound Vac	Biomed	N	Exam 2	6:52	14:19	Dirty
4	Ventilator	ICU	Y	ER 1	23:23		In use
5	Wound Vac	ER	Y	ER 2	9:03		Ready
6	Pump	Ambulatory	N	Nurse Station	1:47	7:15	Dirty

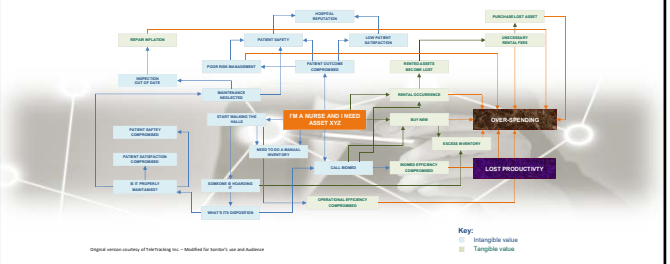
Hourly → Daily → Weekly → Monthly → Yearly

How Do Those Insights Help Drive Operational Efficiency?

- Optimize and manage equipment inventory and utilization
- Increase and improve staff productivity and efficiency
- Ensure patient safety with reliably maintained and functioning equipment
- Reduce and avoid costs associated with fines and excess inventory

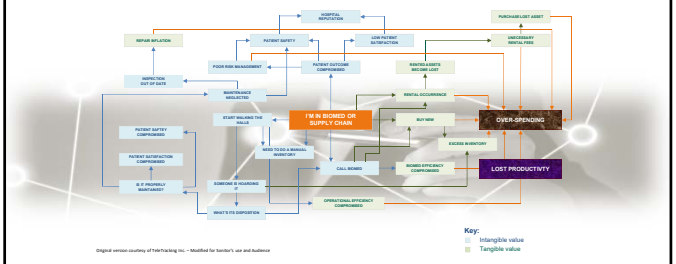
Manage Inventory → Optimize Utilization → Drive Compliance → More savings. More value. Less risk.

Why Are Those Insights Important?



Original version courtesy of TeleTracking Inc. – Modified for Sonitor's use and Audience

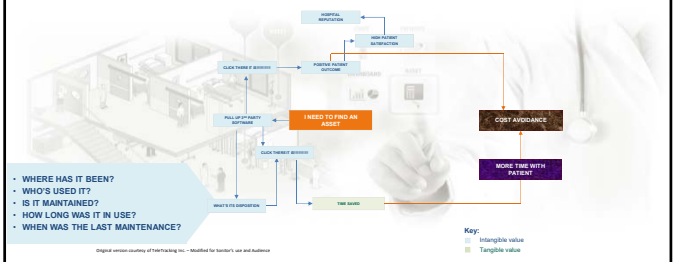
Why Are Those Insights Important?



Original version courtesy of TeleTracking Inc. – Modified for Sonitor's use and Audience

What If You Had RTLS Deployed?

- WHERE HAS IT BEEN?
- WHO'S USED IT?
- IS IT MAINTAINED?
- HOW LONG WAS IT IN USE?
- WHEN WAS THE LAST MAINTENANCE?



Original version courtesy of TeleTracking Inc. – Modified for Sonitor's use and Audience

RTLS Insights Deliver Actionable Outcomes

- INCREASED STAFF PRODUCTIVITY
- RIGHT-SIZED POOL OF MOBILE INVENTORY
- REDUCED INTERRUPTIONS
- FULLY MAINTAINED AND OPERATING FLEET OF EQUIPMENT
- REDUCED EQUIPMENT RENTAL FLEET AND COSTS
- IMPROVED INFECTION CONTROL

Why Are Those Insights Important?

ENVIRONMENTAL AND TEMPERATURE MONITORING

How Does RTLS Drive Operational Efficiency by Delivering Environmental (Humidity, Pressure) and Temperature Monitoring Insights?

- 24/7 wireless environmental and temperature monitoring
- Automation of environmental and refrigerator/freezer temperature logs
- Programmable alerts when environment or temperature falls above or below specified ranges

How Do Those Insights Help Drive Operational Efficiency?

- Drive compliance
- Increase staff productivity
- Ensure patient safety
- Reduce risk of spoiled pharmaceutical products
- Minimize delays of surgical procedures
- Increase number of procedures

Manual Monitoring Impacts Productivity and Non-Compliance Can Result in Unnecessary Costs

RTLS ELIMINATES PRODUCTIVITY LOSS AND SAFEGUARDS AGAINST SPOILED INVENTORY

ONE FAILED REFRIGERATOR
THOUSANDS OF DOLLARS

182 hours/year

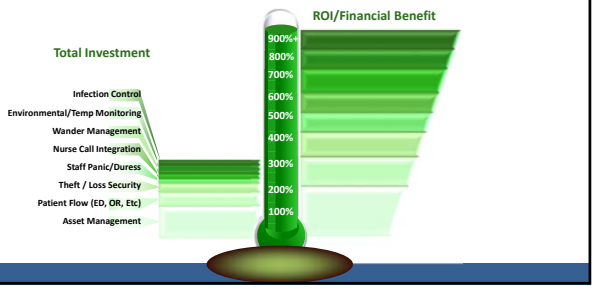
Assumptions:
Monitor 1 refrigerator/shift
10 min/event
3 shifts/day
1500 refrigerators/facility

Why Are Those Insights Important?

RTLS Insights Deliver Actionable Outcomes

- SAFER PHARMACEUTICAL PRODUCTS
- SAFER MEDICAL ENVIRONMENTS
- INCREASED COMPLIANCE
- ACCURATE, TIMELY LOGS
- REDUCED RECALL RISK
- INCREASED PATIENT SAFETY

By Driving Operational Change Through RTLS Implementation True Value is Derived



Contact Information

- Sales Support
  - Alan Tangen, Director, Sales and Business Development
    - Alan.tangen@sonitor.com (205) 218-8424
- Marketing
  - Sandra Rasmussen, Vice President, Marketing
    - sandra.Rasmussen@sonitor.com (203) 883-5649
- Web
  - www.sonitor.com