

OREGON HEALTH NETWORK

Telehealth Video Conferencing Solution

for Clinics

A TECHNOLOGY PARTNERSHIP WITH
OREGON STATE UNIVERSITY AND
ONEVISION SOLUTIONS



We understand that selecting the right hardware and software for your organization's video conferencing requirements is important.

But in reality, what you're trying to resolve isn't really about the technology itself. It's about working to effectively support the highest quality patient, colleague or student encounter that will result in getting the right information, to the right person, at the right time. This works to ultimately improve population health, improve the patient experience and reduce costs (also known as the three goals of the *Triple Aim*).

Beyond the scope of your specific organization or facility, this solution provides the opportunity to engage with the greater OHN participant community as a whole, and to determine ways to leverage the power of the network using video to provide the next generation of patient-centered care.

With the help and guidance of our volunteer Stakeholder Council, OHN is pleased to offer its first hosted solution to our provider sites—a reliable, cost effective and streamlined conferencing solution. We are confident this solution will take the complexity, frustration and cost concerns out of the selection, purchasing, implementation and end-user experience and assist your organization with adopting the full benefits of video conferencing. In doing so, you have taken another step toward supporting your clinical, operational, educational and community service goals and objectives.

You are the face of health care delivery for every citizen in Oregon. Your patients rely on you to translate the clinically complex into information that helps them on their path to wellness.

A challenge itself, you are now faced with a changing health care landscape that works to integrate your patient relationships to extended health care providers at various points in the health care continuum. With this next generation health care delivery system deployment underway, it is critical to find a way to leverage HIT to effectively, efficiently and affordably assist your efforts in retaining your patient community's trust regardless of where they are being treated in your facility, throughout Oregon, or nationwide.

Limited resources remain a real concern and strong health IT solutions, such as your OHN connection and our new video conferencing solution, can bridge resource gaps with cutting edge solutions helping you do more—and better—with less. Your role in the health care continuum is critical which is why OHN is highly invested in identifying, providing or brokering solutions to help meet or exceed your organization's efforts to serve the *Triple Aim*.



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KNOWN USES and BENEFITS OF VIDEO CONFERENCING

Telehealth

Telestroke, telepsychiatry, telecardiology, teleperinatal (NICU/PICU), radiology/Pacs/ image transfer, consulting/triage, general outreach

Operational Efficiencies

Staff/team meetings, electronic medical records (EMR), health information exchange (HIE)

Education

Continued medical education (CME)

WHAT you can EXPECT

With the video conferencing solution, you can expect to experience:

1

Design, selection & implementation

- *Access to expertise:* Assistance in selecting, purchasing and implementing the appropriate technology to meet your clinic's needs and uses
- *Maximizing your OHN connection:* A solution specifically designed to work with and leverage the benefits of the OHN

2

Ability to delivery more quality services, with less resources

- *Introduction to affiliate partners:* Through your one OHN connection, you will gain network access to our growing network of providers, helping you to partner in providing specialized care to your community

3

Billing

- *Access to expertise:* Assistance in how to bill for telehealth/ telemedicine services

4

A means to protect your current & future investments

- *Best practice solutions:* Assistance in identifying best practices and solutions that are shared across the OHN community
- *Benefit from group buying power:* With OHN's community buying power, there are added savings for hardware and support services
- *Protect your investments:* Leverage and improve upon existing video conferencing investments to support interoperability between Polycom, Cisco Tandberg, Global Media solutions and other interoperable solutions

GOALS of the SOLUTION

We've heard you. Affordable, high quality, "easy to use" video conferencing services is the common denominator for Oregon's health care providers to develop strong health information technology (HIT) and its supporting telehealth strategies, programs, values and benefits. As Oregon's health care highway, we had five goals in identifying and delivering this OHN-caliber solution to you, our valued participants:

1

Equal access: All OHN provider sites, regardless of size or type, have the ability to utilize video conferencing for administrative, educational or telehealth initiatives

2

Simplified process and experience: Convenient and turn-key, our bundled hardware/software packages have the services and expertise to assist provider sites in selecting the right solution

3

Cost savings: Highly competitive hardware, software, services and financing options

4

Quality customer experience = Trust: Our provider sites have high expectations. We will ensure that the entire video selection, installation and service experience meets or exceeds those expectations

5

Interoperability through multiple hardware solutions: Provide various hardware solutions to support and expand upon prior investments, and those that support interoperability across various hardware platform environments