

Telehealth Video Conferencing Solution for Hospitals

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 network 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 video 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.



As Oregon's hospital provider community, the rest of the patient and provider community looks to you for innovation, best practices and resources to support the affordable delivery of high quality care.

Reality is that expectations remain high, while your resources continue to be strained. Strong HIT solutions, such as your OHN connection and our new Video Conferencing solution, can help lessen your resource gaps by providing cutting edge solutions that help you do more, and do it better, with less resources.

OHN understands the critical role you play in the health care continuum, and therefore is highly invested in identifying, providing or brokering solutions that help you 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), dermatology, wound care, adult ECHO, peds ECHO, radiology/Pacs/image transfer, lab, consulting/triage, general outreach

Operational Efficiencies

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

Education

Grand rounds, continued medical education (CME), community college training/education

WHAT you can EXPECT

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

1

Improved performance

- *Easy of management and use:* Improve the quality of the patient encounter at both the patient and provider/clinician level to encourage full use, adoption and benefit of the solution
- *Measurement:* Ability to implement metrics to measure the effectiveness of the solution in serving the *Triple Aim*
- *Connection:* A solution designed to work with and leverage the benefits of the OHN

2

A means to protect future investments

- *Best practice solutions:* Assistance in identifying best practice solutions that are shared across the OHN provider community
- *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
- *Benefit from group buying power:* With OHN's community buying power, there are added savings for hardware and support services

3

Ability to deliver more quality services, with less resources

- *Affiliate partners:* Through your one OHN connection, you have network access to all of the OHN provider sites across the states, allowing you to improve upon and expand delivery service models to more affiliate partners statewide.
- *Staff & Physicians:*
 - Professional training and technical support for clinicians/staff on the use of the video conferencing solution
 - Manageable solutions to serve the individual physician provider outside of the hospital/system network

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