

## OREGON HEALTH NETWORK

# Telehealth Video Conferencing Solution

A TECHNOLOGY PARTNERSHIP WITH  
OREGON STATE UNIVERSITY AND  
ONEVISION SOLUTIONS



YOUR VIDEO SOLUTION PROVIDERS: *Let us introduce you*

### **Video Conferencing Hardware, Support Services & Financing: OneVision Solutions**

OneVision Solutions is a third-party reseller and service provider that excels in designing, implementing and supporting a wide variety of interoperable video conferencing solutions. They have over 8 years of experience working with a variety of hardware manufacturers and across many industries, including health care. OneVision will be your primary point of contact in the selection of your package, implementation, ongoing on & offsite training and support as well as leasing/billing.

### **Video Infrastructure: Oregon State University**

With its existing presence in every Oregon county and its ongoing collaboration with Oregon's Department of Administrative Services, Oregon State University is helping the State of Oregon and its agencies reduce costs and enrich decision making processes through OSU's management of an advanced visual communications network. These services help agencies communicate and collaborate more effectively with each other and with the Oregonians they serve. OSU's "collaborative spirit" has made it a good fit for Oregon Health Network; together, the partners are helping OHN participants enhance healthcare throughout Oregon.

## Video conferencing *just got better – easier – and less expensive.*

### **State-of-the-art Video Conferencing Network**

- High availability
- Fault-tolerant
- Scalable high definition
- Clustered
- Redundant
- Highly-secure firewall traversal
- Simplified dialing plan

### **3 Convenient, bundled video solution packages**

- Selected, pre-vetted and negotiated by OHN and industry experts to address your primary needs and uses
- Polycom, Cisco/Tandberg & Global Media hardware solutions for at or below market cost
- Purchase and 36/48-month lease options
- Grant selection and writing services available free of charge (through hardware manufacturer's programs)

### **\$1 Buy-out of Equipment**

- Our hosted solution gives you the option of purchasing your equipment for \$1 at the end of your lease terms



For more information, visit [www.oregonhealthnet.org](http://www.oregonhealthnet.org) or contact  
Monica Koiv, Account Manager: [telephone] 503.344.3759 [email] [mkoiv@oregonhealthnet.org](mailto:mkoiv@oregonhealthnet.org)

# Buy your equipment for \$1 at the end of your lease term!



## Package

1

## Package

2

## Package

3

### Package Description

#### Meeting Room

#### Doctor's Desktop

#### Clinical Cart System



### Ideal User

Group systems designed to fit in the conference room and training room applications. Not recommended for clinical applications.

Personal system designed for the remote Doctor's office or Hospital executive

The Clinical Package is designed for Telemedicine applications. Ideal user would be the onsite nurse.

### Hardware Solutions

Cisco, Polycom, Avteq

Cisco, Polycom

Cisco, Polycom, Global Media

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3

### Costs

#### Hardware (range)

\$11,500-\$13,000

\$6550-\$10,530

\$25,000-\$37,000

#### Services (OSU, Onevision & OHN) per year

\$2,800-\$3,800

\$2,600-\$3,600

\$3,150-\$9,200

#### 36/mo Lease (w/\$1 buy-out)

\$760-\$880

\$575-\$825

\$1,200-\$2,275

#### 48/mo lease (w/\$1 buy-out)

\$685-\$780

\$530-\$750

\$1,050-\$2,075

Please note that additional custom and remote solutions are available to complement your package and organizational needs. Contact Monica Koiv, Account Manager: [telephone] 503.344.3759 [email] mkoiv@oregonhealthnet.org



A technology partnership with

