



EBOOK

5 HEALTHCARE PROJECTS TO CONSIDER WHEN PLANNING YOUR 2017 BUDGET

SEE HOW OTHER FACILITIES USE THESE TECHNOLOGIES TO BENEFIT PATIENTS, STAFF AND THE COMMUNITY

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WHY PLAN NOW TO BUDGET FOR NEW TECH PROJECTS?

Before you can create a world-class facility with modern capabilities, you need to align your goals with the technologies that will achieve them. These goals may include improving patient care, creating better experiences for visitors, enhancing the working environment, building practitioner skills, and broadening access to services. By prioritizing those goals and assessing your current state, you can start planning your healthcare budget so it supports your institution's unique needs.

Creating budget recommendations isn't easy. In fact, technology purchases and integration are especially challenging for decision-makers in the healthcare sector because of privacy laws, security concerns around BYOD, and more.¹ Knowing what you can do makes the budget-planning process easier. The following case studies will give you a glimpse into what's possible in healthcare technology, and will help you determine which projects will have the biggest impact on your institution and patient population.

1. TRAINING AND EDUCATION FOR THE REAL WORLD

Hospital reputations are built on the quality of care provided by the institution's medical professionals. With high-tech training and simulation equipment, doctors, nurses, therapists, and other caregivers can get real experience before they ever hit the hospital floor. This approach means providers can practice without risk to real patients. Hospitals benefit from better trained professionals, decreasing liability. Preventable medical mistakes cause 400,000 deaths in the U.S. every year, making it the third-leading cause of death.ⁱⁱ Training that can mitigate that risk is a valuable benefit.

THREE REASONS TO CONSIDER SIMULATION TRAINING

1. Build reputation
2. Mitigate risk
3. Boost confidence of medical staff

Case Study: Practice Makes Perfect

Using technology to simulate clinical communications and examinations, The Parry Center for Clinical Skills and Simulation is a state-of-the-art facility. AVI Systems helped create the facility where students use hi-fidelity equipment in the facility's exam rooms, simulation labs, debriefing room, and classroom.

[Read more here.](#)



TECH AT A GLANCE: THE PARRY CENTER FOR CLINICAL SKILLS AND SIMULATION

- Crestron control system
- Web-based live streaming
- Speakers/microphone integrated with mannequins
- Audio/video recording capabilities

Research Shows: A Mayo Clinic researcher analyzed more than 600 studies on the effectiveness of simulation-based training for healthcare professionals. He concluded that it is a worthwhile practice for hospitals and other healthcare institutions.ⁱⁱⁱ

2. VIDEO CONSULTING ROOMS WHEN RELIABILITY MATTERS

Video consulting rooms are vital to healthcare. They give rural or homebound patients access to medical consultations through audio and video conferencing. They enable doctors to confer with experts anywhere in the world. Different departments (cardiology, neurology, oncology, etc.) can even have their own custom consulting rooms outfitted with the latest relevant technologies. Patients who need care from a specialist used to



have to take costly trips just to meet them. With these technologies their local healthcare providers can collaborate with other members of a patient's care team. Video consulting rooms enable hospitals to improve

their services because doctors and specialists can easily connect with each other and share their expertise. They can even develop partnerships with other institutions and facilities to increase visibility and improve outcomes.

THREE REASONS TO CONSIDER VIDEO CONSULTING ROOMS

1. Expand services to more patients
2. Share expert knowledge with ease
3. Establish long-distance partnerships

Case Study: New Construction Calls for New Capabilities

The Advanced Heart Center is a three-story addition to the University of Kansas Hospital. AVI Systems designed its conference spaces, including small, medium, and large conference rooms, as well as large training rooms for up to 50 attendees. The spaces offer flexibility and modern presentation capabilities. [Read more here.](#)

TECH AT A GLANCE: ADVANCED HEART CENTER, THE UNIVERSITY OF KANSAS HOSPITAL

- Full audio and video conferencing system control
- Controlled lighting and power shades for dark-out capability
- 70" LED with interactive touch screen
- Integrated audio, microphones
- Large-format screens with projection (multi-image capabilities)
- Video conferencing codec and cameras
- SMART interactive tablets at podium
- Movable tables with embedded electrical power

Research Shows: Telehealth visits can improve doctor-patient relationships, improve care for patients who can't make it to a doctor's office, and cut costs for patients who simply need to manage chronic conditions.^{iv}

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3. DIGITAL SIGNAGE TO WELCOME AND GUIDE VISITORS

Hospitals and healthcare facilities welcome new visitors and patients daily. They need to constantly communicate messages, provide wayfinding, display menus, and relay news in multiple



locations. Digital signage allows this to happen through the presence of interactive and wayfinding displays, non-interactive displays, information stations, and menu

boards. Patients and visitors are able to easily find their way, as well as learn about events, cafeteria offerings, and donor and foundation information—all without having to ask for assistance. Digital signage eases the strain on hospital staff to answer questions and to provide directions. Displays can also showcase awards and ratings the hospital has received, letting patients know they are in good hands.

THREE REASONS TO CONSIDER DIGITAL SIGNAGE

1. Provide up-to-date physician directories
2. Display menus with nutritional information
3. Showcase community events and awards

Case Study: Ease of Use & Support

The Saint Luke's Health System wanted to revamp the digital signage platform at their flagship hospital. It provided wayfinding, cafeteria menu boards, marketing bulletin boards, and specialty displays for their foundation. AVI Systems made additions that were also expanded to three additional hospitals and the corporate office. The corporate office alone features an office directory display, marketing messaging, and six menu boards, while the hospitals take advantage of many digital signage uses, including custom programming for menu boards that display meal descriptions, nutritional information, pricing, and photos. [Read more here.](#)

TECH AT A GLANCE: SAINT LUKE'S HEALTH SYSTEM

- Custom programming
- Scala premise-based software management
- Menu boards
- Interactive displays for wayfinding
- Remote maintenance
- Ongoing training

Research Shows: The use of digital signage in healthcare settings is likely to grow along with the increased awareness of its benefits and the decrease in display costs.^v

4. SPACES TO SHARE IDEAS AND INFORMATION

Hospitals offer a variety of services with many different kinds of professionals, so the communication, presentation, and collaboration needs are extensive. Doctors and administrators need the ability to present, teach, video conference, share information, collaborate, and more. The benefits of flexible and easy-to-use spaces is that busy professionals don't waste time searching for rooms and tinkering with equipment. Patient care improves when provider teams can consult and share information about treatments.

THREE REASONS TO CONSIDER NEW OR ENHANCED MEETING SPACES

1. Offer expert presentations
2. Teach internal and community courses
3. Collaborate with patient care partners

Case Study: AV for Advanced Patient Care

Mercy Health Partners selected AVI Systems to outfit its new facilities with state-of-the-art AV technologies to enable broader communication. They wanted easy-to-use technologies to create spaces that could facilitate a wide range of uses. The result included high-tech spaces like meeting spaces, public areas, and a 200-person auditorium. [Read more here.](#)

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TECH AT A GLANCE: MERCY HEALTH PARTNERS

- Crestron control system
- High-definition, high lumen projector
- Operator-assisted controls
- Full audio mixing capabilities
- Wide-screen digital signage

Research Shows: Video conferencing in healthcare helps physicians make the right diagnoses, therefore improving patient outcomes.^{vi}

5. MOBILE TECHNOLOGY FOR IMPROVING SKILLS

It is difficult for medical providers to treat certain conditions or injuries if they rarely encounter them. A mobile teaching solution allows emergency medical providers to learn in a life-like environment. Hospitals and other facilities reduce risk of caregivers learning procedures or treatments on real patients. These mobile facilities also improve outcomes because mobile learning services provide learning opportunities they wouldn't otherwise have.

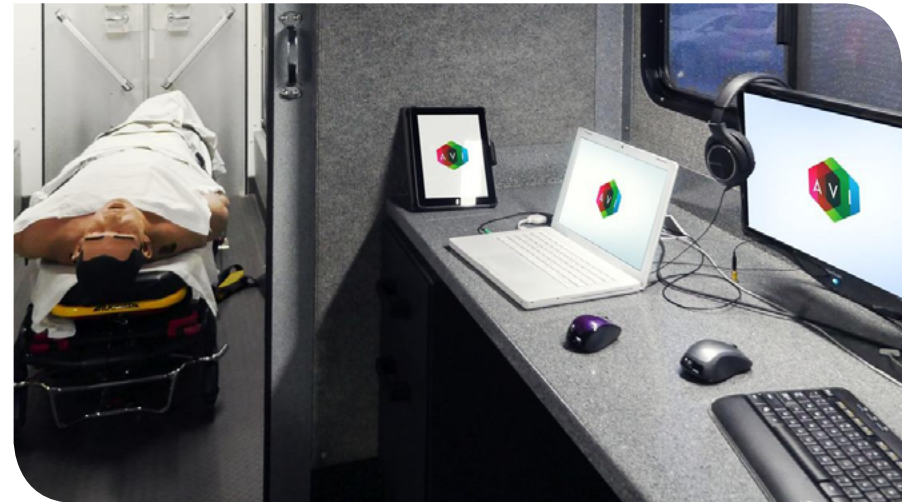
THREE REASONS TO CONSIDER MOBILE TRAINING TECHNOLOGY

1. Boost confidence in controlled environment
2. Teach skills in locations without educational facilities
3. Offer experience with high-tech tools

Case Study: Mobile Medical Education

The South Dakota Department of Health partnered with Avera Health, Regional Health and Sanford Health to create SIM-SD (Simulation in Motion, South Dakota). It is a mobile education program designed to help train pre-hospital and hospital emergency care providers in South Dakota. AVI Systems worked with Rosenbauer America to outfit the 44-foot custom-built mobile learning lab. It is half simulated ambulance and half simulated emergency room, and providers work on computerized mannequins that can react to treatments. [Read more here.](#)

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TECH AT A GLANCE: SIMULATION IN MOTION, SOUTH DAKOTA

- Crestron control systems
- Shure microphones
- ClearOne audio systems
- Four Vaddio WallVIEW 70 PTZ cameras

Research Shows: First responders and healthcare providers around the country are turning to virtual training because of the cost and education benefits.^{vii}

FREE UP IT RESOURCES WITH AVI MANAGED SUPPORT OPTIONS

Hospital IT professionals already own the important responsibilities of keeping systems and networks running in a healthcare institution. AVI Systems' certified team of experts can keep your audio visual and simulation systems up and running. With unlimited onsite support and telephone support available, AVI experts can diagnose, repair and maintain your entire AV system in a more timely and affordable manner. Annual support plans are available with the option to upgrade to a three-year solution to ensure year-to-year re-certification. Additional services for video conferencing systems, video editing and production systems, and a host of other applications are available on a time and materials standard rate.

BUDGET PLANNING MADE EASIER WITH AVI SYSTEMS

You want a clear technology strategy before you even begin the budgeting process. Work with the healthcare technology experts at AVI Systems for an unbiased assessment that will reveal how long your current technologies will likely last, which ones could use a refresh or even just a repair, and what should be overhauled altogether. Sometimes you may just need tweaks like new cables. AVI Systems will assess your hospital or institution's current state with no commitment on your part. As a full-service integration company, we know that no two institutions are alike and the systems won't be either. A modern audiovisual solution should be a custom creation. Budgeting for that is a challenge, but AVI Systems can help. Our experts have outfitted hundreds of healthcare facilities and would be happy to discuss your needs in a no-obligation consultation.

Contact us at www.avisystems.com or call 855-521-0050.



ABOUT AVI SYSTEMS

Named One of Commercial Integrator's Top 10 Health Care Market Integrators of 2016

Founded in 1974, AVI Systems is currently the nation's fourth-largest AV solutions provider, and the only 100% employee-owned one.

Our success owes in great part to having the most highly credentialed, capable and motivated work force in the AV industry. The strength of our process, the unparalleled support we offer, and our conviction that technology should liberate, not impede, are also foundational to our success.

By working together, we remove communication barriers instead of creating them, freeing our customers to seize opportunity, and imagine new possibilities. This is our definition of Communication Liberation, and it's reflected in the incredible diversity of AV solutions we provide for business, commercial, educational and government clients across America.

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