



**The real cost of
not making a
tracking decision...**

...or making one

As healthcare systems seek to improve cost efficiencies, more and more hospitals are turning their attention to improving utilization of owned mobile medical assets. High utilization of owned assets has proven to significantly reduce the capital budget required to provide equipment used for patient care. Additionally, efficient use of mobile assets can reduce operating dollars spent on renting equipment unnecessarily.

The difficulty for most institutions is in implementing a solution that provides the data and details required to track assets while maintaining a low expense to benefit ratio. The cost of many systems whether purchased or outsourced, along with the increase in human resource time required to utilize these components is often difficult to justify when tracking hundreds or even thousands of items in a facility.

Current options

Create manual systems to monitor equipment use. Manually developed systems have yielded some improvement in utilization of mobile assets. The very act of reviewing current equipment inventory status creates an awareness of equipment cycles and results in some general improvement. These processes tend to be labor intensive, and typically provide limited tools such as detailed reports, or lack rapid access to historical data to facilitate management decisions.

Implement commercially available manual equipment tracking software solutions. Most commercially available manual systems are

adequate in providing a structured approach to tracking assets and providing historical data and management reports. When properly used, facilities can achieve marked improvement in overall utility.

These systems, however, have demonstrated a high failure rate. This is primarily due to the inability of users to dedicate the time and resources that are required to perform the manual processes and daily activity. When daily processes are not strictly adhered to, the database becomes inaccurate and corrupted over time and the historical data and reports are rendered useless for management decisions.

Other financial considerations such as the relatively high cost of purchase, (software/hardware) the frequency/cost of updates both hardware and software and the high cost of required scanning and data collection equipment all require careful consideration.

Implement a fully outsourced asset management program. There are also several choices for fully outsourced equipment process and

tracking options available. These programs offer equipment tracking and add processes such as equipment delivery to patient care areas, retrieval, and decontamination of equipment. Staffing and systems are packaged into fully outsourced programs. These programs when administered properly yield positive results, however they command the highest cost due to the labor component. Many facilities have a difficult time justifying the cost-to-benefit ratio when assessing value.

Implement an automated equipment tracking system. Lately there has been a lot of attention generated towards high technology solutions such as RFID and IR systems. Clearly these systems have established a new approach to tracking assets. Currently the costs of most of these systems are prohibitively high due to the required infrastructure, such as proprietary antennae and/or readers. Additionally, there have been a number of issues surrounding functional reliability and accuracy when tracking equipment due to structural interference, not to mention ongoing operational cost due to limited battery life of tags and other system component life cycles.

The Ekahau Solution

By tagging assets such as infusion pumps, wheel chairs, beds, gurneys, etc., all these assets are immediately visible to the entire hospital staff. Applications such as Ekahau Finder, allow staff to discover the location of assets using a PDA. Applications such as Ekahau Tracker allow staff to identify location of assets, be alerted to an asset's condition or status, and enables users to activate system communications for specified events.

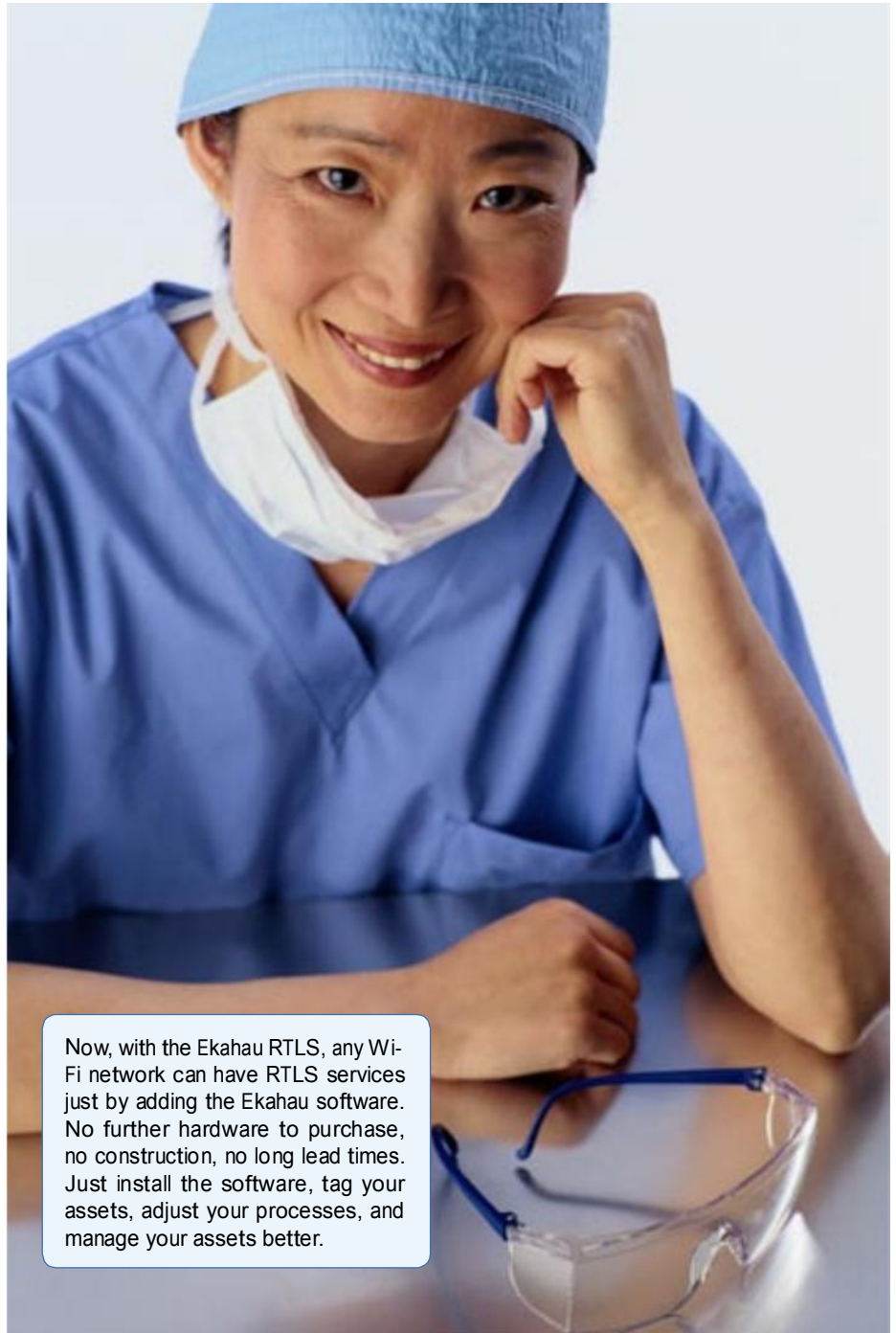
Real time location systems, such as Ekahau's advanced tracking, provide an immediate impact on increasing asset utilization.

For instance, if an asset does not move for 24 hours from certain non-patient area locations, Ekahau Tracker can send an e-mail to Central Sterile staff or another group to move the asset to a "staging area." Further, if the asset needs to be cleaned or otherwise maintained, staff can press a button on the asset and processing personnel will be notified to pick up the asset.

This type of effective asset management results in very high asset utilization. Industry averages for asset utilization run at less than 60% level for well run healthcare facilities. Other studies show that at any given time, hospitals cannot even find 25% or more of their assets. In fact, most hospitals have no way of even providing accurate estimates for availability or utilization.



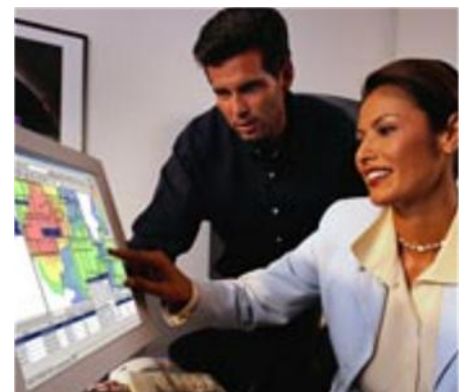
Tracking expensive equipment and mobile care givers has an immediate payback in terms of safety and keeping resources available.

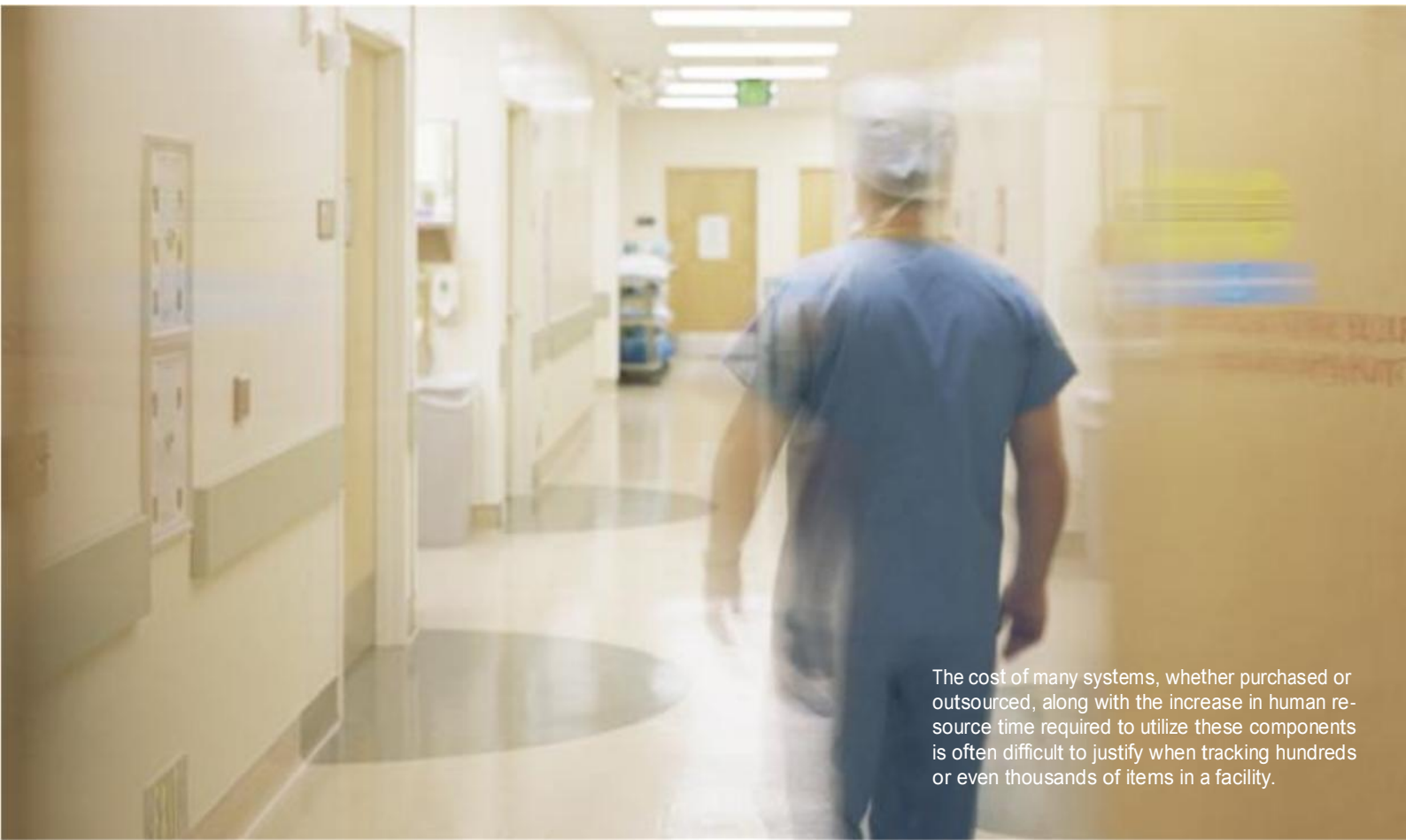


Now, with the Ekahau RTLS, any Wi-Fi network can have RTLS services just by adding the Ekahau software. No further hardware to purchase, no construction, no long lead times. Just install the software, tag your assets, adjust your processes, and manage your assets better.

An implementation of the Ekahau RTLS solution can increase utilization by 25% or more. Since 95% of all major assets should be immediately available to staff, accountability for assets in maintenance, in use and available for use is easily ascertained. One hospital administrator told us "I need to purchase 600 infusion pumps even though I only need 500. Since each pump is \$5,000, I am purchasing half a million dollars of pumps I do not really need." If this administrator spends \$150,000 implementing the Ekahau RTLS solution, the hospital would realize an immediate payback and over 200% ROI.

Since Ekahau relies on existing Wi-Fi infrastructure, implementation of the Ekahau RTLS is very quick and efficient. Most hospitals in the USA have implemented or are implementing Wi-Fi (or 802.11) networks. Hospitals are finding that the efficiencies created in not running wire every time a new computer needs network services are huge. Further, implementation of Voice over Wi-Fi (VoWiFi) service adds another valuable service using the same infrastructure.





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Why delay any longer

Ekahau enables immediate ROI for healthcare application

	IV pumps	Cost each	Total cost
Initial Plan	600	\$5,000	\$3,000,000
	IV pumps	Cost each	Total cost
Plan with Ekahau	500	\$5,000	\$2,500,000
Savings with Ekahau			\$500,000
Investment in Ekahau RTLS			\$150,000
Savings after investment			\$350,000
Payback time			Immediate
ROI			233%



About Ekahau Inc.

Ekahau, Inc. is the industry leader in providing Wi-Fi based RTLS solutions. Ekahau's customers, including several Fortune 500 companies worldwide, are realizing the benefits of Wi-Fi based location services and innovative Wi-Fi network planning and optimization tools. Ekahau partners include wireless software developers, leading system integrators, and international OEM partners, who develop and market wireless enterprise applications. Ekahau is a U.S.-based corporation, with offices in Saratoga, CA, Reston, VA, Helsinki, Finland and Hong Kong, China. For more information about Ekahau, please visit at www.ekahau.com.

For information about how your organization can recover costs and improve health and safety, contact Ekahau:



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