



2015 Scansource Smart VAR Healthcare Summit

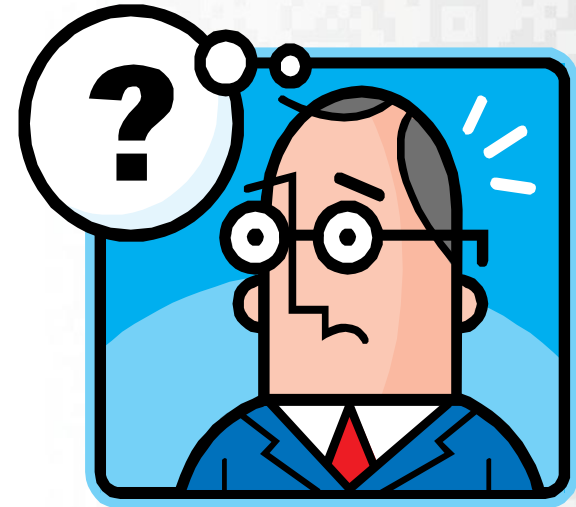
Gina Wilde – Healthcare Manager, North America



Understand the W's of Healthcare



- **Who?**
- **What?**
- **Why?**
- **When?**
- **Where?**



FDA migrated from 1D to 2D codes for Food and Drug Tracking

1D



UPC-A



UPC-A with 5-Digit Supplemental Code



EAN Bookland



****Code 39**

**GS1 DataBar

(17) 050923
(10) ABC123
(21) 2153641167



****Composite EAN, UCC Expanded Stacked**



****Composite EAN, UCC, UPC-A**



****GS1 DataBar Stacked Omnidirectional**

2D



****Data Matrix -wristband**



****Aztec Code – Meds**



QR Code



Maxicode

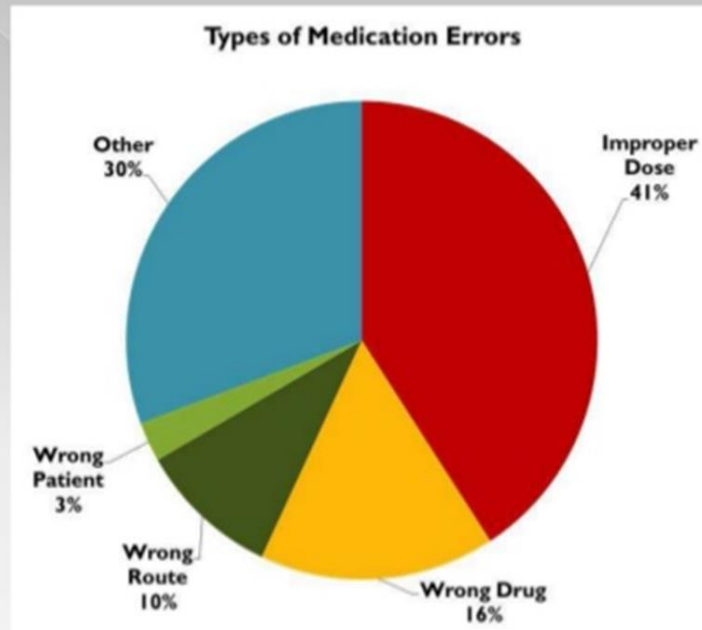


PDF417

Some amazing (and scary) facts....

- Drug related mortality lawsuits = \$77 Billion year in 2010
- 39% of errors occurred during the prescribing phase, 12% during transcription, 11% during dispensing, and 38% during administration and only 2% of errors that occurred during the administration to a patient were caught
- Studies show errors result from failures to use technology appropriately, employing workarounds or overriding alerts, disruptions in the medication administration process, and dispensing errors that arise in the pharmacy
- 45% of Americans have been affected by incomplete medical charts and drug interactions

1 out of every 5 patients is a victim



6 Patient Rights

1. Right Drug
2. Right Dose
3. Right Time
4. Right Route
5. Right Patient
6. Right Documentation

Medication Errors improve with barcode Verification



- 2010 - JAMA (Journal American Medical Assoc) 44,000 deaths reported Hospital errors as the eighth leading cause of death nationwide, ahead of breast cancer, AIDS, and motor-vehicle accidents.
- By 2014 implementation of bar code technology stats down by 30%

Barcodes used to Track, Trace and Verify

- Hospitals and Hospital Systems
- Pharmaceutical Companies
- Medical Device Companies
- Specimen testing Labs
- Medical Manufacturing Companies
- Durable Medical Equipment

Applications

Any Hospital USA

Datalogic has the knowledge to help healthcare providers implement bar code systems from admittance to post care services



Magellan 1100i



Gryphon GD4400-B



Magellan 1100i



Gryphon GD4400-HC



Magellan 1100i



Memor

ELF

ELF combines robustness and technology in an ergonomic PDA form factor. Leveraging the patented Green Spot on both laser and 2D Imagic, is the right tool for every silent environment. The choice of different keyboard layouts (Numeric, QWERTY, AZWERTY) and a brilliant display give an amazing using experience. The a/b/g CDK v4 radio assures the highest level of security.



Gryphon GM4400-HC



ELF



Power Scan PM9000



PowerScan DP4



Skorpio

Hospital Contacts to call about using barcode technology

- Infection Control Director
- Warehouse Manager
- Supply Chain / Procurement
- Clinical Informatics / IT Manager for clinical apps
- Director of Pharmacy
- Lab Director

Bedside Point of Care

- Verify patient Identity
- Turn off beep when patient is sleeping
- Green Spot – for additional good read/perfect match visual feedback



Pharmacy tracking meds

- Track and trace medicines from hospital pharmacy to patient
- Hands-free reading capability and mobility
- Green Spot – for efficient good-read feedback
- Enhanced motion tolerance for use with a stand



Laboratory tracking specimen samples

- Tracking samples from patient to test results
- Hands-free reading capability
- Enhanced motion tolerance
- Green Spot – for efficient good-read feedback



Blood Bank – Blood Bag tracking

- Track and trace blood bags from cold storage to its bedside delivery
- Pick-Mode to read exact code on bag
- Green Spot – for additional good read/perfect match visual feedback



Documentation on-the-go

- Bedside Documentation on the go
- Specifically developed for Healthcare
- Hand held computing convenience
- Pocket size
- Touch Screen convenience
- Silent scanning - No annoying beeps



Sterilization and Inventory Control

Powerscan 9500



- Direct Part Marking (DPM)
- Etched barcode for Autoclave and Sterilization
- Track instruments in/out surgery

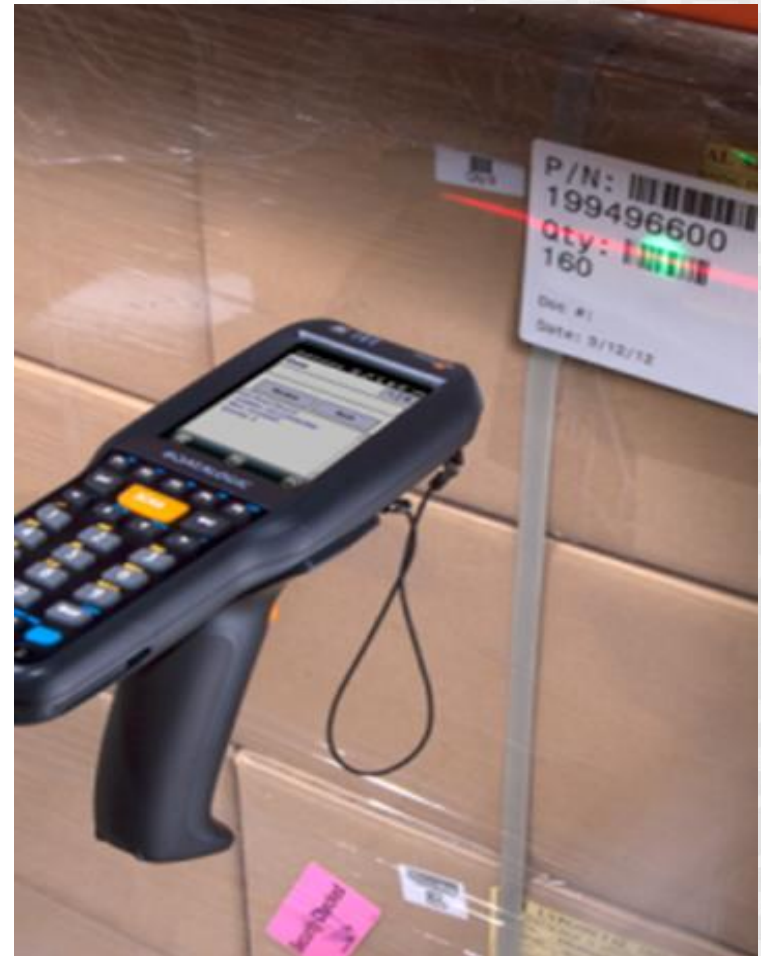


Mobile Supply Chain Management and Warehouse Management

Facilities optimize the use and distribution of inventory

Have a real-time visibility across your organization

Purchase the correct inventory in the right amount to meet hospital demand, eliminating slow-moving obsolete inventory to leads to higher profits and better cash flow.



Landscape of Healthcare

Healthcare Technology is Evolving

- Fun Fact*** In 2015 alone, the world will produce data equal to 120,000x the total of all previously written words in history.
- Healthcare patients are **consumers**. The HC industry relies on patients for business.
- Device manufacturers and hospitals all have business directives to do more with less. IT organizations are looking to technologies like Cloud, Ethernet, Mobile technologies to leverage partners and make dollars stretch.
- Healthcare is in the middle of a major technology evolution
- In Healthcare over the next decade the only constant is change

910mhz Alternative solution for BT

Hospitals with BT interference issues?

Bluetooth / WIFI - 2.4 ghz /802.11 = **OVERLOAD!!**

STAR Frequency – 910mhz = **WIDE OPEN**



Hospital Acquired Infections on the Rise

- Hospital-acquired infections (HAIs) currently cost healthcare facilities more than \$30 billion each year to treat.
- HAIs are the fourth-largest killer in America with two millions patients contracting infections in hospitals each year and more than 100,000 dying annually as a result.
- More deaths than AIDS, breast cancer and automotive accidents combined.
- It is one of the most expensive problems facing the healthcare industry today, and also one of the easiest to solve with the right solutions



FACT: “Disinfectant Ready” is NOT Anti-Microbial

- Disinfectant Ready is Cleanable - or – Ready for Disinfectant
- Disinfectant Ready is **NOT** Anti-Microbial
- If the words “Anti-Microbial” are not in the Manufacturer product papers it’s not TRUE despite what they try and tell you.



Infection Control Initiatives Prevent HAI's

Spraying is Not Enough

- Most EPA-registered disinfectants suggest a 10-minute dwell time. Otherwise, the disinfectant may not be as effective. Spraying a surface followed by a quick wipe with a paper towel is not sufficient to reduce bio-load.
- Centers for Disease Control Guidelines for Infection Control in Health Care Facilities suggest the disinfection of computer equipment stored on rolling stands, should be done *several times a day* prior to entrance and upon exit of a patient care area/room.

Disinfectant Ready vs. Infection Control

- Cleveland Clinic conducted a study - in an effort to decrease HAI's they continued to have outbreaks. Surfaces were tested in nursing stations, physician work areas and on portable equipment.
- Here is what they found:
 - 73% of isolates tested had strains detected in stool samples
 - 50% of these were epidemic, binary toxin-positive strains
 - 67% of the isolates were epidemic strains
 - 26% of desktop computers contaminated with toxin-producing bacteria
- Staphyococcus aureus (MRSA), or staph infections, has been determined, that MSRA bacteria can survive for at least 24 hour on computer equipment after contamination.

Datalogic Protection from the spread of Harmful Bacteria

Anti-Microbial – ISO22196

- Silver ION additives mixed with plastics during manufacturing.
- Inhibits the growth of microorganisms such as germs and bacteria
- ISO22196 Certification is designed to quantitatively test the ability of plastics to inhibit the growth of microorganisms.
- Managed by EPA (environmental protect agency)



Why Hospitals Should Fly.....

By John Nance



Ease of Biz

- Deal Registration - Protect you in the deal
 - What to do ? **Call Gina**
 - Demos – You need them fast
 - What to do? **Call Gina**
 - Device Fairs – Support in the field / customer meetings
 - What to do? **Call Gina**
 - Price Exception – Need aggressive pricing
 - What to do? **Call Gina**
- Forecasting - Products are never back ordered
- What to do? **Call Gina**

Let's Work Together....





THANK
YOU