



 **Medical-Grade Mobility™**
NonStop Wireless Networking for Healthcare

The challenge. As the industry that stands to gain the most from wireless networking, healthcare makes the greatest demands on wireless LAN solutions. IT professionals know that the products they choose must meet the stringent requirements of highly mobile clinicians and careworkers dedicated to preserving lives.

At Trapeze Networks, we are single-minded about our mission—building the most robust, reliable, and easy to manage wireless networking solutions for large enterprise. We know that your selection of a wireless networking vendor is a critical choice that you will have to support—and justify—for years to come.

Enthusiastic and loyal healthcare customers praise our WLAN infrastructure, calling it the most reliable the marketplace has to offer.

We're confident you too will discover that a Trapeze Networks WLAN solution is the intelligent choice for wireless healthcare, today and for the future.

A handwritten signature in black ink, appearing to read "B. Tillmans". The signature is stylized with a large, sweeping underline that loops back under the first part of the name.

Bart Tillmans
VP Marketing, Trapeze Networks



Medical-grade mobility™ arrives. Medical-grade mobility is impossible without ubiquitous, uninterrupted wireless connectivity at every single point of care. Trapeze Networks meets this standard for seamless mobility with wireless solutions that streamline workflow, empower health workers, and improve the quality of care.

Reliability. Our superior wireless architecture delivers 99.999% session-level reliability in the most demanding environments. Outstanding voice reliability, even under network failure conditions, and the capacity for easy redundancy configuration without dedicated hardware, makes Trapeze Networks the clear choice for mission-critical wireless deployment.

Performance. Trapeze Networks' wireless LAN solutions deliver the high-bandwidth performance that healthcare demands for transferring large images, supporting many different devices, and providing uninterrupted Internet and voice access to users in high-density environments or across multiple campuses.

A highly distributed architecture and a host of load balancing enhancements, allow the Trapeze infrastructure to out-scale the competition in all sizes and types of healthcare environments, including outpatient clinics, hospitals, and residential/assisted living facilities.

Ease of use. An advanced, user-friendly interface and setup wizards make it possible to get a wireless network up and running in hours not days - without the high cost of site surveys.

Award-winning RingMaster® management software provides the best RF planning capabilities in the industry, as well as intuitive, centralized management of wireless networks, across multiple sites.

Security. Security is always a concern in healthcare environments. Trapeze Networks products conform to 802.11i standards for security safeguards that exceed HIPAA privacy requirement. We make it easy for non-technical staff to grant internet access to patients and visitors, with the confidence and certainty that only authorized individuals have access to critical data.

Interoperability. Trapeze Networks certifies all of its solutions for interoperability with Wi-Fi-enabled products. Additional testing with leading medical devices also ensures that our wireless products perform flawlessly in complex healthcare environments.

Support. The Trapeze Networks world-class support team is always ready to help you with RF planning, deployment and setup, and troubleshooting. On-site consulting is available as part of an extended service package.

Services and applications. A Trapeze Networks wireless solution provides uninterrupted access to the wireless services and clinical applications caregivers rely on. The high availability and robust connections of Trapeze Networks WLAN solutions maximize your return on investment while delivering the highest quality care.

Electronic Medical Records (EMR).

The highest priority for many hospitals, EMR is often the “trigger” application for strategic investment in wireless LANs solutions. Providing uninterrupted connectivity at every point of care, Trapeze Networks WLAN solutions support all major medical applications for seamless information gathering, analysis, and reporting. Caregivers can access records, order tests, and even process samples at a patient’s bedside, in a courtyard, or even on an elevator.

Guest access. To stay competitive, a modern healthcare enterprise must provide both patients and visitors with easy access to the Internet. Trapeze Networks WLAN solutions allow easy setup and management of Internet access in any kind of facility. With SmartPass™ software, non-technical staff can manage user access by time or location.

Prescription dispensing.

Each year, medication errors account for over 400,000 incidents and incur \$3 billion in costs. A WLAN-based prescription-dispensing management system lets practitioners manage all aspects of prescription therapy from the point of care, increasing productivity and dramatically reducing the potential for errors.

Real-time asset tracking. Sophisticated location services built into Trapeze Networks WLAN solutions enable healthcare managers and workers to track patients, staff, and valuable assets with amazing accuracy and speed. While saving time and improving the quality of care, location services also allows dramatic reductions in medical equipment inventory. .

Emergency room. Network downtime is not an option in critical-care environments where lives hang in the balance. With medical-grade mobility, emergency caregivers know that their critical-care wireless applications and devices are always available.

Voice and messaging. Certified for interoperability with all major voice technology vendors, Trapeze Networks WLAN solutions allow optimal performance of your VoIP phones, badges, and Wi-Fi-enabled nurse call systems. Nurses and physicians communicate clearly and securely by voice or text while roaming freely across a campus or facility, without dropouts or security concerns.

Outdoor access. Trapeze Networks WLAN solutions extend true mobility to healthcare workers moving between buildings by providing uninterrupted connectivity and seamless transitions between access points.



ABHOW

American Baptist Homes of the West (ABHOW) pioneered the continuing care retirement community (CCRC) as an attractive lifestyle option for seniors. ABHOW continuing care and lifecare communities offer residential living, assisted living, memory support, and skilled nursing for elderly, low-income residents.



250,000

Square feet of total WLAN coverage



85,000

Visitors access the Internet each year





“From a small-staff standpoint, the Trapeze Networks solution required less effort to set up and even less to keep it going on a daily basis. It’s pure simplicity.”

Brett Ortega: Network Engineer, ABHOW

Considerations

A non-profit organization, ABHOW was strongly motivated by cost in choosing a WLAN solution for its CCRC sites. With over 18,000 family members visiting 10 care centers over the course of the year, trouble-free guest access to the Internet was also an important consideration. Manpower constraints demanded a solution that could be set up and managed by non-technical personnel.

Why Trapeze Networks?

Trapeze Networks offered a WLAN solution that was affordable, robust, and simple to use. With Trapeze Networks SmartPass™ software, non-technical employees such as receptionists and security guards can easily provision short-term guest leases with security profiles created by the IT department.

Solution

175-200 access points (6 to 25 per community) and 8 Mobility Exchange Controllers. SmartPass™ works with the wireless infrastructure to simplify management of guests and control their access to the network.

200

Access Points



Access control software



8

WLAN controllers





Belfast HSC Trust

The largest National Health Trust in the UK, Belfast Health and Social Care Trust (HSC) is responding to budget cuts with technology initiatives. The need to overhaul its WLAN infrastructure gave HSC an opportunity to maximize efficiency while enhancing patient care.



4,030

Rooms covered by wireless network



29,240

Access codes issued for WLAN user in a year





“Since deploying Trapeze Networks, we have enjoyed considerable cost savings and improved efficiency. And the design of the WLAN makes it a joy to manage.”

**Christy Donnelly: Network Manager,
The Royal Hospitals**

Considerations

Under intense budget pressure, HSC was looking for a reliable, secure WLAN solution that would streamline operations including materials management. The recent merger of six healthcare trusts across Belfast into an HSC also made centralized management a top priority.

Anticipating continued growth, IT management agreed that the winning WLAN solution must support advanced applications, including voice and location services as well as emerging standards such as 802.11n.

Why Trapeze Networks?

Trapeze Networks offered the best combination of price, reliability, and ease of use. RingMaster® software extended the value of the investment with easy, centralized management. And the new infrastructure gave HSC a robust foundation for implementing medical-grade applications such as voice and location services.

Solution

2300 indoor and outdoor access points, three and 33 Trapeze Networks MX-400 Mobility Exchange Controllers provide seamless and reliable Wi-Fi service. RingMaster® adds simplified management and monitoring.

2,300 Access Points



Network Management



33 Mobility Exchange Controllers





Hartford Hospital

New England's largest healthcare provider, Hartford Hospital is the very definition of a high-mobility critical care environment. Five major hospitals, 120 buildings, a rooftop trauma center, a crowded inner-city emergency room, and satellite clinics scattered across the region push wireless capabilities to the limit.



1,000

Users per day on average



70,000

Admissions each year





“Trapeze Networks offered the most reliable WLAN solution of all the vendors we considered. They promised—and delivered the ‘four nines’ reliability we demand at all of our sites.”

Al Hofmann: Director of Enterprise Marketing, Hartford Hospitals

Considerations

The web of far-flung hospitals and clinics presented a logistical nightmare. An existing high-speed wired network was impractical for doctors and nurses rushing from one place to another. Convinced that wireless was essential for a workforce in constant motion, Hartford wanted a WLAN solution that combined always-on mobility with enterprise-grade security, manageability, and ease of use.

Why Trapeze Networks?

For Hartford Hospital, the “five nines” reliability and distributed management capability of the Trapeze Networks WLAN solution, set it apart from offerings that were not as robust or could not deliver centralized management across multiple sites.

Solution

1100 Trapeze Networks access points driven by 12 MX-200 WLAN controllers. The RingMaster® WLAN management suite adds unparalleled RF planning tools that maximize Hartford Hospital’s investment by automating coverage, capacity, and voice planning for all indoor and outdoor areas.

1,100

Mobility
Access
Points



Network
Management



12

Mobility
Exchange
Controllers



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