

GigE Wireless Solutions for Healthcare Providers

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BridgeWave

Gigabit Point-To-Point Wireless Bridges

Medical X-Ray Center



❖ Private Practice Radiology:

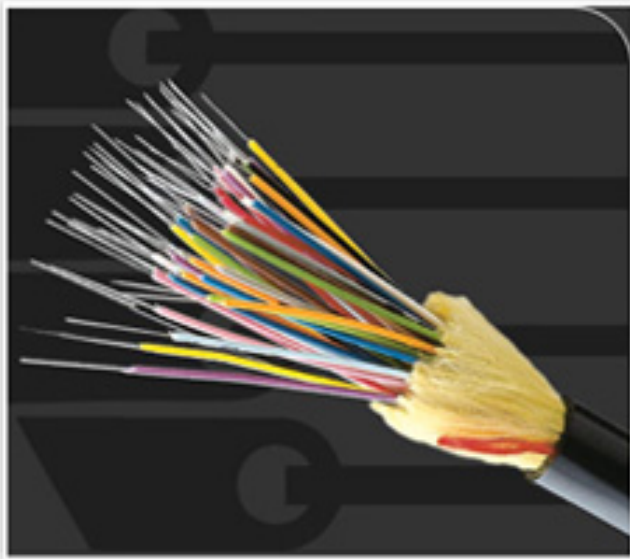
- ❖ Founded in 1961
- ❖ Serves hospitals and clinics in S. Dakota, Minnesota & Iowa.
- ❖ One of only three accredited radiation oncology facilities in a five state region.

❖ Transition from film-based to all-digital Picture Archiving Communications System (PACS)

Medical X-Ray Center Challenges



- ❖ **PACS migration required infrastructure overhaul**
 - ❖ Images can surge to 500MB
- ❖ **Existing 100 Mbps links too slow**
- ❖ **Poor reliability of existing links**
 - ❖ Interference
 - ❖ Troubleshooting time
- ❖ **Backup T1**
 - ❖ Too slow for image transfers
 - ❖ High latency



❖ Requirements:

- ❖ >700 Mbps capacity
- ❖ HIPAA compliance

❖ Fiber based services

- ❖ GigE leased lines \$10K/mo

❖ Other wireless systems failed to offer:

- ❖ Bandwidth
- ❖ Interference immunity

Medical X-Ray Center Solution



❖ Selected BridgeWave

- ❖ AR60
- ❖ AR80

❖ Selling Points:

- ❖ Full-duplex GigE
- ❖ Product maturity
- ❖ Licensed link for long path
- ❖ Narrow beam - HIPAA
- ❖ AdaptRate™

❖ Installed in 3 days

Medical X-Ray Center Wireless Deployment



GigE Wireless ROI Analysis

Assume:

- GigE data rate for a period of 12 months
- Leased fiber service is a full GigE managed connection from a L.E.C.

Single Connection	BridgeWave Wireless	Leased Fiber
Telco Service Fee \$10,000/Month	\$0	\$120,000
Telco Build Out (if off Network)	\$0	\$0
GigE Radios	\$59,800	\$0
Installation, Materials & Turn-Up	\$11,975	\$0
80GHz License	\$75	\$0
TOTAL	\$71,850	\$120,000

ROI in 7 months with over \$45K in savings after 1 year.

Medical X-Ray Benefits

- ❖ **Ample bandwidth to meet current & future needs**
- ❖ **Ensures highest level of patient care**
- ❖ **75% reduction in IS support effort**
- ❖ **30% increase in staff productivity**
- ❖ **7 month return on investment**





Corporate Headquarters:
Santa Clara, CA

- ❖ **World-wide leader in gigabit wireless solutions**
- ❖ **Specializing in new 60-90GHz spectrum**
- ❖ **Broadest portfolio of gigabit wireless products**
- ❖ **Gigabit pioneer – numerous “first of” innovations**



BridgeWave

Chosen by...

Service Providers



Municipalities



Enterprise



Government



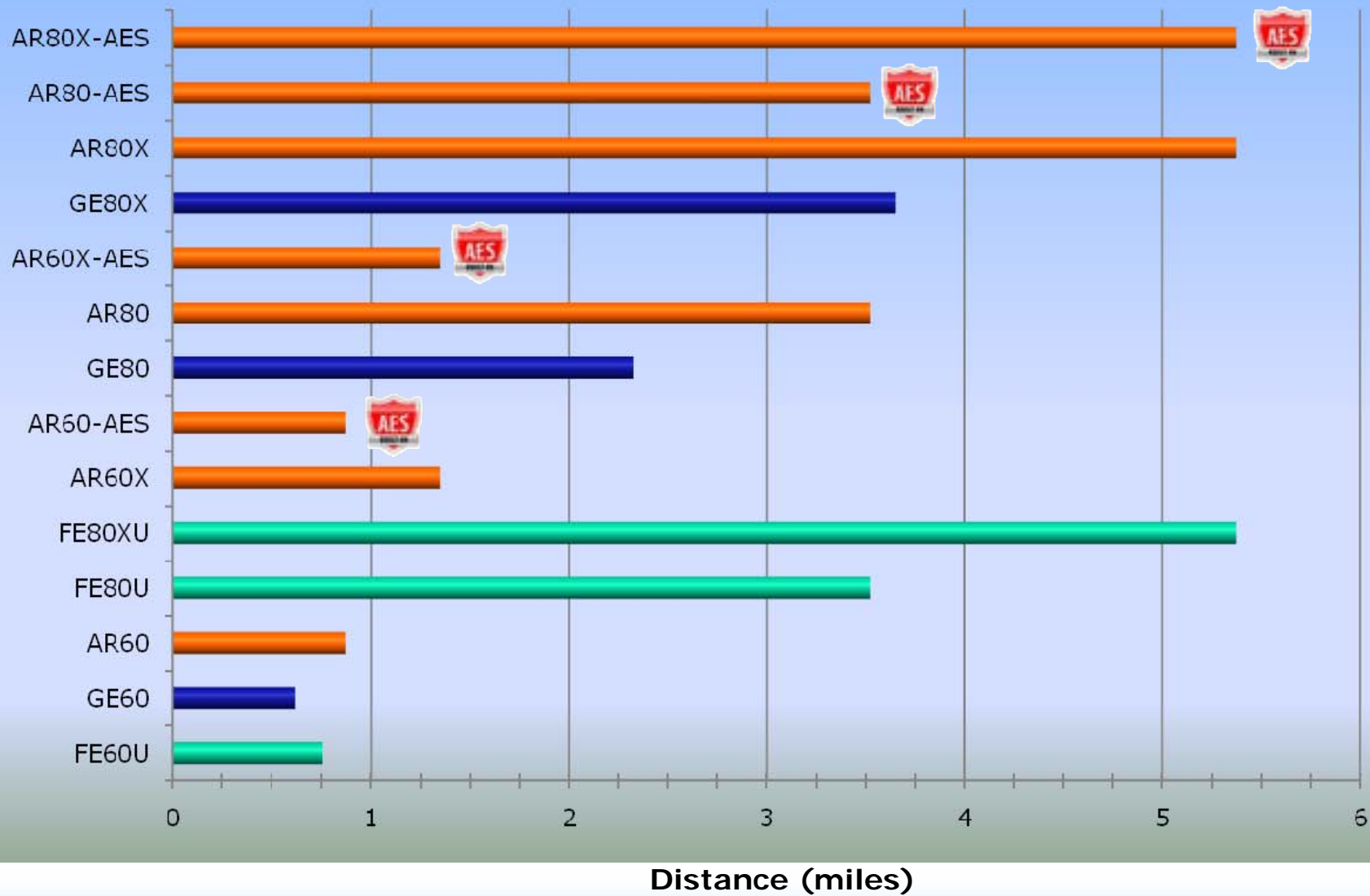
Healthcare



Education



BridgeWave's GigE Wireless Family



Why Choose BridgeWave?

❖ Commitment to quality

- Most GigE radios built → most mature design and processes
- All key subsystems designed to work together by BridgeWave
- 100% production HASS screening
- ISO9001 certified for over five years running

❖ Best performance

- Greatest distance with the highest link budget
- Best link availability plus AdaptRate option

❖ Best overall value

- No extra cost for quality and performance
- Broadest product line and options – get just what you need
- Backed by the best service in the industry

Thank You!

Questions?

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