

# **GigE Wireless Solutions for Healthcare Providers**

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**BridgeWave**

Gigabit Point-To-Point Wireless Bridges



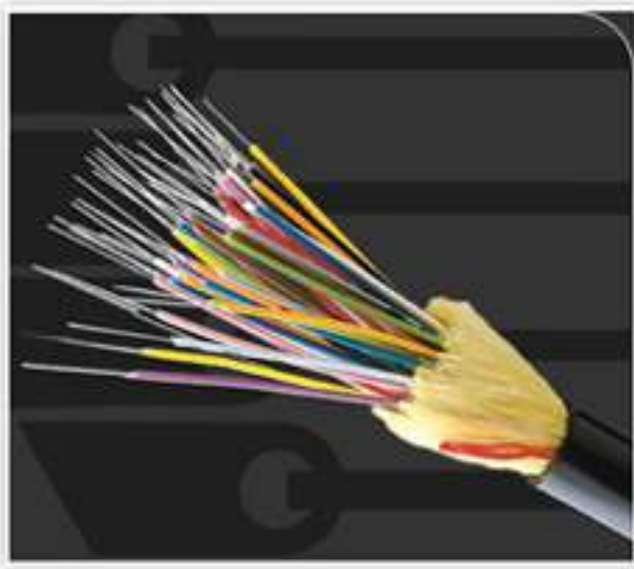
## ❖ Private Practice Radiology:

- ❖ 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)



- ❖ **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



**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
<b>TOTAL</b>	<b>\$71,850</b>	<b>\$120,000</b>

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

- ❖ **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**

# Chosen by...

## Service Providers



## Municipalities



## Enterprise



## Government



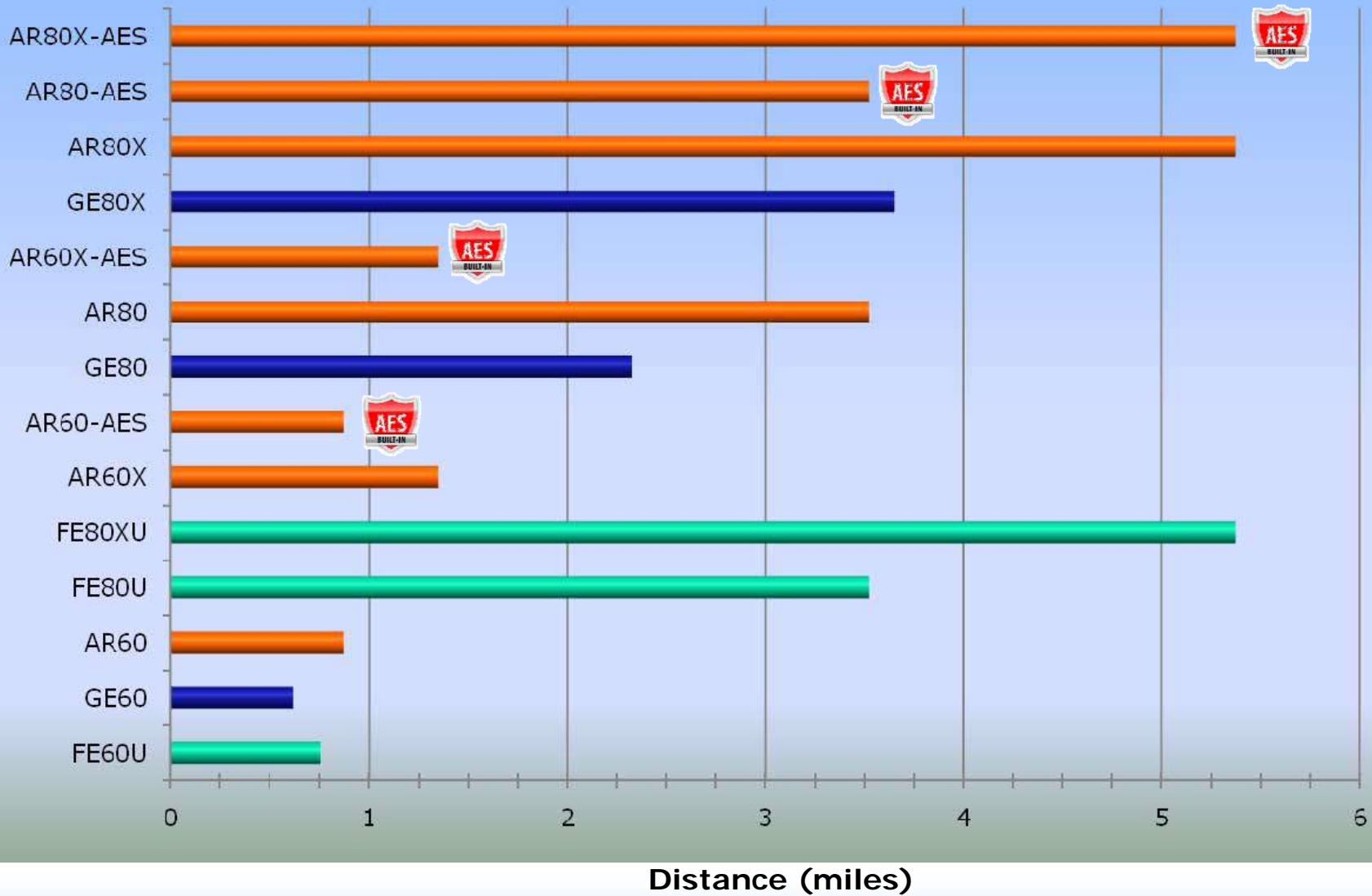
## Healthcare



## 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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