



Solution Brief

Nortel IP Mobility Fast Start Solution

Affordable, scalable IP voice and wireless mobility for small and medium-sized healthcare organizations

Faced with serving an increasingly aging population, growing demand and limited resources, today's healthcare organizations are struggling to find ways to do more with less, while continuously striving to improve quality of care. To meet these challenges, many are anxious to create new efficiencies by implementing IP voice and wireless mobility — the foundations for providing information to mobile clinicians at the point of care and making the most of digital health records.

The question is how can they do this affordably and efficiently?

While most agree that an advanced IT infrastructure supporting IP voice and wireless mobility is the key to developing unprecedented efficiencies, few healthcare organizations have the knowledge and resources to develop this infrastructure themselves. With more financial resources, larger hospitals are beginning to lead the way with major networking improvements, but

what about small and medium sized-organizations that need a more affordable, incremental way to evolve their networks?

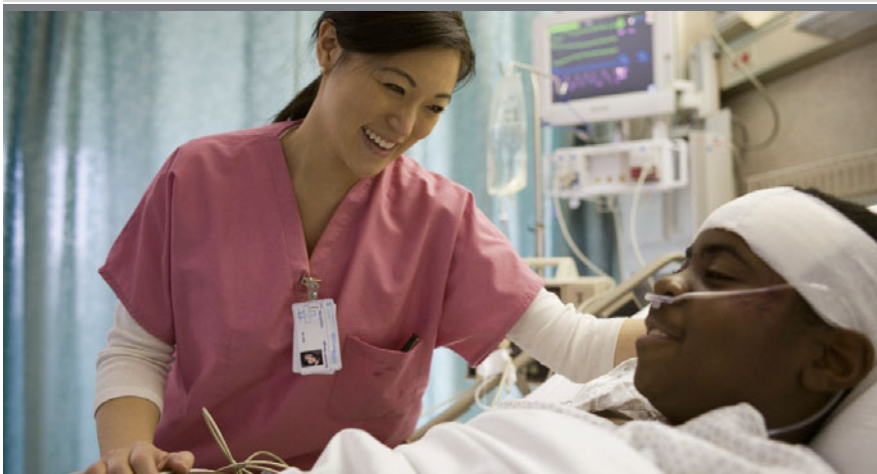
Answer: Nortel's IP Mobility Fast Start Solution

Nortel's IP Mobility Fast Start Solution, a fully packaged starting implementation of IP voice and wireless LAN, is the ideal solution for small and medium-sized healthcare organizations. It enables secure, wireless collaboration between mobile physicians and staff. It also provides the foundation necessary for efficient access and delivery of advanced clinical applications and standardized digital health records, while complementing existing voice and mobility services.

The IP Mobility Fast Start Solution provides outstanding value to small and mid-sized hospitals feeling the pressure and need to mobilize clinicians and facilitate real-time communications between clinical care areas and supporting physicians — or across key areas such as ER as a starting point.

Solution highlights

- Enables secure, real-time wireless communications between physicians, nurses and other care providers, for improved quality of care
- Establishes a foundation for future advanced applications such as connection to nurse call systems and clinical information
- Includes a choice of packages and options to address different requirements and budgets



Flexibility and choice: three packages to fit varying needs and budgets

IP Voice Gateway Package

- A Communication Server 1000E provides a gateway between calls from the new IP voice and mobile calling environment and your existing voice services
- 10 Nortel WLAN 6140 Handsets to enable key areas in the hospital to transition to secure, reliable mobile communications
- Analysis and configuration design services for access point placement to ensure that you enjoy the performance you need

Core Integration Package

- Installation, configuration, test and turn-up services for the components in the IP Voice Gateway package
- A remote evaluation of your data network to determine its readiness for supporting IP Telephony

WLAN Package (optional)

- WLAN Access Points and Security/Control to connect mobile handsets to the Communication Server 1000E and information sources

A look at long-term benefits

The IP Mobility Fast Start Solution positions networks for incremental evolution, including future connection to nurse call systems and clinical information. The solution also allows for the easy and affordable integration of additional functionality, clinical applications and advanced healthcare solutions over time. Examples include alarms and alerts to mobile staff; automated code calling; and location management for medical assets, patients and clinicians.

Why Nortel?

Nortel is a leader in communications solutions with more than 15,000 health-care customers in North America. At Nortel, we provide holistic solutions that are designed around your unique business needs, leveraging our extensive experience, technologies, partner relationships and a complete lifecycle of professional services to do so. Organizations of all sizes partner with Nortel to help them revolutionize healthcare IT and realize the crucial benefits of secure wireless mobility and unified communications.

Nortel's IP Mobility Fast Start Solution is the perfect way for small and medium-sized healthcare organizations to get started, realize unprecedented efficiencies, lower costs and improve patient care. To learn more, visit www.nortel.com/healthcare or contact us at healthcare@nortel.com.

Nortel is a recognized leader in delivering communications capabilities that make the promise of Business Made Simple a reality for our customers. Our next-generation technologies, for both service provider and enterprise networks, support multimedia and business-critical applications. Nortel's technologies are designed to help eliminate today's barriers to efficiency, speed and performance by simplifying networks and connecting people to the information they need, when they need it. Nortel does business in more than 150 countries around the world. For more information, visit Nortel on the Web at www.nortel.com. For the latest Nortel news, visit www.nortel.com/news.

For more information, contact your Nortel representative, or call 1-800-4 NORTEL or 1-800-466-7835 from anywhere in North America.

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