GigE Wireless Solutions
for
Healthcare Providers

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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
Alternatives

- **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.

<table>
<thead>
<tr>
<th>Single Connection</th>
<th>BridgeWave Wireless</th>
<th>Leased Fiber</th>
</tr>
</thead>
<tbody>
<tr>
<td>Telco Service Fee $10,000/Month</td>
<td>$0</td>
<td>$120,000</td>
</tr>
<tr>
<td>Telco Build Out (if off Network)</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>GigE Radios</td>
<td>$59,800</td>
<td>$0</td>
</tr>
<tr>
<td>Installation, Materials &amp; Turn-Up</td>
<td>$11,975</td>
<td>$0</td>
</tr>
<tr>
<td>80GHz License</td>
<td>$75</td>
<td>$0</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$71,850</strong></td>
<td><strong>$120,000</strong></td>
</tr>
</tbody>
</table>

**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
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’s GigE Wireless Family

Distance (miles)
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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