FOR IMMEDIATE RELEASE

64% NURSES BELIEVE WIRELESS INFRASTRUCTURE NOT RELIABLE TO SUPPORT POINT OF CARE COMPUTING SOLUTIONS

Spyglass Consulting Group study finds nurses using computing devices over wireless network are frustrated with the frequency of dropped network connections due to dead zones and poor access point transitions resulting in lost application and session data.

MENLO PARK, CA, December 17, 2007. **Spyglass Consulting Group**, a market intelligence firm and consultancy, today announced the results of a comprehensive end-user market study focused on the current state of computing adoption by **nurses** across the United States. Spyglass conducted more than 100 in-depth telephone interviews with nurses working in acute care and ambulatory environments nationwide to better understand how point of care computing can be used to enhance patient safety, reduce the risk of medical errors and streamline nursing productivity.

SECURITY REQUIREMENTS ARE IMPEDING NURSING PRODUCTIVITY

Nurses interviewed were concerned their IT organizations are implementing stringent security policies that protect patient health information at the expense of impeding nursing productivity. Nurses reported logging in/out of systems upwards of 80 times per day.

PATIENT INFORMATION IS NOT ACCESSIBLE ACROSS THE CONTINUUM OF CARE

Healthcare organizations investing in best-of-breed departmental solutions are having difficulties integrating their solutions with other departmental and enterprise systems across the organization. They are also having difficulties sharing and aggregating patient information across community and the region.

POINT OF CARE SOLUTIONS ARE NOT WELL INTEGRATED WITH NURSING WORKFLOW

Nurses interviewed are using clinical information systems BUT not necessarily in real-time nor at point of care. They are performing double-documentation, documenting first on paper at point of care and then re-entering the patient information into the electronic medical record later on during their shift typically in the hallway or nursing station.

MOBILE CLINICAL CARTS ARE NOT BEING USED AT THE PATIENT BEDSIDES

Seventy-six percent of acute care nurses interviewed using mobile clinical carts reported the carts remain abandoned in the hallway where they are being used as a fixed location terminal. Mobile carts are large and bulky making them difficult to maneuver within the confines of a patient's room.

ABOUT SPYGLASS' HEALTHCARE WITHOUT BOUNDS: POINT OF CARE COMPUTING FOR NURSING

Spyglass' most recent report, **Healthcare Without Bounds: Point of Care Computing for Nursing,** presents the findings of an end-user market study focused on the current state of computing adoption by **nurses** across the United States. The report uncovers strong opinions regarding the market opportunities and challenges for adopting computing solutions at the point of care to enhance patient safety, reduce the risk of medical errors and streamline nursing productivity.

Point of Care Computing for Nursing is an outgrowth of a similar study published by Spyglass in June 2004 entitled **Mobile Computing for Nursing**. Throughout this report, Spyglass will compare and contrast interesting trends identified across both studies.

Content for **Point of Care Computing for Nursing** was derived from more than 100 in-depth interviews with nurses working in acute care and ambulatory environments nationwide. Nurses interviewed were technically competent and representative of a broad range of nursing specialties and institution sizes.

Spyglass conducted the telephone interviews over a four-month period beginning April 2007. The purpose of the interviews was to identify the needs and requirements for point of care computing through discussions about:

- existing workflow inefficiencies in accessing clinical information,
- current usage models for computing devices and solutions, and
- barriers for widespread adoption.

Spyglass also evaluated key vendor product offerings and identified early adopter organizations that have successfully deployed point of care solutions.

The **Point of Care Computing for Nursing** report is targeted at:

- **software and hardware vendors, systems integrators and management consulting groups** who are selling hardware, applications and services into the healthcare industry,
- **healthcare administrators and IT executives** who are making strategic decisions to fund clinical information technology solutions,
- **clinicians** who are involved in informatics and clinical system evaluation and selection, and
- **investment banking and private equity investors.**

The complete market study "**Healthcare Without Bounds: Point of Care Computing for Nursing**" is available for $2,495 (USD) from Spyglass Consulting Group at http://www.spyglass-consulting.com

ABOUT SPYGLASS CONSULTING GROUP

The **Spyglass Consulting Group** is a market intelligence firm and consultancy focused on the nexus of information technology and healthcare. Spyglass offers products and services in customer and market intelligence, strategic partnership development, product marketing and investment due diligence. Spyglass' current research is entitled **Healthcare without Bounds** that focuses on the current and future potential of mobile computing and wireless technologies within the healthcare industry.

Spyglass customers include leading high technology vendors such as **Cisco, IBM, Microsoft, Intel, HP, Oracle, Johnson & Johnson, Pfizer, Siemens Medical, GE Healthcare, Philips Medical, Cingular, Sprint and Verizon Wireless.**

Gregg Malkary is the **founder** and **Managing Director** of the **Spyglass Consulting Group**. He has more than 20 years experience in the high technology industry working with Fortune 2000 companies to help them use information technology for competitive advantage. Malkary has domain expertise in mobile computing, wireless and broadband technologies with direct experience in the healthcare, hospitality, manufacturing, communications and entertainment markets.

Prior to founding **Spyglass Consulting Group** in August 2002, Malkary was an Associate Partner at **Outlook Ventures**, a venture capital firm that focuses on early stage investments in enterprise software and communications companies. Previously, Malkary was the Director of Strategic Planning for **Exodus Communications** where he was responsible for identifying, evaluating and executing growth initiatives for Exodus in the managed web-hosting marketplace. Malkary has also held consulting and senior management roles in business development, strategic planning and product marketing for public and private technology companies including **IBM, Hewlett Packard, Accenture, Silicon Graphics, SkyTel Communications and Liberate Technologies.**

Malkary frequently speaks at regional and national conferences focused on mobile computing, wireless technologies and healthcare-related issues. He has been written about and quoted in numerous industry publications including the *Wall Street Journal*, *CIO*, *Business 2.0*, *MIT Technology Review*, *Network World* and *eWeek*.

Malkary is an honors graduate of **Brown University** having earned a MS and BA in Computer Science. He was awarded the prestigious North American Philips Corporation Fellowship for his graduate research work in graphical simulation environments.

For additional information about this study, please contact Gregg Malkary at gmalkary@spyglass-consulting.com.

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