



healthcareconnect

# stat

**Solutions, Tools,  
Applications and Trends for  
the Healthcare Market**

# BUILD UP YOUR HEALTHCARE BUSINESS - STAT!

Say the word "healthcare," and most people immediately think of hospitals. And while they are a big part of it, the healthcare industry includes so many other factions. They range from private practices and labs to blood donation centers, physical therapy facilities and home healthcare. The common denominator is that they are all growing and they all need help in the push to standardize healthcare technology, where AIDC is a key component.

With attractive government incentives available throughout the healthcare industry for those who adopt new technology, the time is right for you to either enter the healthcare market or build your practice up substantially. And ScanSource wants to help. Our HealthcareConnect Program was established to provide our reseller partners with a single location for industry and product resources that makes selling into the healthcare vertical easier and more profitable. Through HealthcareConnect, we'll inform you of the trends within the market, direct you to where the opportunities lie and provide you with the solutions your customers and prospects are looking for.

Throughout the pages of this guide, you'll be introduced to solutions for a variety of areas throughout the healthcare industry. Namely: Bedside, Pharmacy, Assets and Tracking, Mobility, Operating Room and Admissions. It was designed to highlight key opportunities and applications within healthcare today.

The healthcare industry is a huge opportunity for the technology channel that continues to get bigger. We want to help you thrive within this market. If you haven't yet, please visit [scansourceposbarcode.com/healthcare](http://scansourceposbarcode.com/healthcare) and register. If you have already registered, please take advantage of the information and tools we provide and let us know how we can help grow your healthcare business. Our assistance is available, STAT.



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### BARCODE SCANNERS

**Intermec** (pictured) - SG20 Healthcare 2D Imager  
**Honeywell Scanning & Mobility** - Xenon 1902h Area-Imaging Scanner  
**Motorola Solutions** - DS6878-HC 2D Imager  
**Opticon** - OPI3601 Rapid 2D CMOS Imager  
**Socket Mobile** - CHS Series 7Rx Bluetooth Barcode Scanner  
**Unitech** - MS840 Handheld 2D Imager



### MOBILE DEVICES

**Janam** (pictured) - XT Series Mobile Computer  
**Honeywell Scanning & Mobility** - Dolphin 70e Black Enterprise Hybrid Device  
**Intermec** - CN70 Mobile Computer  
**Motorola Solutions** - MC75A0-HC Mobile Computer  
**Socket Mobile** - SoMo 655Rx Medical PDA  
**Unitech** - PA690 Healthcare Mobile Computer



### COMPLEMENTARY PRODUCTS

**Seagull Scientific** (pictured) - BarTender Label and RFID Software  
**Honeywell Scanning & Mobility** - Captuvo SL22h Enterprise Sled  
**Motorola Solutions** - NX4500/6500 Integrated Services Platform  
**Socket Mobile** - Plug-In Cards for ADC



### PRINTERS

**Datamax-O'Neil** (pictured) - E-Class Mark III Printer  
**CognitiveTPG** - C Series Label Printer  
**CognitiveTPG** - CRx Thermal Printer  
**CognitiveTPG** - Advantage DLX Printer  
**Intermec** - PC23D Healthcare Printer  
**Printronix** - T2N Thermal Printer  
**Printronix** - T4M Thermal Printer  
**Zebra Technologies** - QLn Series Printer  
**Zebra Technologies** - G-Series Printer

**ASSETS AND TRACKING:** At the end of the day, the healthcare business is, in fact, a business. And just like any other business, they need an accurate accounting of their tools and supplies. Actually, they need to be even more accurate, because a miscount in their business could literally be the difference between life and death. A fully implemented data tracking solution offers real time tracking of current inventory and can affect direct cost reduction by better maintenance of assets.



#### MOBILE DEVICES

**Honeywell Scanning & Mobility** (pictured)  
Dolphin 70e Black Enterprise Hybrid Device  
**Socket Mobile** - SoMo 655Rx Medical PDA



#### BARCODE SCANNERS

**Motorola Solutions** (pictured) - DS6878-HC  
2D Imager  
**Honeywell Scanning & Mobility** - Xenon 1902h  
Area-Imaging Scanner  
**Intermec** - SG20 Healthcare 2D Imager  
**Opticon** - OPI3601 Rapid 2D CMOS Imager  
**Socket Mobile** - CHS Series 7Rx Bluetooth  
Barcode Scanner  
**Unitech** - MS840 Handheld 2D Imager



#### COMPLEMENTARY PRODUCTS

**Enovate** (pictured) - e550 Hall Wallstation  
**Honeywell Scanning & Mobility** - Captuvo  
SL22h Enterprise Sled  
**Motorola Solutions** - NX4500/6500  
Integrated Services Platform  
**Seagull Scientific** - BarTender Label and  
RFID Software  
**Socket Mobile** - Plug-In Cards for ADC



#### PRINTERS

**SATO** (pictured) - CG Series Printer  
**CognitiveTPG** - C Series Label Printer  
**CognitiveTPG** - Advantage DLX Printer  
**Datamax-O'Neil** - E-Class Mark III Printer  
**Intermec** - PC23D Healthcare Printer  
**Printronix** - T2N Thermal Printer  
**Printronix** - T4M Thermal Printer  
**Zebra Technologies** - HC100 Wristband  
Printer/Z-Band Thermal Wristbands

**IT ALL STARTS AT ADMISSIONS:** Upgrading healthcare technology solutions makes for a better experience for both the staff and the patients. And nowhere is that more true than at Admissions. The right solution will allow for faster and more efficient check-in procedures, which every patient will appreciate. And, as this is the first touchpoint for the staff, it allows for more accurate patient tracking from start to finish.



### PRINTERS

**Zebra Technologies** (pictured) - QLn Series Printer  
**Datamax-O'Neil** - E-Class Mark III Printer  
**Intermec** - PC23D Healthcare Printer  
**SATO** - CG Series Printer



### MOBILE DEVICES

**Motorola Solutions** (pictured) - MC75A0-HC Mobile Computer  
**Honeywell Scanning & Mobility** - Dolphin 70e Black Enterprise Hybrid Device  
**Intermec** - CN70 Mobile Computer  
**Janam** - XT Series Mobile Computer  
**Socket Mobile** - SoMo 655Rx Medical PDA  
**Unitech** - PA690 Healthcare Mobile Computer



### COMPLEMENTARY PRODUCTS

**Enovate** (pictured) - e997 eDesk with Extension  
**Honeywell Scanning & Mobility** - Captuvo SL22h Enterprise Sled  
**Motorola Solutions** - NX4500/6500 Integrated Services Platform  
**Socket Mobile** - Plug-In Cards for ADC



### BARCODE SCANNERS

**Honeywell Scanning & Mobility** (pictured) - Xenon 1902h Area-Imaging Scanner  
**Intermec** - SG20 Healthcare 2D Imager  
**Motorola Solutions** - DS6878-HC 2D Imager  
**Opticon** - OPI3601 Rapid 2D CMOS Imager  
**Socket Mobile** - CHS Series 7Rx Bluetooth Barcode Scanner  
**Unitech** - MS840 Handheld 2D Imager

**ENHANCING BEDSIDE CARE:** At first glance, it may seem counterintuitive to think that technology can enhance the bedside care of patients. But it does, greatly. By reducing the opportunity for human error and providing real time access to patient data, patient safety is improved and caregivers are more confident in their information. Plus, increased efficiency means less time for busywork and more time with patients.



### MOBILE DEVICES

**Unitech** (pictured) - PA690 Healthcare Mobile Computer  
**Honeywell Scanning & Mobility** - Dolphin 70e Black Enterprise Hybrid Device  
**Intermec** - CN70 Mobile Computer  
**Janam** - XT Series Mobile Computer  
**Motorola Solutions** - MC75A0-HC Mobile Computer



### BARCODE SCANNERS

**Opticon** (pictured) - OPI3601 Rapid 2D CMOS Imager  
**Honeywell Scanning & Mobility** - Xenon 1902h Area-Imaging Scanner  
**Motorola Solutions** - DS6878-HC 2D Imager  
**Socket Mobile** - CHS Series 7Rx Bluetooth Barcode Scanner



### COMPLEMENTARY PRODUCTS

**Motorola Solutions** (pictured) - NX4500/6500 Integrated Services Platform  
**Enovate** - DUO Medical Computer Cart  
**Honeywell Scanning & Mobility** - Captuvo SL22h Enterprise Sled  
**Socket Mobile** - Plug-In Cards for ADC



### PRINTERS

**CognitiveTPG** (pictured) - Advantage DLX Printer  
**CognitiveTPG** - C Series Label Printer  
**Datamax-O'Neil** - E-Class Mark III Printer  
**Intermec** - PC23D Healthcare Printer  
**Zebra Technologies** - QLn Series Printer

**MOBILITY MATTERS:** All the information in the world is no good, unless it can be easily accessed by the right person at the right time. Healthcare is a very mobile business. Both patients and caregivers move about from the OR to bedside to the lab and rehab and more. Mobility healthcare solutions allow for real-time access to patient data - wherever and whenever it's needed. The results? More immediate action. More flexible care. And more personal patient interaction.



### MOBILE DEVICES

**Honeywell Scanning & Mobility** (pictured)  
Dolphin 70e Black Enterprise Hybrid Device  
**Socket Mobile** - SoMo 655Rx Medical PDA



### BARCODE SCANNERS

**Motorola Solutions** (pictured) - DS6878-HC 2D Imager  
**Honeywell Scanning & Mobility** - Xenon 1902h Area-Imaging Scanner  
**Intermec** - SG20 Healthcare 2D Imager  
**Opticon** - OPI3601 Rapid 2D CMOS Imager  
**Socket Mobile** - CHS Series 7Rx Bluetooth Barcode Scanner  
**Unitech** - MS840 Handheld 2D Imager



### COMPLEMENTARY PRODUCTS

**Enovate** (pictured) - e850 Med Wallstation with eLift and eSensor Systems  
**Honeywell Scanning & Mobility** - Captuvo SL22h Enterprise Sled  
**Motorola Solutions** - NX4500/6500 Integrated Services Platform  
**Seagull Scientific** - BarTender Label and RFID Software  
**Socket Mobile** - Plug-In Cards for ADC



### PRINTERS

**Printronix** (pictured) - T2N Thermal Printer  
**SATO** - CG Series Printer  
**CognitiveTPG** - Advantage DLX Printer  
**CognitiveTPG** - C Series Label Printer  
**CognitiveTPG** - CRx Thermal Printer  
**Datamax-O'Neil** - E-Class Mark III Printer  
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**Printronix** - T4M Thermal Printer  
**Zebra Technologies** - G-Series Printer  
**Zebra Technologies** - QLn Series Printer

**PHARMACY EFFICIENCY:** The three most important things behind the pharmacy counter are accuracy, accuracy and accuracy. Actually, there are five things that have to be right 100% of the time: the right patient needs to have the right dose of the right drug administered in the right way (also known as routing) at the right time. An integrated AIDC solution takes all the guesswork out and streamlines pharmacy operations for improved accuracy and significant cost savings.



### MOBILE DEVICES

**Socket Mobile** (pictured) - SoMo 655Rx Medical PDA

**Honeywell Scanning & Mobility** - Dolphin 70e Black Enterprise Hybrid Device



### COMPLEMENTARY PRODUCTS

**Enovate** (pictured) - e130 Wall Arm with Extension

**Honeywell Scanning & Mobility** - Captuvo SL22h Enterprise Sled

**Motorola Solutions** - NX4500/6500 Integrated Services Platform

**Socket Mobile** - Plug-In Cards for ADC



### PRINTERS

**Intermec** (pictured) - PC23D Healthcare Printer

**Zebra Technologies** - HC100 Wristband Printer/Z-Band Thermal Wristbands



### BARCODE SCANNERS

**Socket Mobile** (pictured) - CHS Series 7Rx Bluetooth Barcode Scanner

**Honeywell Scanning & Mobility** - Xenon 1902h Area-Imaging Scanner

**Motorola Solutions** - DS6878-HC 2D Imager

**Opticon** - OPI3601 Rapid 2D CMOS Imager

**SAFETY IN SURGERY:** The increased demand for better technology in the operating room has resulted in increased availability of sterile/anti-microbial devices, designed with the needs of the surgical staff in mind, as well as providing a safer environment. These devices offer a low-intrusive factor, yet are easily accessible for obtaining a range of patient information in real-time, directly from the OR.



# YOUR BUSINESS MAXIMIZED

## WANT TO GIVE YOUR HEALTHCARE PROFITABILITY A BOOST?

*4 out of 5 doctors recommend ScanSource Services Group*

As a trusted resource for resellers of all sizes, ScanSource Services Group has a team of experts who are focused on helping your healthcare solutions business thrive. Work with us to reduce complexity, build efficiency, and get the extra edge to achieve growth through our value-added services. We are always on call and we never compete with you. Here are a few of the many ways ScanSource Services Group can partner with you to build your business:

**Build stronger relationships with speedy implementation:**

Our Professional Services and Custom Configuration capabilities help you quickly implement healthcare solutions for critical-care information right where they're needed most.

**Being healthy takes knowledge:**

Our Education Services offer certification classes to help you diagnose problems and provide the right support for healthcare customers every time, on time.

**Engage prospects with powerful marketing strategies:**

Our Marketing Services not only help you uncover new healthcare prospects, we help you penetrate deeper into existing accounts and drive profitable growth.

**Find the right solutions for every healthcare customer's problems:**

Our Partnership Services are designed to help you provide the complete healthcare solution, so you don't miss a single opportunity.

**Schedule your checkup at 866.370.6712 or visit [scansourceservices.com](http://scansourceservices.com)!**

