



Virginia Hospital Center Chooses InnerWireless To Deliver Wireless Connectivity to Hospital's HIS, EMR and Other Life-Critical Applications

1.1 million-square-foot InnerWireless Horizon™ deployment will provide guaranteed coverage and capacity needed to support physicians' smartphones, Wi-Fi, and other wireless devices

RICHARDSON, Texas – Aug. 11, 2009 – InnerWireless®, Inc., the premier provider of end-to-end in-building converged wireless solutions, today announced that Virginia Hospital Center will deploy the company's Horizon™ Converged Wireless solution across 1.1 million square feet in three buildings on its Arlington, Virginia, campus to ensure wireless connectivity for mission- and life-critical applications. Horizon, also known as a distributed antenna system (DAS), delivers virtually every wireless service including 3G smartphones, Wi-Fi, medical telemetry, fire/life/safety, pagers and two-way radios.

Virginia Hospital Center decided to deploy a single in-building wireless platform to provide continuous mobile connectivity so that clinicians would have reliable, available-everywhere wireless access to a variety of life-critical applications, including the Siemens Soarian® health information system (HIS) that the hospital will soon install. The wide variety of wireless devices that are used by clinicians meant that the wireless platform Virginia Hospital Center chose would need to create an environment in which all wireless devices could work in harmony across the campus without experiencing connectivity gaps or capacity limitations. Furthermore, clinicians and staff increasingly rely on immediate access to electronic medical records (EMRs), including at the point of care, and that robust requirement called for an alternative to conventional single-service, discrete wireless systems.

“We realized that we would need much more capacity and higher reliability than with previous wireless technologies, and that InnerWireless had already provided the key technology to other hospitals with similar demands,” said David Crutchfield, VP and CIO of Virginia Hospital Center. “I spoke with a number of CIOs who had implemented InnerWireless and they all spoke highly of the results they achieved.”

Virginia Hospital Center clinicians drove the need to install advanced wireless technology, requiring guaranteed connectivity for the many types of wireless devices used in providing quality and efficient care to its patients.

“When it comes to healthcare's life-critical applications, high reliability, high availability and eliminating coverage gaps were at the top of our list of requirements for a wireless platform,” Crutchfield said. “Our physicians and clinical staff had a very strong voice from the very beginning of this project demanding ‘five 9s’ availability for the combination of the wired and wireless networks. In addition to the daily clinical support functions of the wireless technology, InnerWireless will be as a key component of the ‘five 9s’ solution, providing for network connectivity during wired network outages.”

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As part of Virginia Hospital Center's search for an in-building wireless technology provider, Crutchfield and his colleagues visited hospitals where InnerWireless had been deployed. While customer references comprise a typical step during the evaluation process, one major theme emerged that differentiated InnerWireless from other competitors – that InnerWireless is a true partner and not just a technology vendor.

“We wanted a strategic partner that would be accountable, highly competent and accessible. During the customer reference part of our evaluation process we developed a real comfort level that InnerWireless was the type of company we would like to do business with and that we could work with them as a strategic partner,” Crutchfield said. “InnerWireless is very knowledgeable and has demonstrated a real skill for understanding healthcare IT through a number of high-quality installations in other medical facilities.”

Virginia Hospital Center also liked the fact that unlike other DAS manufacturers, InnerWireless takes full responsibility for all RF design work plus project manages the installation to guarantee results.

“In a project of this magnitude, we wanted to be able to deal directly with the principal technology vendor, and not coordinate across multiple vendors with separate contracts,” said Manny Aponte, director of IT for Virginia Hospital Center. “With InnerWireless, we received one proposal and one contract that covered the entire job, making the process very straightforward.”

InnerWireless believes that the Obama administration's push for healthcare reform and the overwhelming number of medical devices that are being built to work wirelessly demand guaranteed and ubiquitous wireless access to life-critical healthcare applications including hospitals' HIS and EMR. Healthcare providers such as Virginia Hospital Center are making InnerWireless a key part of the hospital's IT roadmap.

“InnerWireless' mission is to enable the best and broadest array of in-building wireless services for clinical mobility so that physicians and healthcare providers can access EMRs and other critical applications from everywhere inside their facility, with the most important place being at the point of care,” said Ed Cantwell, president, CEO and chairman of InnerWireless. “We look forward to being a strategic partner with Virginia Hospital Center as they demonstrate how wireless technologies give clinicians everywhere, everytime access to the critical communications and information they need to ensure the very best in patient care and safety.”

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Supporting the broad spectrum of wide-area and local-area wireless services, including 3G and 4G cellular, 802.11 a/b/g/n, whole-house medical telemetry, fire/life/safety, paging and two-way radios optimized for voice, location and data, the Horizon product line ensures seamless integration with advancing technologies and applications, while providing a secure wireless future for the hospital.

About InnerWireless

InnerWireless is the premier end-to-end in-building wireless solution provider for healthcare, enterprise, hospitality/gaming and government markets. With Horizon™ – a broadband, Converged Wireless platform – InnerWireless ensures the delivery of Wireless Wide Area Networks (WWAN) and Wireless Local Area Networks (WLAN) services including cellular/PCS, fire/life/safety, Wi-Fi and medical telemetry – guaranteed. Designed expressly for mission- and life-critical wireless applications, Horizon's comprehensive, single antenna infrastructure enables pervasive coverage and optimized capacity with an eco-friendly "green" design and an industry leading warranty. InnerWireless also collaborates with key industry partners to enable the delivery of turnkey solutions. As a Cisco Premier Certified Partner, specializing in Wireless LAN technology, InnerWireless provides and supports Cisco WLAN solutions. As an AeroScout Gold-Level Value Added Reseller, InnerWireless can deliver the latest in location-based solutions. With a complete end-to-end solution, InnerWireless helps achieve a new and lasting degree of wireless freedom. For more information about InnerWireless, visit www.innerwireless.com.

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