



Welch Allyn Office-Based Connectivity Solutions

WelchAllyn®

Advancing Frontline Care™



## Welch Allyn has a broad range of connected device solutions that can improve your office workflow

Quickly, accurately, and electronically capture, save, and store your patients' electronic diagnostic information in the workflow that's best for you.

- Electronically capture Cardiopulmonary, Vital Signs, or Diagnostic Image data and transfer directly to your EHR system.
- Get immediate access to your patient information anytime, anywhere, and eliminate the need for manual transcription.
- Electronic transfer produces accurate information every time, which improves data accuracy and practice efficiency. This can reduce your costs for testing and bolster your bottom line.



# Connecting your Cardiopulmonary Devices

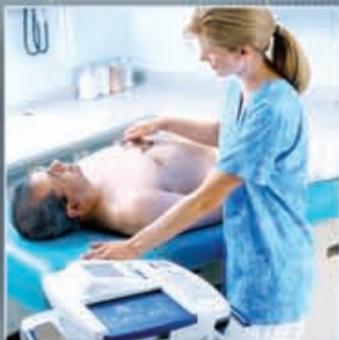
To transfer data from your Welch Allyn cardiopulmonary diagnostic devices to your EHR you'll need to use the Welch Allyn CardioPerfect™ Workstation software. This powerful software package has a variety of diagnostic tools that make it easy for you to analyze and compare cardiopulmonary data, allowing you to quickly find the information you need.

Utilizing a flexible software developers kit (SDK), Welch Allyn interface engineers have collaborated with EHR vendors to provide a bidirectional exchange of information between the EHR system and cardiopulmonary device software to create powerful and efficient diagnostic testing workflows. The result is a dramatically streamlined process for recording and capturing cardiopulmonary test data.

## Which Welch Allyn resting electrocardiograph (ECG) is right for you?

The broad line of Welch Allyn Resting ECG devices includes traditional box-based, PC-based, and even handheld ECG devices, giving you a variety of options to fit your office workflow. Once you've captured the ECG data you need, you can transfer it into your EHR through the Welch Allyn CardioPerfect Workstation software.

	Traditional ECG	PC ECG	Pocket ECG
Full alphanumeric keyboard and LCD display	•	•	
Lead Quality Graphic to highlight poor connections	•	•	•
Launch ECGs directly from your EHR without having to input patient demographics		•	
Once confirmed, automatically transfer ECG reports to your EHR for physicians' review		•	
Uses the Welch Allyn CardioPerfect™ Workstation software to transfer ECG tests to your EHR	•	•	•
Optional MEANS ECG interpretation software	•	•	
Serial comparison of previous ECGs		•	
Instant-on feature powers the device up immediately	•		
Review report data on screen		•	•
Print programmable reports on plain (standard) paper using an inkjet or laser printer		•	•



CARDIOPULMONARY DATA

IMAGE CAPTURE DATA

INTERMITTENT VITAL SIGNS DATA

Welch Allyn Exercise Stress ECG



Welch Allyn Pocket PC ECG



Welch Allyn Digital MacroView™ Otoscope



Welch Allyn ABPM 6100



Welch Allyn Spot Vital Signs® LXI



Welch Allyn CardioPerfect™ Workstation

AUTOMATIC 2-WAY TRANSFER  
PATIENT INFORMATION  
AND TEST DATA



Welch Allyn PC-Based Resting ECG



Welch Allyn Vital Signs Monitor 300 Series



Welch Allyn CP 100™ and CP 200™ Electrocardiographs



Welch Allyn Spot Vital Signs®



Welch Allyn PC-Based Spirometry



Welch Allyn Holter Systems

74bpm

99%

## Connecting your Image Capture Device

The Digital MacroView™ Otoscope was designed as a true plug and play system that is simple to learn and use. Images can be viewed and stored directly from any EHR with an available scan function, or saved images can be imported and then associated with a patient file—without the need for formal device integration development.

## Connecting your Vital Signs Collection Devices

Utilizing state-of-the-art software development kits (SDKs), Welch Allyn device integration engineers have collaborated with more than 60 EHR vendors to connect our market-leading electronic vital signs devices. The process is easy and consistent for each vital integration: simply take a set of vital signs and with one click, transfer the clinical information directly into the patient record.

This process helps to eliminate transcription errors and lessens the data collection burden for your staff. Plus it keeps your patients safe by ensuring that comprehensive and accurate vitals data is instantly recorded for each patient.

### Which Welch Allyn device is right for you?

Welch Allyn manufactures devices with a variety of parameters to fit the workflow that works best for you. Choose the configuration that fits your needs and then send that data directly to your EHR.

	Spot	Spot LXi	VSM
SureBP™ on Inflation		●	
NIBP on Deflation	●	●	●
Neonatal BP			●
SureTemp® Thermometer	●		
SureTemp® Plus Thermometer		●	●
Braun Ear Thermometer		●	
Nellcor® Pulse Oximetry	●	●	●
Masimo® Pulse Oximetry	●	●	●
Memory		●	●
Printer		●	●
Connectivity	●	●	●
Weight Scale Compatibility		●	
Manual Entry of Height & Weight		●	
Body Mass Index		●	
Timed Intervals			●
Alarms			●

# What is connectivity and why should I connect my diagnostic devices to an EHR?

Connectivity means a device can electronically exchange information and transfer its test results to an external software application such as an electronic health record (EHR) system. Connecting a device to an EHR simply means the device manufacturer and EHR system vendor have collaborated to develop a software interface and/or device integration that enables the automated transfer of the diagnostic data into the patient record.

In today's fast-paced practice, patient safety, workflow and cost savings are of the essence. By providing true connectivity—bidirectional exchange of data—between health devices and the electronic health record, your practice will enjoy these benefits:

- **ACCURACY**—Keep your patients safer and improve data accuracy by eliminating transcription errors and lost or mislabeled diagnostic test results.
- **EFFICIENCY**—Enhance your practice's efficiency by eliminating duplicate patient data entry and several manual printing, scanning, and filing steps.
- **TIME SAVINGS**—Save time and money by having immediate access to test results anytime, anywhere and allow your staff to focus on patient care and office management.

## Why should I buy a Welch Allyn connected device?

### Experience

Welch Allyn has the broad base of connectivity experience and EHR partnerships that make it the right solution for virtually any practice. We have established well over 100 device interfaces and integrations with more than 60 EHR companies. So, no matter which EHR system you choose, you can be confident that Welch Allyn devices will likely connect with them.

### Partnerships

Welch Allyn has developed close relationships with an elite group of certified vendors. These certified vendors are market-leading EHR partners we've collaborated with on rigorous connectivity workflow and implementation testing processes and guidelines. By partnering with these certified vendors, you can enjoy:

- Enhanced functionality and service standards for Welch Allyn connected devices.
- Superior customer experience when installing and operating a Welch Allyn connected device with a certified EHR partner.

### Industry-leading devices

When you are researching devices for your practice, you want to make sure you've got an accurate, reliable piece of equipment. And when you buy a Welch Allyn device, you know that you're buying products from the industry leader in physician offices for vital signs collection. Our rugged, reliable devices are the first choice for U.S. physicians and clinicians, and our large installed base is backed by an extensive dealer network and best-in-class service capabilities.

For more information on connectivity and a complete list of our EHR partners, please visit:

[www.welchallyn.com/wafor/physicians/connectivity](http://www.welchallyn.com/wafor/physicians/connectivity).

For more information on the Welch Allyn EHR certified vendor partners, please visit:

[www.welchallyn.com/ehrconnect](http://www.welchallyn.com/ehrconnect).

# Welch Allyn Service Offerings

We know that having your equipment ready and working when you need it is imperative to serving your patients' needs. And when you purchase a Welch Allyn product, we understand that we've entered into a long-term relationship with you and your practice. Our goal is to ensure your equipment is always ready to perform to expectations, and if not, we'll find a way to make it right.

To that end, we offer Welch Allyn Service Contracts which focus on protecting your investment, minimizing unplanned expenditures and maximizing your device up-time.

Below are a few service contract features we offer and the chart below highlights the individual features for each device or device family:

## Technical Support

Telephone support is provided M-F, 8 am to 8 pm Eastern by some of the best equipped, trained, certified and experienced support technicians in the industry.

## Remote Device Connectivity

Appropriately equipped devices allow our technical support technicians to remotely review, exercise, diagnose, and configure your devices.

## Device Repair

We provide efficient and timely device repair including the costs for all parts, labor and associated operations necessary to return your device to its optimal condition. For many service contracts, we provide free loaner devices during that period.

## Patient and USB Cables

As a benefit of purchasing a service contract for your cardiopulmonary devices, you will receive a new patient and/or USB cable each year and a 50% discount on additional cables purchased during that same contract term.

Service Contract features vary by Welch Allyn Product Family.

Product Family	Telephone Support	Remote Connectivity	Repair (Parts and Labor, Cleaning and Adjustments)	One Patient Cable per year	50% discount on additional Patient Cables	Loaners on Request	Software Updates	Calibration	2 Preventative Maintenance Services per year
Vital Signs Monitor 300 Series	•		•			•	•	•	
Spot Vital Signs®/Spot Vitals Signs® LXi	•		•			•	•	•	
CP 100™/CP 200™ Electrocardiographs	•		•	•	•	•	•	NA	
CardioPerfect™ Workstation Software	•	•	•	•	•	•	•	NA	
Exercise Stress ECG including treadmill	•	•	•	•	•		•	•	•
Ambulatory Blood Pressure Monitor	•		•			•	•	•	
PC-Based Spirometer	•		•			•	•	NA	
Holter	•		•				•	NA	
Digital MacroView™ Otoscope	•		•				•	NA	

For more information on Welch Allyn products, or Welch Allyn service contracts, please call 1.800.535.6663.