



## ***Healthcare Portfolio At-a-Glance***

Mobile computers, bar code scanners and wireless infrastructure designed to meet the needs of healthcare environments



# Proven complete mobility solutions for critical healthcare environments

Mobility enables your healthcare workers to deliver better patient care and achieve higher levels of productivity. Enabled with anytime anywhere wireless voice and data communications, workers can perform a wide variety of tasks right at the point of care. Bar codes can be scanned at the patient's bedside to verify that the right patient is receiving the right medication. Critical pages can be answered and urgent phone calls placed or returned while walking through the halls. And patient data and other crucial applications are always at the fingertips of healthcare workers — at the patient's bedside, at the nurse's station, in the operating room and beyond.

In this critical environment, you need the highest level of reliability and performance in both your mobile devices and your wireless network connection. When you choose Motorola products for your enterprise mobility solution, you get the peace of mind that comes with choosing proven products that are used in some of the world's largest healthcare organizations, manufacturers, retailers and more.

## When you choose Motorola products, you can expect:

### **The right devices**

Regardless of your application, there is a Motorola device designed to cost-effectively meet the various needs throughout your organization. Industrial mobile computers offer the rugged design and environmental sealing needed to endure the most demanding environments. PDA-style devices are lightweight, durable and easy to carry. And bar code scanners offer corded, cordless and IP-rated models with the ability to capture 1D and 2D barcodes as well as images. Whether you have administrative staff involved in taking inventory; nurses who need to identify patients, administer medication and monitor patient vital signs; or physicians who need to access patient records and order tests; there is a Motorola mobile device designed to meet your needs.

### **Exceptional scanning performance**

The global leader in bar code scanning for many years, Motorola offers patented features that deliver outstanding scanning performance — even on damaged and hard-to-read bar codes. The highly intuitive design delivers point-and-shoot simplicity, often eliminating the need to align the bar code with the scanner — and the time consuming and costly need for training. Advanced ergonomics ensure all-day comfort — even during an extended shift. In the critical environment of healthcare, your workers can count on highly reliable and accurate scanning performance — whether they

are performing a routine everyday task such as scanning a specimen label or verifying that the right blood is about to be administered to the right patient in an emergency situation.

### **High-performance reliable wireless networking**

The success of your mobility solution depends on the performance of your wireless LAN. When you need it all — enterprise class security, manageability, a full range of services, superior performance, scalability, and real value — the Motorola Wireless Switch solution delivers. Motorola's Wireless Switch system provides a dependable wireless connection that your employees can count on. With over 80 patents issued today, and 90 patents pending, our wireless LAN infrastructure is equipped with Motorola-only enhanced features that deliver proven value. As workers move throughout your building or campus environment, the Motorola wireless LAN ensures that they remain connected to your business systems — and productive. Running quietly in the background, the Motorola wireless LAN enables your workers to dependably transmit and access critical data as they move throughout the healthcare facility. This critical piece of infrastructure seamlessly integrates into your environment, providing support for a wide range of wireless services and technology. Voice over IP (VoIP), fast roaming and more ensure the quality of voice and data

## ***Count on Motorola mobility solutions to deliver the highest level of reliability and performance for your mission-critical healthcare environment.***

services — providing clear voice calls as well as reliable access to your patient information and healthcare applications. Other features work to increase processing efficiency on mobile devices to ensure adequate battery power for a full shift. When it comes to security, all Motorola wireless infrastructure offers the functionality needed to secure your data, and ensure HIPAA compliance. And Motorola's new Wi-NG (Wireless Next Generation) architecture provides the foundation for a truly RF-agnostic wireless LAN, capable of supporting the broad range of RF technologies available today and tomorrow — including RFID and WiMAX.

### **Powerful centralized management**

The majority of the cost of wireless networking solutions is post-deployment — day-to-day management and support. To address this issue, Motorola offers robust management tools that allow you to provision, monitor, manage, troubleshoot and update your entire wireless solution — from your mobile devices to your wireless infrastructure — all from a single centralized and remote location. The result is a dramatic reduction in IT management time, with enhanced wireless network performance and security — and maximum uptime for your system and your users.

### **A platform for today and tomorrow**

At Motorola, we believe in a complete systems approach, a single platform that not only greatly simplifies and reduces the cost of integrating and extending mobility throughout your enterprise today, but also enables the easy incorporation of tomorrow's devices, technology, standards and functionality. Our enterprise mobility platform provides a common hardware, software and management architecture that offers a number of big business benefits. Applications are easily ported across devices, maximizing your application investment dollars and lowering your total cost of ownership. Common application interfaces significantly reduce training time, since employees enjoy familiar screens and functionality. And the unification of operating systems, processors and more translates into a simpler technology infrastructure that significantly reduces IT staff support time — and costs.

### **The right services**

Just as your staff is often the lifeline to your patients, enterprise mobility solutions are the lifeline between your mobile employees and your business systems. Motorola offers the assistance you need up front to ensure that your mobility solution is designed and implemented

for maximum performance. And industry-leading post-deployment service options provide the additional insurance you need to minimize any downtime and control support costs.

**Motorola— the right choice for your healthcare mobility solution**

When you choose Motorola, you choose the leadership and experience needed to ensure successful mobility solutions, from the design of a system that meets your needs today but can grow with you, improves the productivity of your healthcare workers, and reduces errors throughout your organization — ultimately enabling safer and more personalized care for your patients.

For more information on how your healthcare organization can benefit from a Motorola enterprise mobility solution, contact us at +1.800.722.6234 or +1.631.738.2400, or visit us on the web at: <http://www.motorola.com/solutions/healthcare>



# Matching applications and devices

## Motorola's healthcare product portfolio by application

In combination with best-in-class partner applications, Motorola's broad product portfolio can meet a broad array of needs in the healthcare industry. The following chart provides a guideline to help determine which Motorola devices are best suited for specific healthcare applications.

APPLICATIONS	MOBILE COMPUTERS			SCANNERS			
	Industrial	Enterprise		Rugged		General Purpose	
	MC9090-G RFID	MC50	MC70	DS3478	LS3008	LS4278	DS6700
POSITIVE PATIENT ID		•	•	•	•	•	•
MEDICATION ADMINISTRATION		•	•	•	•	•	•
PATIENT MONITORING		•	•				
LABORATORY SPECIMEN COLLECTION		•	•	•	•	•	•
MEDICAL ROUNDS		•	•				
LAB AND RX ORDERS AND RESULTS		•	•				
INFUSION/SYRINGE PUMP PROGRAMMING		•	•				
REVIEW OF PHARMACEUTICAL PROFILES		•	•				
VITAL SIGN MONITORING AND PATIENT ASSESSMENT	•	•					
BREAST MILK TRACKING		•	•	•	•	•	•
NURSING ORDERS		•	•				
NURSE CALL			•				
CHARGE CAPTURE BY DOCTORS AND NURSES		•	•				
TRANSFUSION VERIFICATION		•	•	•	•	•	•
DIETARY AND NUTRITION		•	•	•	•	•	•
INVENTORY/SUPPLY MANAGEMENT	•	•	•	•	•	•	•
MEDICAL RECORD TRACKING		•	•	•	•	•	•
X-RAY TRACKING		•	•	•	•	•	•
ASSET MANAGEMENT/TRACKING	•	•	•	•	•	•	•
PATIENT TRACKING		•					
BIOMEDICAL ENGINEERING	•	•	•				
PHARMACEUTICAL SALES		•					
PATIENT ADMINISTRATION/INSURANCE CARD CAPTURE	•	•	•	•	•	•	
STAFF IDENTIFICATION		•	•	•	•	•	•

***From mobile computers to bar code scanners, there is a Motorola mobile device designed to cost-effectively meet the needs of your applications — and the rigors of your specific environment.***

## Motorola mobile computers

Motorola offers a variety of mobile computers to best meet your particular environmental and application needs, from industrial class devices with maximum rugged specifications for the most demanding hospital or other healthcare environments to enterprise class lightweight, durable and easy-to-carry PDA-style designs.

### INDUSTRIAL CLASS

#### MC9090-G RFID



The rugged MC9090-G provides workers inside the four walls with comprehensive data capture and mobile computing capabilities, including the ability to read and write Gen 1 and Gen 2 RFID tags, read any bar code and capture images — all with a single device. Designed to deliver reliable performance in the harshest conditions, the MC9090-G RFID easily endures every day drops, spills, wipedowns, and more. And the gun-style ergonomic design ensures comfort and protects against fatigue in task intensive environments.

### ENTERPRISE CLASS

#### MC50



The MC50 Enterprise Digital Assistant offers robust in-building wireless voice and data communications in a lightweight yet durable PDA-style design. The compact easy-to-carry device provides healthcare workers with the functionality they need to perform their jobs more efficiently and effectively, including: cost-effective VoIP voice services, including peer-to-peer, 1-to-1 and 1-to-many communications; the ability to capture 1D and 2D barcodes and images; wireless connectivity to crucial healthcare applications, such as laboratory orders and test results and patient records; and support for enterprise productivity applications such as email, calendars and scheduling.

#### MC70



The full-featured MC70 combines the power of a PDA, computer, scanner, imager and cell phone in a rugged device designed to endure everyday drops, exposure to moisture, wipedowns and more. The compact lightweight and highly flexible device offers anywhere anytime voice and data communications inside and outside the four walls through multi-mode wireless networking — WWAN/WLAN/WPAN. And robust voice functionality includes outstanding acoustical performance, superior voice quality, push-to-talk and handset, headset and speakerphone modes.

## Motorola bar code scanners

Motorola's bar code scanners offer the superior scanning performance that has made Motorola the leader in the industry, with a variety of devices to meet your needs and your budget. Rugged scanners provide the maximum in rugged design, from drop specifications to environmental sealing that enables wipe downs and sanitizing — especially important in healthcare environments. Our general purpose scanners balance durability with affordability while offering the same Motorola-only high performance scanning.

### RUGGED

#### DS3478



The rugged DS3478 handheld scanner provides your workers with cordless freedom along with the ability to capture 1D and 2D bar codes and images. High performance scanning functionality includes the ability to read poorly printed, damaged, high density and lower density bar codes. Scanning is as simple as point-and-shoot — the omni-directional scanning pattern eliminates the need to align the bar code and the scanner. The device offers maximum durability, able to endure repeated drops and washdowns, as well as exposure to dust and liquids. And the elimination of hazardous cables helps provide a safer work environment.

#### LS3008



The LS3008 corded scanner offers high 1D performance, durability and ease-of-use in a lightweight ergonomic design. The innovative multi-line rastering scan pattern eliminates the need for exact aim and positioning for simple point-and-shoot scanning, and enables the capture of even tiny, stacked and poorly printed bar codes. Patented single board construction and the frictionless Liquid Polymer Scan element eliminate common areas of vulnerability, delivering outstanding reliability. And the device is built to withstand daily drops as well as wipedowns.

### GENERAL PURPOSE

#### LS4278



The cordless LS4278 offers superior scanning performance, ease-of-use and durability for 1D bar code scanning applications. The Bluetooth enabled device offers secure transmission of data over the wireless network. The innovative multi-line rastering scan pattern eliminates the need for exact aim and positioning for simple point-and-shoot scanning, and enables the capture of even the smallest, stacked and poorly printed bar codes. The patented single board construction eliminates a common area of vulnerability. And the elimination of hazardous cables helps provide a safer work environment.

#### DS6700



The multi-purpose DS6700 provides the power of a bar code scanner, a digital camera and document scanner in single cost-effective device. Ideal for environments with diverse data capture requirements, the device can capture 1D, 2D and PDF417 bar codes as well as documents as large as 8.5 in. x 11 in./21.59 cm x 27.94 cm, enabling the scanning of patient IDs and medication bar codes as well as the capture of paper prescription and lab orders. The 1.3 megapixel camera combines with text enhancement technology to deliver superior document clarity — even on fine print — enabling hospitals to move from paper-based records to electronic filing to streamline record-keeping and regulatory compliance.

# Motorola wireless infrastructure

Regardless of whether you have a small healthcare facility or a multi-building campus environment, Motorola's family of wireless LAN products is designed to meet your needs, offering: next-generation Wireless Switches that deliver more functionality at a fraction of the cost of previous generation wireless LANs; security solutions that help ensure the confidentiality of hospital and patient data; and centralized management solutions that dramatically simplify and reduce the cost of deploying and managing wireless networks.

## MOTOROLA WIRELESS SWITCH SYSTEM

**WS5100 Wireless Switch** Designed for medium to large hospital environments, the WS5100 redefines enterprise class wireless networking with a new level of functionality, security, performance, manageability, scalability and cost-efficiency. The WS5100 also offers another industry first, Motorola's Wireless Next Generation (Wi-NG) architecture. Designed to support any of today's wireless protocols and emerging standards, Wi-NG enables companies to deploy and manage devices and infrastructure across the RF spectrum — from Wi-Fi and VoWLAN today to RFID, Mesh and WiMAX tomorrow.



**WS2000 Wireless Switch** The WS2000 is designed to meet the complete networking needs of physician offices and small hospitals. This powerful all-in-one solution delivers simplified and cost-effective wired and wireless networking, significantly reducing your upfront and ongoing networking costs. The WS2000 offers support for the most demanding applications, including voice and video. And the ability to easily scale and upgrade combines with full redundancy capabilities to provide a secure and reliable wireless networking platform for today and tomorrow.



**AP300 Access Port** A key component in Motorola's Wireless Switch systems, the AP300 provides the point of connection between your mobile devices and the wireless LAN (the WS5100 or the WS2000). This thin, low cost zero-configuration device is centrally managed from the Motorola Wireless Switch, and does not require manual maintenance. Support for standards-based Power-over-Ethernet eliminates the need and expense for power cables. And wall, ceiling and above the ceiling mounting options provide complete installation flexibility.



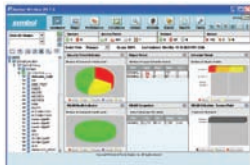
**CB3000 Client Bridge** The CB3000 provides a robust and secure wireless network connection for your medical equipment — eliminating the need or cost associated with wiring. Regardless of where or how many times equipment may be moved throughout the day, the CB3000 provides an instant and automatic connection to your network, ensuring the transmission of critical real-time data for better patient monitoring and improved patient care. Support for 802.11a/b/g connectivity ensures seamless integration into virtually any wireless LAN.



***You can count on Motorola's WLAN to provide your healthcare workers with all-day every-day mobile communications — from clear voice calls to a dependable data connection.***

## MANAGEMENT AND SECURITY SOLUTIONS

### Wireless Intrusion Protection System (Wireless IPS)



Wireless IPS delivers the tools you need to protect your wireless network infrastructure, mobile devices and wireless traffic from external threats, helping to ensure the security of confidential patient and hospital data. Around the clock monitoring ensures that security breaches are instantly identified — from rogue devices to attacks — enabling an immediate response. Whether your environment is small or large, this plug-and-play solution is easy to scale, upgrade and manage, bringing a new level of simplicity and cost-efficiency to enterprise level protection against unauthorized access. And HIPAA-compatible reporting helps provide cost-effective regulatory compliance.

### Mobility Services Platform (MSP)



MSP provides a single point of control for your entire mobility solution — from your mobile devices to mobile infrastructure and wireless applications. The scalable solution is ideal for any size environment — regardless of whether you are supporting hundreds or thousands of devices, or whether those devices are located locally or around the world. The fully featured solution enables remote provisioning and updating of any and all of your devices. And complete visibility into device metrics and applications enables the rapid troubleshooting and issue resolution required to minimize workforce downtime and maintain productivity levels.

### Motorola RF Management Software (RFMS)



Motorola RFMS provides your IT staff with the tools they need to plan, monitor and analyze the health of your wireless network — from a single laptop or desktop computer. RF Manager's web-based intuitive design enables even network administrators with little or no RF experience to take full control of Wi-Fi networks within a few hours of installation. A 'big picture' view of your wireless infrastructure — from the number of users connected to each Access Point to bandwidth usage, key performance indicators (KPIs) and more — enables pro-active assessment of your wireless network, allowing administrators to take any appropriate actions to maintain or restore performance levels.

# Handheld device portfolio at-a-glance

## Mobile computers and bar code scanners

The following chart provides a high level overview of the key features in Motorola mobile computers and scanners suitable for use in the healthcare industry. Use this chart to help assess which products offer the right level of durability for your environment and functionality to support your applications. Please refer to the product specification sheets for complete product information.

MOBILE COMPUTERS												
Device	Computing Platform	Rugged Specifications			Data Capture Options				Voice	Wireless Networking		Manageability
	Operating System	Sealing	Drop Spec	Tumble Spec	1-D	2-D	Imaging	RFID	Integrated VoIP	WLAN	WPAN	Centralized Mgmt. Solution
<b>INDUSTRIAL CLASS</b>												
MC909-G RFID	Microsoft Windows® CE.NET or Windows Mobile 2003	IP64	6 ft./1.8m drops to concrete across the operating temperature range	2000 tumbles at 3.28 ft./1m (4000 drops)	•	•	•	•		•	•	MSP
<b>ENTERPRISE CLASS</b>												
MC50	Windows Mobile® 2003 Second Edition	N/A	3 ft./0.91m drops to tile over concrete	N/A	•	•	•			•	•	MSP
MC70	Windows Mobile® 5.0	IP64	4 ft./1.22m drops to concrete across the operating temperature range	1000 tumbles at 1.65 ft./5m (2000 drops)	•	•	•			•	•	MSP

SCANNERS									
Device	Rugged Specifications			Data Capture Options			Form Factors		Manageability
	Sealing	Drop Spec		1-D	2-D	Imaging	Corded	Cordless	Centralized Mgmt. Solution
<b>RUGGED</b>									
DS3478	IP65	6 ft./2m drops to concrete across the operating temperature range		•	•	•		• Working range: 150 ft./45.72 m	N/A
LS3008	IP53	6 ft./2m drops to concrete across the operating temperature range		•			•		RSM
<b>GENERAL PURPOSE</b>									
LS4278	N/A	5 ft./1.5m across the operating temperature range		•				• Working range: 150 ft./45.72 m	RSM
DS6700	N/A	6 ft./1.8m across the operating temperature range		•	•	•	•		RSM



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