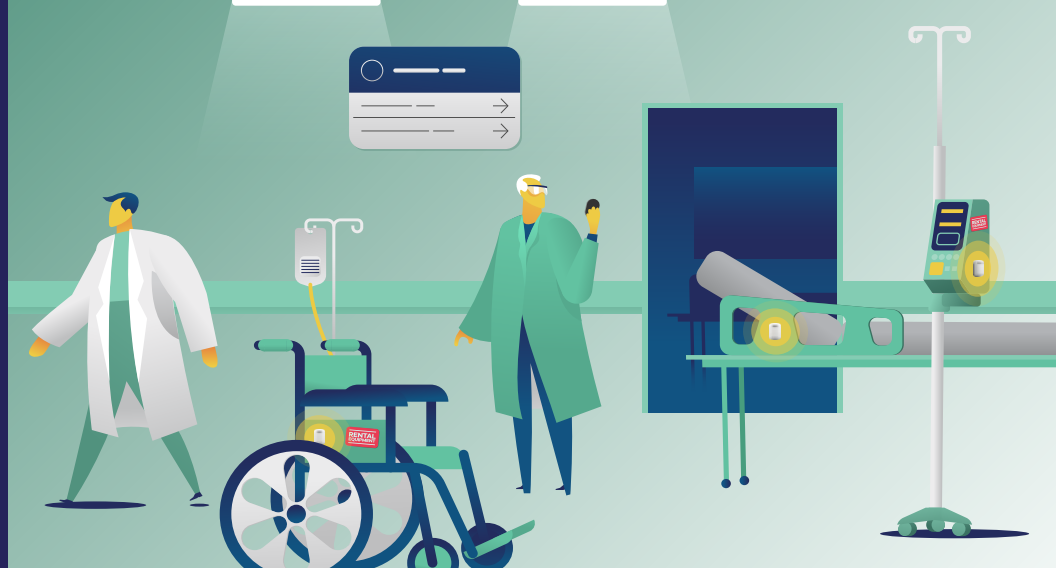


5 Key Questions to Ask When Choosing an RTLS Solution for Your Hospital



Between infrared, ultrasound, Wi-Fi, BLE, and UWB – there are a lot of different types of RTLS. Asking the right questions is key to avoiding buyer's remorse.

1. WHAT BUSINESS PROBLEMS DO YOU WANT TO SOLVE? In order to ensure RTLS success, identifying the problems that you want to solve prior to investigating technologies is critical to ultimately selecting the right vendor. Do you want to increase utilization, reduce rental costs, make PAR-level management more efficient or simply track and locate assets? Understanding these requirements will drive more productive conversations with technology providers and help you weed out solutions that cannot solve your most critical challenges.

2. WHAT IS THE INSTALLATION AND START-UP COST? Hidden costs, like pulling cables, installing equipment and the associated interruption to patient care can inflate installation and start-up costs, hurt your bottom line and make achieving positive ROI impossible. Before selecting a vendor, be sure to factor in how the various technologies may affect time to value and complete cost of deployment. Legacy technologies like infrared, ultrawideband (UWB), and ultrasound RTLS can require enormous outlays to run cables and install equipment.

3. WHAT IS THE VENDOR'S CONFIDENCE LEVEL IN DELIVERING ON ACCURACY? You might ask: "How many times out of 100 can your product correctly identify the patient room where it is deployed?" In addition to that key figure, confidence is a critical component for other reasons too. First, it can be a key differentiator between similar products, illustrating who can follow through on their promises and who can't. Second, confidence level can affect pricing. One solution boasting 99 percent confidence might be twice as expensive as another boasting 95 percent confidence, and you will have to decide which of your needs is more acute: cost or accuracy.

4. WHAT IS THE TOTAL COST OF OWNERSHIP? Request an estimate from each vendor you are considering. This should include not only the amount of the solution (including installation, infrastructure, tags, and ongoing service) but also what you need to invest to ensure the solution works. Additional costs often forgotten are internet network upgrades to account for the extra traffic RTLS brings, labor costs for running cables and wires, and the estimated time patient rooms will be out of service for installation.

5. HOW ACTIONABLE IS THE DATA THE SYSTEM PRODUCES? Some real-time location solutions can track thousands of assets at a time – but if the tracking is only 75% accurate, or the system doesn't give you the ability to track assets in real-time throughout your entire facility (hallways, supply rooms, etc.), it's difficult to use it to make decisions.

GET SUPPORT FOR YOUR RTLS SEARCH Our staff has decades of experience in the RTLS market and would be glad to support you and your organization through this complicated, but important, decision. If you would like to learn more about using RTLS to achieve room-level accuracy, minimal disruption, and proven cost savings then [contact us today](#).



Cognosos equips hospitals with the real-time asset intelligence needed to unlock insights and drive decision-making. Its lightweight platform deploys quickly and offers hospitals room-level accuracy with minimal disruption of operations. **To learn more visit: www.cognosos.com/hospitals**