



Healthcare IT Solutions

Discover the right IT solutions to help you deliver world-class healthcare.

Get the objective advice you need, the industry-leading technology you want, and the real support you can count on from Black Box.

Providing
IT healthcare
solutions for
36 years



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specifications

Custom Healthcare Cabling



Secure, easy-to-deploy
wireless

SmartPath™ Enterprise Wireless



Improved visitor and patient
communications

iCOMPEL™ Digital Signage



AC4000A

iCOMPEL™ Digital Signage

Improve visitor and patient communications, increase awareness, and market ancillary services.

- Improve communications, inform, educate, notify, alert.
- Ideal for wayfinding, emergency notification, and patient education.
- Works out of the box with no recurring licensing fees.

more info Webinars, Demos, Brochures, Videos, Case Studies: blackbox.com/go/iCOMPEL

SmartPath™ Enterprise Wireless System

Fast, secure wireless that's simpler and more affordable to deploy.

Manage all system APs from the cloud!

- Easily integrate an 802.11n wireless system into your enterprise network.
- Offers the speed, security, and stability of a wired network.
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LWN602A

more info Brochure, White Paper: blackbox.com/go/SmartPath

DVI-D Matrix Switches

Quickly swap out images, digital signage, and other messages.



XPT-DVI4X4

- Send video from up to eight PCs, DVD players, and HDTVs to LCDs, projectors, etc.
- Perfect for medical imaging and conference rooms.
- Ideal for projecting digital signage messages.
- **Learn more at blackbox.com/go/DVIMatrixXPT.**

Get the right tools, tips, and technology to help your healthcare customers build, manage, extend, and secure their technology networks.

Today's healthcare customers want to maximize their technology investments.

They are upgrading and expanding their networks to improve patient care, operational efficiencies, and compliance with government regulations. Let the experts at Black Box help you help them by designing, sourcing, and implementing innovative solutions including:

- Access control (HIPAA/HITECH)
- Cyber/network security
- Data center enclosures
- Digital signage
- Disaster recovery/backup switching
- Infrastructure expansion
- Network security
- Operating room video solutions
- Patient room/nurse station monitoring
- Remote monitoring

Use our library of tips and tools to help your customers achieve their technology goals.

Visit blackbox.com/go/Resources for white papers, case studies, videos, webinars, buyer's guides, product configurators, and more.

White Papers

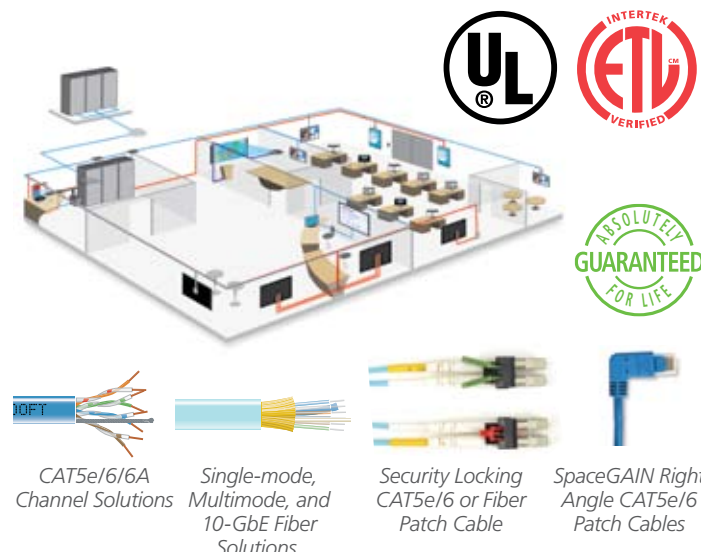
Choosing the Right Digital Signage System
Extending the Life of Your Data Center
The Basics of NAC—Network Access Control
Wireless Mesh Networking

Case Studies

Digital Signage Rollout in a National Healthcare System
Oneida County Hospital—Secure Wireless Infrastructure

Fiber Solutions and ETL-Verified CATx Channels

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- **Learn more at blackbox.com/go/EverythingCable.**

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LVN5250A



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ServSwitch™ 4site KVM Switching

View multiple diagnostic screens without banks of monitors.



KVP4000A

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- Easily display video from up to four servers on one screen.
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EncryptTight™

Get air-tight WAN security without wasting time on tunnels.

FIPS 140-2 Certified



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- Scalable and easy to deploy and manage across large WANs.
- Helps you comply with HIPAA, HITECH, PCI, and other data-protection standards.

more info Brochure and more: blackbox.com/go/EncryptTight

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NEMA 12

Go green.

- Cut cooling and power costs with large- and small-scale cooling solutions.
- Cool only the cabinet—not the entire room—with AC ClimateCab™ cabinets.
- Reduce power costs with Cold Front™ liquid cooling.
- Configure your ideal cabinet on-line in 20 seconds with Elite™ Cabinets. We'll ship in two days.
- **Learn more at blackbox.com/go/ClimateCab, blackbox.com/go/ColdFront, blackbox.com/go/Elite, and blackbox.com/go/CabCon.**

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Put critical network connections under lock and key.



Key Locks require a removal tool. Secure Locks hold cables in place.

- Lock up critical network connections in ORs, labs, nurses' stations, patient rooms, and more.
- Safeguard wireless, PoE, and security connections.

more info Brochure, Video:
blackbox.com/go/LockPORT.

HDMI Cables and Adapters
Connect the latest imaging and display equipment.



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- Ideal for interactive patient monitoring, clinical information equipment, Computerized Physician Order Entry (CPOE) systems, and more.
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Comprehensive connectivity solutions to help your healthcare customers maximize patient care.

When patient care is on the line, count on these Black Box lifelines.

Today's healthcare environment imposes huge demands on communications infrastructure systems. For optimum patient care, healthcare facilities must ensure the timely, accurate flow of information. From custom cables designed for complex equipment connections to secure locking patch cables protecting vital network ports, you'll find what you need right here. Black Box understands the demands unique to the medical industry and can help you maximize patient care by maximizing technology.

USB Cables
When you need printers and scanners to work every time with no downtime.

- Make super-reliable, worry-free connections to printers, scanners, hard drives, storage docks, and more.
- Choose from USB 3.0, 2.0, and 1.1 cables and adapters.

• **Learn more at blackbox.com/go/USBCable.**



VGA Audio/Video Cables
Connect AV conferencing equipment. Make traditional display and monitor connections.

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Customs made easy.

Tell us what you want to accomplish and we'll custom design a solution for you. Depending on your application, we can modify existing cables, adapters, and other products to your specs. Or we can build them from scratch. Best of all the engineering support and custom design service is absolutely free. Some custom solutions can include:

- Same day, cut-to-length CAT5e/6 cable.
- Multicolor fiber patch cables.
- Bundled CAT5e/6 cable.
- Y and octopus cables.
- Snap-on/off connectors.
- Special pinning and unusual connector combinations.
- Custom adapters.
- And much, much more.

Specialized Custom Healthcare Cables and Assemblies
Find the right cable for your healthcare connections.

- Patient Equipment
- Nurse call cables.
 - Computer and networking cables
 - Workstation cables.
 - ICU power and monitoring connections.
 - Electric wheelchair wire and cable.

- General Monitoring Equipment
- Video monitoring cables.
 - Computer cables and network connections.
 - Routers and network equipment connections
 - Security station cables.
 - Remote monitoring cables.

• **Learn more at blackbox.com/go/Customs.**

“Made to order—fast!
“The crunch was on when the Black Box rep called back. She worked magic and was able to get the custom adapters out to us in two days—literally! Awesome teamwork!”

Jaime Schisel
Instrument Specialist
Mysis Healthcare Systems

Made-to-order connectivity solutions.

Can't find it? Stop searching. Find exactly what you need right here because customs are a Black Box specialty.



Custom Nurse Call Station Cables
When patients need help, make sure the calls get through.

- We can custom design cables to your exact specifications including special connectors, angles, colors, and more.
- Audio connectors can include:
 - RCA
 - ¼" mono and stereo (straight exit or right angle)
 - 3.5-mm (straight exit and right angle)
 - Other standard connectors.
- Colors include black, red, blue, white, yellow, and green.
- Custom features can include Y cables, heat-shrink splashguards, etc.
- To discuss your custom cabling specifications, contact Tech Support at blackbox.com/go/TS or 724-746-5500.
- **Learn more at blackbox.com/go/Customs.**

Custom Stainless Wallplates
Complex healthcare equipment connections made easy.

- Accommodate multiple medical equipment connections with wallplates built to your specs.
- Choose from single-, dual-, triple-, and quad-gang widths.
- Connectors can include:

- | | | |
|---|-------------------|-------------------------|
| - RCA in yellow, red, white, green and blue | - DVI | - BNC |
| - S-Video | - HDMI | - F-Type |
| - VGA | - DB9, DB15, DB25 | - 6- and 8-pin mini DIN |
| - 3.5-mm | - USB | - 3-pin XLR |
| | - CAT5e/6 | - And more. |
| | - RJ-45, RJ-11 | |

- To discuss your custom wallplate specifications, contact Tech Support at blackbox.com/go/TS or 724-746-5500.
- **Learn more at blackbox.com/go/Customs.**



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Case Study

Industry: Healthcare

Fremont Memorial Hospital

Project: Digital signage

Major challenge: Easy-to-use, affordable system



The background.

When Fremont Memorial Hospital wanted to install a digital signage messaging display in its newly renovated lobby, it turned to John Raymond, vice president of Muzak of Toledo. The hospital's communications goals were to welcome visitors, promote services, announce meetings, publish bulletins, and more.

A thorough search.

As Mr. Raymond started researching different video messaging products, he happened to receive an e-mail from Black Box introducing its iCOMPEL™ digital signage solution. Impressed by what he saw, Mr. Raymond did more research into the system and contacted Black Box. That's when he found out iCOMPEL would be displayed at the InfoComm show in just a few weeks' time. Mr. Raymond, who was going to the show to find the best system for Fremont, immediately made plans to see the system.

The demo.

Once Mr. Raymond saw the iCOMPEL demonstration at the show, he was convinced that it was the right system for Fremont. It offered a better price and a far broader feature set than any of the other systems on the market. The clincher was how easy it is to use. At that point, Mr. Raymond sent his recommendation for iCOMPEL to Hank Preston, network administrator at Fremont.

"It's so easy."

Once Mr. Preston saw iCOMPEL, he, too, was convinced that it was the answer. He wanted a video system with multiple zones and

a network connection that could be controlled from a central location. iCOMPEL gave him that plus the ability to use live feeds and instant messaging.

During a short training session, Mr. Raymond and Mr. Preston set up four different layouts and got the system up and running.

"I'm very pleased with iCOMPEL," said Mr. Preston. "It does everything we wanted to do but couldn't before. It's working out really well. We're sending a constant feed to a 52" screen in the lobby."

"I didn't have a lot of digital signage experience and am happy with how far this system has come. The functionality has been fantastic and the basic operation to update content is very easy. It's so easy, I'm passing on the responsibility for the content to the marketing team."

Two is better than one.

Mr. Preston was so impressed with the iCOMPEL system, he decided to order a second system for an information channel on the hospital's cable distribution system. The hospital already had a modulator and an available channel, but it never had a good way to implement it. iCOMPEL gave Mr. Preston an easy, affordable way to broadcast menus, bulletins, and other information to patients and staff. To set up the cable channel, all Mr. Preston needed was a Black Box converter, which converted the iCOMPEL output to a Composite signal for the internal cable channel.

"The iCOMPEL is a great product that we are happy to add to our product mix. Its power and flexibility make it a great fit for many applications. Our customer immediately saw the value in using two units, one for static display in the newly renovated lobby and one for use as an information channel on the hospital's cable distribution system. Our research into competitive products showed that no other solutions offered the mix of features and flexibility at this price point. We are excited about future signage options with iCOMPEL."

John D. Raymond, Vice President, Convergentech, Muzak of Toledo, Zaiser Communications Companies

e Black Box Explains

ANSI/TIA-1179 healthcare infrastructure standard.

Today's healthcare industry is a growing, challenging, competitive environment reliant on the latest technology to provide the best patient care in the most operationally efficient manner. Driven by the need to deploy advanced clinical and non-clinical applications, IT professionals in healthcare demand much more of the cabling infrastructure and face many more regulations and challenges than their counterparts in traditional commercial buildings.

The Health Insurance Portability and Accountability Act (HIPAA), enacted in 1996, initiated the drive towards the electronic capture and storage of medical records. This was reinforced as part of the American Recovery and Reinvestment Act of 2009. Congress passed the Health Information Technology for Economic and Clinical Health (HITECH) Act, which provided incentives and money to encourage Electronic Health Records systems (EHRs) with the goal of complete electronic records by 2014.

A new TIA standard—1179.

To address the unique connectivity needs of healthcare facilities, the ANSI/TIA-1179 Healthcare Infrastructure standard was ratified in 2010. The standard was actually initiated by a group of healthcare facility end-users who suggested that while the then current TIA-568-B standard was good, it did not address particular design, installation, and construction considerations of healthcare facilities. The new standard specifies the infrastructure requirements, including cabling, topology, pathways, work areas, and more for a wide range of healthcare facilities.

What's included in 1179?

Cabling pathways

TIA 1179 specifies a minimum of two diverse pathways from each entrance facility or equipment room to each telecommunications room or telecommunications enclosure for critical care areas. In hospital environments, this redundancy is crucial as the network could be the difference between life and death for patients. This also enables the network designer to separate traditional data and voice applications from critical healthcare applications, such as imaging and diagnostic communications.

Equipment room size

TIA 1179 recommends larger equipment and telecommunications rooms allowing for 100% growth. This is to prevent significant disruption of rooms, hallways, and other areas when expansion is needed. The standard specifies rooms or 12 m² or larger.

Security and segregation

The standard recommends segregated networks to ensure adequate support of life and safety protocols. The standard also recommends using color-coded cables, colored jacks, and keyed connectors. It does not specify certain colors for particular services or applications.

Infection control

Infection Control Requirements (ICR) have an impact on how much or little access cabling techs have to cabling pathways. The standard first recommends labeling spaces subject to ICR measures. It also advises using enclosed pathways, especially in air-handling spaces. In contrast to traditional commercial spaces, with healthcare space, system designers will very often find that they can't use open plenum spaces for routing cable. The standard also suggests that telecommunications enclosures

might be better for ICR areas and should be of a suitable material when installed in surgical and other sterile environments. In addition, ICR procedures could involve restricting the number of ceiling tiles that can be removed, how long they are removed, etc.

The work area

The work area receives the most attention and is subject to the most changes in TIA 1179. Unlike traditional work areas in commercial buildings, which consist of a computer, phone, printer, etc., there are 11 definitions for work areas in a healthcare facility. They are: Patient Services, Surgery/Procedure/Operation Rooms, Emergency, Ambulatory Care, Women's Health, Diagnostic and Treatment, Caregiver, Service/Support, Facilities, Operations, and Critical Care.

The standard goes on to recommend work area outlet densities based on the function at each location. The standard breaks each classification into one of three subgroups: a low-, medium, or high-density work area. It then specifies the number of outlets for each, depending on the function: Low-density: 2–6 outlets; medium-density: 6–12 outlets, high-density: 14+ outlets. For example: in Patient Services, patient rooms and nurse's stations are high-density work areas, whereas the family lounge and waiting room are low-density work areas.

In addition, TIA 1179 does not require outlets to be located together. The location of the outlet can also vary depending on the use. While commercial building outlets are 18" above the floor, outlets in healthcare facilities may be at bed height to accommodate temporary and permanent equipment connections, such as nurse call systems, patient monitors, test equipment, etc.

Transmission media

To accommodate high-speed transmission, the standard recommends using CAT6A cable capable of supporting 10-GbE for new healthcare installations and a minimum of CAT6 for existing installations. CAT5e is recognized, but not recommended. The standard recommends using a minimum of CAT6 cabling for horizontal runs, and fiber (multimode or single-mode) for backbones, which should be redundant. For high-bandwidth transmissions, such as CT scans and MRIs, 50-micron multimode fiber is recommended.

MUTOAs

Although the standard does not recommend the use of multiuser telecommunications outlet assemblies (MUTOAs) in new construction, it does allow for the addition of up to 24 additional outlets to a work area in an existing facility.

Environmental considerations

The standard also recognizes that some areas in healthcare facilities may be subject to different environmental factors, such as high EMI, atmospheric contamination, high temperatures, chemicals, etc. These considerations may effect your choice in cabling and how it is installed. Solutions and installation should be compatible with the surrounding environment. The standard does not specifically address what components to use in harsh environments.

Transmission and topology

The standard specifies the same star topology and cabling lengths as specified for commercial buildings.

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"Just want to say that Charles and Garrett helped us so much. A solution was found and Garrett, in particular, went above and beyond to help. Thanks. Our experience was refreshing."

Judy Crawford
Sr. Desktop Technician
Siskiyou County



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