

NURSE CALL IN THE VA



STANDARD

“Setting the Standard... for Excellence”



STANDARD COMMUNICATIONS INC.

Call 1-781-302-9399 or email the following for more information:

Charlie.Nowak@SCINow.com, Rick.Williams@SCINow.com, RJ.Discher@SCINow.com



Jeron Nurse Call in the VA

50%

**Less Conduit
& Cabling**

70%

**Avg. Savings
on Software**

50%

**Fewer
Servers**

50%

**Less
Cabinets**

80%

**Lower Cost
SMA**

50%

**Less
Power to
Cabinets**

JERON ADVANTAGES

Modern
Software Stack



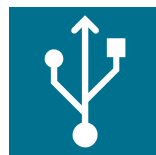
Interoperability



No Proprietary
Connectors



Lightweight
Infrastructure



100% FIPS 140-2
Compliant



Made in USA



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NURSE CALL ESTIMATION BEST-PRACTICE

Retrospective Analysis, using the Federal Procurement Data Base nurse call award data, has revealed the 2022 average cost for a Nurse Call System is \$10,000 per single patient room.

The cost for a new nurse call for 25 single patient rooms would be \$250,000. By using this estimation best-practice methodology, budgeting accuracy will improve, project timeliness will be improved, and profitability risk will be reduced by 3x.

**This excludes painting, patching, conduit, cabling, and dust containment.*

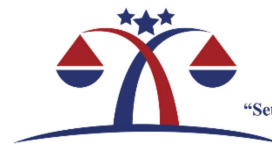
The main driver for the cost increases from the prior report are being driven by increased material, labor and supply chain costs. In 2022, these cost elements are up 29% in 2022 alone.

END OF LIFE ANNOUNCEMENTS

Several manufacturers have released end-of-life notifications for devices, software, and systems over the past 12 months. For the VA this means they may need to replace current nurse call servers, software, and end-point devices with all new as the old devices and software are not compatible with the new.

The best practice is to contact the VetBiz verified vendor for nurse call modernization to determine backward/forward compatibility and if project should require a stand-alone nurse call system.

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LESS INFRASTRUCTURE

Jeron Nurse Call requires less infrastructure footprint within a facility compared to other Nurse Call Systems:

- 50% Less Conduit and Cabling
- 50% Less Cabinets freeing up space within IT Closets and IT Racks.
- 50% Less Power to the Cabinets
- Lightweight hallway and room infrastructure

LESS VA SERVER REQUIREMENTS

Jeron requires few servers when Software is included on a project:

- 50% fewer servers providing a smaller footprint
- 80% lower cost of annual software maintenance assurance
- 70% Less cost of Typical Software Package
- Modern Software Stack with Modular Add-Ons

SYSTEM INTEROPERABILITY

Jeron’s Provider Series 790 and 700 have backward/forward capabilities.

- This eliminates different make, model and version issues, providing a complete integrated system

Competitive Nurse Call Manufacturers do not have the ability to talk to each other.

- Resulting in over engineered systems driving increased cost or having multiple stand-alone systems within a facility or network.