Industry Trend
Demands on our overextended healthcare system continue to increase due to:

- The aging population
- A skilled labor shortage
- An epidemic of chronic disease
- Systemic issues (i.e., hospital readmissions)

In response, the Healthcare industry is undergoing significant change, fueled in part by the $26B investment (by 2014) in Electronic Medical Record (EMR) systems as part of the ARRA – HITECH Act.

Modern medicine is a ‘team sport’ with a growing need to coordinate care across multiple caregivers in multiple settings, while ensuring that both patient safety and privacy requirements are met. At the same time, the growing shortage of qualified licensed staff coupled with increased demand of any aging populating is forcing these organizations do more with less, making it increasingly difficult to ensure safety and provide the high level of service required.

Healthcare Provider Challenges & Solution Provider Opportunities
The rapid proliferation of mobile devices in the hands of consumers and medical professionals is leading to an increased pressure on healthcare organizations to leverage the prevalence of mobile technology to address the key issues impacting the healthcare system in the US.

There are two emerging mobility areas of opportunity in the healthcare space that address the core challenges facing the industry:

- **Mobile EMR** Leveraging investments in EMR
- **Telehealth/mHealth** Remote patient monitoring

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**Shortage**

Of 60K physicians and 500K nurses by 2015\(^1\)

133M People in the U.S. with at least one chronic disease (42% of population)\(^2\)

12.6% On average, of all hospital readmissions are avoidable, which equates to $9.5M in annual ‘at risk’ profit at an average hospital\(^3\)

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**Adoption Rate of Mobile Devices Amongst Medical Professionals**

<table>
<thead>
<tr>
<th>Profession</th>
<th>Nursing</th>
<th>Physicians</th>
<th>Pharmacy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adoption Rate (%)</td>
<td>96%</td>
<td>69%</td>
<td>56%</td>
</tr>
</tbody>
</table>

Source: [x]cube LABS
Mobile EMR: Providing Physicians & Clinicians Mobile Access to Patient & Clinical Information

The increasing complexity of balancing the number of regulatory requirements, the growing Bring Your Own Device (BYOD) trend, and consumer mobile app expectations places increased strain on IT organizations to empower clinical users with appropriate patient data at the right place, the right time and the right device.

A trend that eases the adoption of mobility solutions in healthcare is the rapid increase of tablets and smartphones for day-to-day activities by medical professionals.

In order to take full advantage of the productivity and efficiency benefits of mobile device adoption by medical professionals and the resulting BYOD trend, IT organizations need to address the resulting BYOD implementation challenges:

- Protect patient privacy with mobile security, compliance, and DLP
- Support corporate and BYOD devices Manage clinician and staff mobile devices based on ownership
- Secure distribution and access to confidential documents Maintain PHI and HIPAA compliance
- Enable and secure IT tools including email, VPN, and Wi-Fi networks
- Scale solutions to support health system-wide mobile deployment
- Enhance interaction and improve care while securing data

Telehealth/mHealth: Remote Patient Monitoring & Diagnostics

Lowering healthcare delivery costs and improving clinical outcomes and patient safety are key goals of hospitals and clinics. Remote patient monitoring and diagnostic devices provide hospitals the opportunity to reduce costs and improve patient health outcomes following hospital discharge and for the millions of patients with chronic diseases.

The Affordable Care Act states that Medicaid/Medicare providers will no longer be reimbursed for treating their patients for specific illnesses, injuries, or readmissions that should have been prevented. The Act, combined with escalating healthcare costs and an estimated 98,000 annual preventable medical error related deaths, are driving hospital requirements to improve staff productivity, increase patients safety, and focus on clinical outcomes.

These new incentives are making healthcare providers reexamine the economics of telehealth and chronic disease management solutions that enable remote patient monitoring and diagnostics upon patient discharge from the hospital.

- Key benefit Significant reduction in patient readmissions associated with chronic diseases following hospital discharge

From the healthcare provider perspective, key factors contributing to the growth of remote patient monitoring and diagnostics include:

- The aging population
- Continuing increases in healthcare costs and advances in technology
- Government incentives/penalties
- Cost effectiveness of patient monitoring

With wearable devices, patients can be monitored in real time and alerts can be sent wirelessly to appropriate health care providers when patients need attention. Furthermore, these wearable wireless devices also allow for integration of patient health data points in the patient health profiles further enhancing and streamlining the value of EMR implementation through mobile solutions.
Why Ingram Micro Mobility?

At Ingram Micro Mobility, we understand mobility and IT challenges facing today’s healthcare providers — from data sharing across systems to BYOD programs to EMR and associated security and privacy issues. Our comprehensive healthcare solutions can meet these demands and modernize the technology infrastructure, resulting in improved care, lower costs, and increased patient and employee satisfaction. Our vast experience in IT, mobility, and extensive healthcare expertise allow us to deliver integrated solutions today’s healthcare providers need.

Select Healthcare Mobility Solution Partners

**Devices**

- Apple
- Samsung

**Accessories**

- Ballistic
- Lifeproof
- ZAGG

**Mobile Device Management**

- BlackBerry
- SAP

**Wireless Carriers**

- AT&T
- Sprint
- T-Mobile

**Telehealth/mHealth**

- Qualcomm Life

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1. Association of American Medical Colleges and the Bureau of Health Professions
2. Center for Disease Control and Prevention
3. Objective Health analysis
4. National Association for Home Care & Hospice
5. Cressey & Company
6. CTIA

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About Ingram Micro

$41.4B Ingram Micro Global Revenue 2012
20,000+ Employees
34 Years in Technology Distribution
6 U.S. Logistics & Distribution Centers
1,700+ Vendors Represented Globally
200,000+ Resellers Served Globally

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