

Success Story



Add-On Data successfully partnered with the Lahey team in the deployment of point-of-care equipment to every examination and procedure room at the Department of Ophthalmology's three Boston-area offices, resulting in greater workflow efficiency and increased occupancy. All budget obligations and installation milestones were met.

— Robert P. Laramie
Vice President of Electronic Health Records (EHR), Lahey Clinic

Clinician/Facility Needs



The Lahey Clinic Department of Ophthalmology was established some thirty years ago, continuing the teaching hospital's mission of serving patient needs by providing comprehensive medical care under a single rooftop.

Today, the medical center's ophthalmology center includes more than 35 outpatient examination and adjacent operating suites in three locations, staffed by more than 70 medical professionals, facilitating the very best in care. In addition to providing routine eye examinations, ophthalmology team members diagnose and treat all aspects of eye disease in adolescents, adults and seniors.

As part of a facilities upgrade and the transition to EMR, the medical center was seeking a partner to help integrate point of care systems at the Department of Ophthalmology's three suburban Boston-area locations. Specifically, the medical center needed to install arm-mounted computers, monitors, keyboards and mice in each of the rooms that extended over work surfaces to a position that was perpendicular to the patient in the exam chair. In addition, a second wall-mounted monitor located above the work surface was required to demonstrate patient findings or to explain procedures and allow the clinician the opportunity to update patient record information.

Add-On Data Solution

With more than 25 years experience, 3,700 access point installations, and a history of collaborating with leading health care organizations to develop and deliver the right point-of-care solutions, Lahey Clinic contacted Add-On Data.

Add-On Data worked with hospital's technology team and conducted a site survey of each location with the hospital's Director of Management Information Systems, Project Manager, Architect, VP of Electronic Health Records, and Chief of Ophthalmology. The architect and chief of ophthalmology had strict workflow requirements concerning the functionality, stability, aesthetics and maintenance of the solution.

"Add-On Data is completely vendor agnostic and recommends product based on a match between a client's specific environmental needs and budget, combined with the specific form, fit, and function of the product lines of leading manufacturer," said Steve Shaheen, Add-On Data President.

Working off the medical center's list of requirements, Add-On Data's team narrowed down a list of possible wall-mounted solutions to those products known for ease of motion, true ergonomic design, and space-saving technologies – as the best candidates.

So that all users could provide feedback, Add-On Data proposed a pilot installation in each of the three locations that was scheduled during lunch time so that patients and staff were not inconvenienced. Additionally, Add-On installed a solution that matched a particular examination room's décor and wall coloring to present a totally finished look.

"As a physician, I was impressed with Add-On Data's logistical coordination, teamwork, professionalism, and effort that went into the successful installation of the point-of-care systems in our thirty examination and procedure rooms so that no room was offline during the course of normal business hours," said a Lahey Clinic Ophthalmologist.

The Pilot was successful and a Purchase Order was issued for a turnkey solution including expert installation, installation hardware, and annual maintenance. Installation restrictions required that Add-On Data's



installation team personally deliver the equipment to avoid receiving delays and that all construction work be completed on weekends while the rooms were not used, in addition to total project completion within four weeks.