

Success Story



Cambridge Health Alliance

Add-On Data defines how an IT partner should work with a health care organization. Our participation in daily conference calls and weekly meetings adds value, experience, and accountability — qualities that are lacking with many other IT providers. Clients have often come out of project meetings to find that our field engineering team has already received updated instructions... That's the Add-On Data difference!

— Steve Shaheen
President, Add-On Data

Clinician/Facility Needs



Cambridge Health Alliance (CHA) is an integrated health system serving Cambridge, Somerville, Everett and Boston's metro-north communities. With three hospital campuses offering 500 acute care beds, an extensive primary care network, and an employed physician model, CHA provides high-

quality, culturally competent care to a large, diverse patient population. In addition, its health plan, Network Health provides comprehensive health coverage to more than 160,000 Massachusetts residents.

CHA is on a journey to transform itself into a high-performing, high-value Accountable Care Organization (ACO). This new integrated model will allow it to provide better patient care and achieve its vision of becoming the premier academic public health care system in the nation.

As part of this transformation, CHA purchased the EPIC Electronic Medical Record Software solution, necessitating the need to purchase Rubbermaid and GCX mobile point-of-care computer carts, GCX arms, monitors, keyboards, mice, and wall-mount cabinets in order to roll-out its deployment to patient care areas across its 3+ campuses.

Add-On Data Solution

Add-On Data, a full-service IT services company, had been working with Network Health for a number of years and reached out to its parent Cambridge Health Alliance. Add-On Data has a proven history of collaborating with leading health care organizations to develop and deliver the right point-of-care solutions encompassing more than 25 years experience and 3,700 access point installations.

After meeting with CHA senior EMR team and listening to CHA's specific needs and requirements of various departments within the organization, Add-On Data offered a unique opportunity:

At no cost to CHA, Add-On Data would set up pilot rooms on each campus complete with 4 fixed-arm installations, 2 mobile computer carts, all of different manufactures, in a simulated hospital room. **"In addition to**

providing and installing the equipment, Add-On Data educated the EMR team about the differences in battery chemistry as well as improving medication distribution to the bedside using mobile carts," said Dave Svigney, Add-On Data's Manager of Engineering and Quality Control.

"Typically, in many organizations, point-of-care equipment is selected by a steering committee. However, in our experience, everyone who uses the gear — nurses, aids, doctors, pharmacy personnel, technicians — needs to have a voice. The "pilot program" was set-up in simulated patient rooms to offer an appropriate setting for real-world evaluation," adds Richard Shaheen, Add-On Data's Director of Sales.

The pilot rooms — one on each campus — were made available to all clinical staff members, as well as the selection committees, for a period of 3-months. At the end of the pilot, CHA selected and purchased approximately 150 GCX fixed point-of-care arms, 30 Rubbermaid DC-powered mobile computer carts, and 50 wall-mount units, along with related-IT equipment.

"As an organization that is passionate about improving patient care for all, CHA appreciated that the open platform capabilities on both the Rubbermaid carts and GCX fixed point-of-care arms provided them with rapid set-up, facilitating faster deployment within all of their clinical locations," adds Add-On Data's Richard Shaheen.

To save time and disruption to clinical areas, Cambridge Health Alliance had all equipment delivered to Add-On Data for pre-assembly and integration prior to the onsite installation by the AOD team. In addition, because space was so constrained, Add-On Data also agreed to complete 2 installations per day.



AOD worked very closely with other project vendors and CHA. Add-On Data's Project Manager participates in daily conference calls and weekly on-site meetings with EMR implementation team.