



# Zebra's HC100 Patient ID Solution



**The right asset. In the right place. At the right time.**



# Agenda



- Patient Safety Starts at the Wrist
- Product Benefits
- Product Features
- Key Considerations

# Patient Safety Starts at the Wrist



- Wristbands are a critical component for enhancing patient safety and reducing the potential for error.
- Our HC100 Patient ID Solution provides the ability to accurately identify patients before:
  - collecting specimens
  - administering medications
  - transfusing blood



# Benefits



- Lower total cost of ownership in comparison to laser solutions
- Easy to use



# Low Total Cost of Ownership

- Comparable in price to laser printer tray, much lower than a laser printer
- Less IT service calls
  - Industry estimates 10 to 25% are print related.
- Less waste – print on demand
- No toner to replenish
- No maintenance kits
- No fuser units
- Service cost is 30 to 50% less
- MR-Safe



# Low Total Cost of Ownership



Cost Calculator  
Tool Compares:

- Printers
- Toner
- Wristbands
- Service

Can be found on  
[Zebra.com](http://Zebra.com)

STEP 4: COMPARE COLOR LASER VS. B&W LASER VS. THERMAL (please fill in the yellow sections)			
	Color Laser	B&W Laser	Thermal
<b>PRINTERS</b>			
New Printers	\$0.00	\$0.00	\$4,800.00
Additional Tray	\$600.00	\$600.00	N/A
<b>Total Printer Costs:</b>	<b>\$600.00</b>	<b>\$600.00</b>	<b>\$4,800.00</b>
<b>TONERS</b>			
Year 1	\$7,245.97	\$2,673.13	\$0.00
Year 2	\$7,245.97	\$2,673.13	\$0.00
Year 3	\$7,245.97	\$2,673.13	\$0.00
Year 4	\$7,245.97	\$2,673.13	\$0.00
Year 5	\$7,245.97	\$2,673.13	\$0.00
<b>5-Year Toner Costs:</b>	<b>\$36,229.87</b>	<b>\$13,365.67</b>	<b>\$0.00</b>
<b>WRISTBANDS</b>			
Cost Per Wristband:	\$ 0.20	\$ 0.20	\$ 0.20
Estimated Wristbands per Year:	150,000	150,000	150,000
Total Wristband Cost per Year	\$ 30,000.00	\$ 30,000.00	\$ 30,000.00
<b>Total 5-Year Wristband Cost:</b>	<b>\$ 150,000.00</b>	<b>\$ 150,000.00</b>	<b>\$ 150,000.00</b>
<b>SERVICE</b>			
Help Desk Calls	\$262.50	\$262.50	\$112.50
Service Calls	\$750.00	\$750.00	\$375.00
User Interventions	0	0	0
Replacement Parts	\$1,500	\$1,500	\$0
Warranty Costs	\$0	\$0	\$0
<b>1-Year Service Costs:</b>	<b>\$2,512.50</b>	<b>\$2,512.50</b>	<b>\$487.50</b>
<b>5-Year Service Costs:</b>	<b>\$ 12,562.50</b>	<b>\$ 12,562.50</b>	<b>\$ 2,437.50</b>
<b>Total 5-Year Toner &amp; Wristband Cost</b>	<b>\$ 186,229.87</b>	<b>\$ 163,365.67</b>	<b>\$ 150,000.00</b>
<b>Total 5-Year Printer, Toner &amp; Wristband Cost</b>	<b>\$ 186,829.87</b>	<b>\$ 163,965.67</b>	<b>\$ 154,800.00</b>
<b>Total 5-Year Printer, Toner, Wristband &amp; Service Cost</b>	<b>\$ 199,392.37</b>	<b>\$ 176,528.17</b>	<b>\$ 157,237.50</b>

# Easy to Use



- **Printer**
  - Easy to load
    - Switch between different sizes and colors quickly
  - One-handed operation
  - Light illuminates when wristbands low
- **Wristband Cartridge**
  - Just print and apply – no assembly required!
  - Durability up to 14 days
  - Clear, crisp text and barcodes - excellent scannability



# HC100 Printer Features





# HC100 Printer Features



Firmware: ZPL II, XML, ZBI 2.0



Ethernet upgrade

Serial

USB

Wireless option



# Z-Band Wristband Cartridge Features



# Z-Band Wristband Features



- MR-Safe
- Adhesive & clip closure
- Sizes
  - Adult 1 x 11"
  - Pediatric 1 x 7"
  - Infant 1 x 7"
- Adult Size Available in Color
  - Red, Blue, Yellow, Green, Pink & Purple

# Why choose the HC100 Patient ID Solution?



Key Considerations	Key Considerations Addressed by HC100
<p><b>Laser Solutions:</b></p> <ul style="list-style-type: none"> <li>➤ Contain metals, can cause MR injury</li> <li>➤ Durability of bands can be limited</li> <li>➤ Printer jams due to adhesive ooze</li> <li>➤ Assembly of wristbands required</li> <li>➤ Large footprint</li> </ul>	<ul style="list-style-type: none"> <li>➤ MR-Safe</li> <li>➤ Bands last up to 14 days</li> <li>➤ No adhesive ooze</li> <li>➤ No assembly required</li> <li>➤ Small footprint saves space</li> </ul>
<p><b>Existing Thermal Solutions:</b></p> <ul style="list-style-type: none"> <li>➤ Wasted wristbands due to automatic media calibration</li> <li>➤ Default darkness setting</li> <li>➤ Loading of wristbands cumbersome</li> <li>➤ Medium footprint</li> </ul>	<ul style="list-style-type: none"> <li>➤ Automatic calibration saves money (ie. 2 bands x 100 printers x 52 weeks x 20 cents = Cost \$2,080)</li> <li>➤ Pre-programmed darkness ensures 10-14 day image durability</li> <li>➤ Quick – just pop in the cartridge</li> <li>➤ Small footprint saves space</li> </ul>



# Summary



- Benefits over Laser
  - Lower total cost of ownership
  - Easier to use
- Packed with features
- Addresses limitations of current laser and thermal solutions