



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

STEP 4: COMPARE COLOR LASER VS. B&W LASER VS. THERMAL (please fill in the yellow sections)			
	Color Laser	B&W Laser	Thermal
PRINTERS			
New Printers	\$0.00	\$0.00	\$4,800.00
Additional Tray	\$600.00	\$600.00	N/A
Total Printer Costs:	\$600.00	\$600.00	\$4,800.00
TONERS			
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
5-Year Toner Costs:	\$36,229.87	\$13,365.67	\$0.00
WRISTBANDS			
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
Total 5-Year Wristband Cost:	\$ 150,000.00	\$ 150,000.00	\$ 150,000.00
SERVICE			
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
1-Year Service Costs:	\$2,512.50	\$2,512.50	\$487.50
5-Year Service Costs:	\$ 12,562.50	\$ 12,562.50	\$ 2,437.50
Total 5-Year Toner & Wristband Cost	\$ 186,229.87	\$ 163,365.67	\$ 150,000.00
Total 5-Year Printer, Toner & Wristband Cost	\$ 186,829.87	\$ 163,965.67	\$ 154,800.00
Total 5-Year Printer, Toner, Wristband & Service Cost	\$ 199,392.37	\$ 176,528.17	\$ 157,237.50

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



Serial

Ethernet upgrade

USB

Wireless option



Z-Band Wristband Cartridge Features



Cartridge label to ID size, color, closure

Smart card

Media window

Easy wristband tear off



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

Summary



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