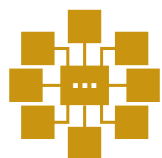


5 Key Considerations for Purchasing a New Telemetry System



1 Data scope and availability

Most telemetry systems include a dedicated clinician workstation and basic EHR integration. When purchasing a telemetry system for a larger hospital or healthcare network, consider a platform that offers both centralized and decentralized patient monitoring. These systems incorporate portal technology that integrates telemetry data with other cardiac data, such as a 12-lead EKG and additional medical information.



2 Ease of use

The primary function of a telemetry system is to improve workflows for skilled clinicians. A system that causes a headache for nurses will have the opposite effect. Ask questions about field use before committing to purchase a new system, such as:

- What is required for staff training?
- What kind of tech support is available?
- Does it require manual conversion of EHR parameters?
- Are the device menus and central workstation software intuitive?



3 Interoperability

Integration with other data devices is a significant benefit of a full-scale telemetry system. Look for systems that contain a standardized communications protocol designed to streamline communication with wired bedside monitors.



4 Scalability

Growing health systems serve the same patients driving the expansion of the telemetry industry. Cross-departmental, highly configurable systems supporting high bed volume can best accommodate expanding telemetry needs. These systems can be implemented as needed for single departments, multiple floors, and facility-wide use.



5 Price

The purchase price of a telemetry system depends on capacity, modularity, interoperability, EHR integration, monitor features, numbers of leads, durability, and other factors. Lower-cost monitors and localized systems may work well in low-acuity settings where fewer leads are required, and specialty modules aren't necessary. The medium through higher-end systems offer more flexibility, interoperability, and data recording capabilities.

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