

UTN's Equipment Recommendations for Potential Sites

Telehealth costs

Network connectivity – Line charges

- T1 line \$250-\$5,000+ / mo.
- T1 frame relay \$366-\$5,000+ / mo.
- DSL <\$100/month
- Cable high speed internet <\$100/month
- Special state networks or negotiated consortium rates

Telehealth costs

Network equipment

- Determined by network administrators based on type of connectivity

- UTN site example

- Cisco 2620 router
- HP 2425 switch
- Netscreen 5GT firewall
- APC battery backup

~\$4,000 equipment; ~\$500 annual maintenance

Telehealth costs

■ Videoconferencing room systems



Polycom VSX7000	\$5,999
27" monitor	649
Portable cart	<u>699</u>
	\$7,347 list
Installation	900
End user training	250
Annual maintenance (12% list)	<u>882</u>
	\$9,379

Telehealth costs

■ Videoconferencing desktop systems

Polycom VSX software* \$149 list

Off-the-shelf camera \$100

\$250



* requires PC that meets minimum s

Telehealth costs

Videoconferencing equipment considerations

- Multi-purpose
- Portable*
- Remote camera control
- Encryption for HIPAA compliance

* Tech tip: *desktop systems should stay with the PC or laptop on which it is installed*

Telehealth costs

Medical peripherals

■ AMD general exam camera	\$ 5,490
■ AMD otoscope system	\$10,450
■ AMD stethoscope, send site	\$ 4,040
■ AMD stethoscope, receive site	\$ 6,650



Telehealth costs

Network Member Fees

■ UTN fee schedule

- Comprehensive fee includes cost of T1, equipment maintenance, 24/7 security and network support, unlimited videoconferencing, access to continuing education...

Description	Per month	Per year
Data only site	\$575	\$ 6,900
Video only site	\$775	\$ 9,300
Full service site	\$875	\$10,500