HP leadership in the healthcare industry

Enabling providers. Empowering patients.

BLI honors HP as a Top Provider of Healthcare Solutions in their first-ever PaceSetter Awards in 2017. HP is specifically recognized for our:

- Excellent line-up of MFPs and printers to suit any medical office's needs.
- Full portfolio of tablets, laptop PCs, desktop PCs, displays, and other computing devices to handle healthcare-specific and general-office computing tasks.
- Devices based on HP PageWide technology that are among the few output devices to carry a cleanroom certification for use in surgery centers and similar locations.
- Dedicated healthcare team of industry veterans who work with HP engineering to improve products based on real-world needs.
- Rigorous testing of hardware and software.[1]

HP's deep, broad experience

For over 50 years, HP has been partnering with leading healthcare and life sciences organizations, supplying the technical expertise and business savvy to help position them at the forefront of the industry. This experience gives us unique insight into your needs to reduce costs, drive productivity, and improve patient outcomes.

HP is uniquely positioned for excellence as a technology and services leader in the varied fields of today's broad healthcare spectrum:

- **6 of the top 10** organizations in the healthcare industry are HP MPS clients.
- **8 of the top 10** pharmaceutical companies are HP MPS clients.
- **Half of the top 10** life and health insurance companies are HP MPS clients.[2]

Within the competitive arena of MPS, HP is the most recommended MPS provider and is rated #1 in customer satisfaction,[3] as well as being recognized as a leader or market leader by Gartner,[4] Quocirca,[5] and IDC.[6]

In addition, HP is committed to innovating for multiple operating systems and multiple form factors in our Personal Systems business. Commercial mobility and premium products are our core strengths, where HP is #1 in Worldwide Commercial PCs at 24.8% and #2 in Worldwide PCs at 21.4% market share worldwide.[7]

Our three-pronged strategy

HP healthcare specializations include:

- **Care Delivery:** Optimize clinical workflows, improve provider access, and enhance provider collaboration.
- **Patient Engagement:** Empower patients to participate in their own health care journey via user-friendly, enterprise-class devices and always-connected solutions that educate and engage.
- **Population Health Management:** Provide accountable, inclusive, and responsive solutions that facilitate collaboration, disease management, and prevention, as well as promote health and wellness initiatives.

Our three-pronged healthcare strategy for enabling clinicians in providing patient-centered care is outlined in greater depth at hp.com/go/healthcare, where many of our healthcare-specific innovations are featured. These innovations center on providing intuitive solutions for delivering better care.

While not every one of these solutions has a direct bearing on an MPS engagement, they demonstrate HP's overall commitment to improved outcomes for healthcare clients:

The HP Healthcare Advisory Council keeps a pulse on key trends and directions, and validates that our strategy and solutions are meeting the needs of the healthcare industry.

HP Workflow Discovery and industry-specific needs analyses use Lean Six Sigma practices and include Security Assessments, which together inform and support your investment in HP technology and services.

The HP Enterprise Test Lab features rigorous protocols that ensure performance of the hardware and software working together as a system.

The world's most secure printers[8] and personal computing systems help ensure higher levels of security for protecting patient information, as well as complying with government requirements.

HP PageWide printing technology has met cleanroom certification standards for use in surgical centers and other hospital locations where cleanroom standards are required.

HP healthcare-ready printers and MFPs:

• Are well suited for reception and administration areas where a multi-tasking, small-footprint device is beneficial to manage tight space constraints.

• Include healthcare-specific features, such as the ability to print secure prescriptions and patient identification wristbands on the same device that can also print patient files as well as receive and route protected patient information securely.

• Are seven-time winners of the BLI Color Printer/MFP Line of the Year Award.

HP Managed Services healthcare solutions include:

• HP in-patient workflow solutions, which help improve processes, including admissions, diagnostics, clinical care, and patient records management, as well as discharge, billing, and follow-up care.

• **HP Claims Transformation Solution for Health Insurance** helps automate claims processing for increased accuracy and efficiency with reduced paperwork.

• **HP Secure Prescription Printing Solution** uses specialized ink in combination with plain paper and anti-counterfeiting measures to increase secure dispensation of pharmaceuticals.

• **HP Patient Identification Printing Solution** increases patient safety, improves quality of care, and reduces medical errors on standard HP LaserJet devices.

HP D300e Digital Dispenser transforms dispensing for life sciences research and development organizations by improving workflow, miniaturizing reaction volumes, and precisely dispensing volumes for a broad array of applications. Leveraging HP inkjet precision technology, the D300e equips research teams with the tools to easily generate both simple and complex titration plate layouts and protocols.

HP Remote Patient Monitoring solutions help patients manage their health more effectively while improving outcomes, satisfaction and resource utilization. Detect health complications earlier, reducing unnecessary emergency department visits and hospital readmissions.

HP Sprout and patient engagement solutions facilitate interaction between patients and clinicians through interactive, media-rich information, animations, and 3D graphics platforms that promote more meaningful healthcare discussions.

HP laptops, desktops, DICOM-calibrated clinical review displays are designed with healthcare providers in mind. Durability, clean-ability, security, and safety are fundamental must-haves that are incorporated in a large and growing suite of devices in the HP Healthcare portfolio. These tools include:

• **HP Elite x2 1012**, a durable, lightweight, secure 2-in-1 tablet for capturing patient information and viewing records that can improve provider-patient interaction through better bedside manner.

• **HP Elite x3**, versatile enough to use while rounding and at a charting station, HP's innovative 3-in-1 device combines PC power and productivity with premium smartphone capabilities in a sleek and secure device. Clinicians can access medical data wherever needed and dock the device when wanting to work from a larger monitor for EMR records review and updating, providing true productivity on the go.

• **HP EliteBook x360 with Sureview**, the world's thinnest and most secure business convertible[9] PC can be used as a tablet or a notebook. Count on maximum security, with advanced login and software features that protect you and your PC. 16 hours of battery life make this convertible PC perfect for long days of rounds.

• **EchoPixel True 3D powered by HP**, an FDA 510(k)-cleared DICOM compliant medical device that provides a real-time interactive virtual reality solution intended to help physicians save time and better understand complex anatomy in general diagnosis and surgical planning. The system is comprised of HP's Zvr display, powered by zSpace technology, and the HP Z440 Workstation, which powers EchoPixel True 3D Medical Imaging Software—enabling a physician to load CT or MRI images and see patient-specific anatomy within a 3D holographic space.

Why HP?

HP has a long tradition of innovation and commitment to healthcare. Our decades of experience, together with the solutions and services we've built for healthcare, can simplify secure communication, collaboration, and access to relevant data and services at the point of care. With HP, providers will be better able to deliver cost-efficient, high-quality, patient-centered care, and advance your policies and initiatives.

Learn more
hp.com/go/healthcare

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[1] BLI PaceSetter 2017 Healthcare: Group Practices.

[2] Based on Forbes 2016 – Global 2000, published May 23, 2016.

[3] ORC International, April 2015, Conducted 980 interviews in AMS, EMEA, APJ.

[4] Gartner, Magic Quadrant for Managed Print and Content Services, December 21, 2015, ID Number G00271944.

[5] Quocirca, Managed Print Services Landscape, 2016; July 2016.

[6] IDC MarketScape: Managed Workflow Services 2015 Hardcopy Vendor Assessment – Building on MPDS, (US) doc #US40586715, (Western Europe) doc #EMEA40662015e, (APeJ) doc #AP40437716. (CEMA) doc#CEMA41124310.

[7] IDC Worldwide Quarterly PC Tracker, Workstation Tracker and ECD Thin Client Tracker (CQ316).

[8] Based on HP review of 2016 published security features of competitive in-class printers. Only HP offers a combination of security features that can monitor to detect and automatically stop an attack then self-validate software integrity in a reboot. For a list of printers, visit: hp.com/go/PrintersThatProtect. For more information: hp.com/go/printersecurityclaims.

[9] Most secure based on HP's unique and comprehensive security capabilities at no additional cost among vendors with >1M annual sales as of December 1, 2016 on HP Elite PCs with Intel 7th Gen Intel® Core™ processors, Intel® integrated graphics, and Intel® WLAN. Thinnest Based on competitors with >1m units annually of convertible, non-detachable having a Windows Pro OS and 6th or 7th generation U series Intel® Core™ vPro™ processors.

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