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## Spyglass Consulting Study Reveals More Than 90 Percent Of Nurses Are Reluctant To Use TabletPC For Bedside Nursing

*Nurses Report the TabletPC is an Inappropriate Form Factor for Bedside Nursing due to Durability, Weight, Size and Battery Life Issues*

**MENLO PARK, CA, June 15, 2004.** Spyglass Consulting Group, a market intelligence firm and consultancy, today announced the results of a comprehensive market study on mobile computing usage amongst nurses in the Healthcare Industry. Spyglass interviewed 100 nursing professionals nationwide to better understand how nurses are using mobile computing solutions at the bedside and how these solutions can be used to solve existing workflow inefficiencies.

Spyglass found that more than 90 percent of nurses surveyed are reluctant to use the TabletPC for bedside nursing. Nurses reported the TabletPC is an inappropriate form factor because TabletPCs are too fragile, too heavy, and too large and an inadequate battery life.

### MOBILE NURSING SOLUTIONS ARE GAINING MOMENTUM

“Nurses represent the largest healthcare group in the United States. They are a scarce resource working in high stress, high risk and data intensive environments that are dominated by paper-based processes and inefficient workflows. Mobile computing can improve nursing productivity and efficiency, increase patient safety and reduce the risk of causing medical errors,” according to **Gregg Malkary, Managing Director** of the Spyglass Consulting Group.

Patient safety concerns have driven **56 percent of healthcare organizations** surveyed to implement departmental **mobile initiatives with mobile computer carts**. These carts enable nurses to:

- Generate **structured clinical documentation**
- Automate safety checks and procedures through **bar code technology**
- Access **information on-demand**
- Automate **vital sign data collection**
- Facilitate **real-time communications** amongst all care team members
- Practice **evidence-based nursing**

### SIGNIFICANT CHALLENGES EXIST FOR WIDESPREAD DEPLOYMENT

While an increasing number of healthcare organizations are implementing mobile nursing solutions, a significant number of challenges exist for widespread deployment including:

- **Clinician adoption** to migrate nurses from paper to automated processes
- **Healthcare IT vendors delivering quality products for nursing**
- **Priority of nursing automation** for healthcare organization
- **Lack of funding**

## OTHER KEY ISSUES ADDRESSED IN THIS STUDY

- Is bar coding technology ready for bedside nursing?
- Why the TabletPC is the wrong device for the clinical nurse?
- Should healthcare organizations create infection control policies for mobile devices?
- Is speech recognition a viable technology for nursing documentation?
- Will handwriting recognition be successful with nurses?
- Are on-line documentation solutions increasing nursing productivity and efficiency?

## ABOUT THE STUDY

**Spyglass'** current research, **Healthcare without Bounds**, focuses on the current and future potential of mobile computing and wireless technologies within the healthcare industry. In November 2003, **Spyglass** published its first study, **Trends in Mobile Computing** that provided insights and perspectives on how **Physicians** are using mobile clinical solutions at the point of care.

With **Mobile Computing in Nursing**, Spyglass is now releasing its second study that provides valuable insights and perspectives on how **nurses** are using mobile computing solutions at the bedside and how these solutions can best be used to solve workflow inefficiencies. The study uncovers strong opinions regarding the market opportunities and challenges for deploying mobile nursing solutions within healthcare organizations today.

The content for **Mobile Computing in Nursing** was derived from over 100 in-depth interviews with nursing professionals nationwide. These nurses represented a broad range of nursing specialties, institution sizes and varying levels of technical competence and familiarity.

The telephone interviews were conducted over a 3-month period starting in March 2004. The purpose of the interviews was to identify their critical needs and requirements through discussions about existing workflow inefficiencies, usage of mobile devices and clinical applications today, and opportunities for mobile computing solutions in the future.

This market study is targeted at:

- **Software & hardware vendors, systems integrators and management consultants** who are selling mobile computing devices, applications and services into the healthcare industry.
- **Hospital administrators & IT executives** who are making strategic decisions to fund clinical information technology solutions including mobile computing.
- **Investment banking and private equity investing professionals**

The complete market study "Healthcare without Bounds: Mobile Computing in Nursing," is available for \$1,495 (USD) from the Spyglass Consulting Group website, [http://www.spyglass-consulting.com/spyglass\\_whitepaper.html](http://www.spyglass-consulting.com/spyglass_whitepaper.html).

## **ABOUT SPYGLASS CONSULTING GROUP**

The **Spyglass Consulting Group** is a market intelligence firm and consultancy focused on the nexus of information technology and healthcare. Spyglass offers products and services in customer & market intelligence, strategic partnership development, product marketing and investment due diligence.

Spyglass customers include leading high technology vendors such as **IBM, McKesson, NEC, Palm, RIM, Symantec, Sybase iAnywhere, Citrix, Foundry Networks, Vocera Communications, PriceWaterhouseCoopers, and Cap Gemini.**

**Mr. Gregg Malkary** is the **Founder** and **Managing Director** of the **Spyglass Consulting Group**. He has over 20 years experience in the high technology industry working with Fortune 2000 companies to help them use information technology for competitive advantage. Mr. Malkary has domain expertise in mobile computing, wireless and broadband technologies with direct experience in the healthcare, government, manufacturing, communications and entertainment markets.

Prior to founding **Spyglass Consulting Group** in August 2002, Mr. Malkary was an Associate Partner at a venture capital firm, **Outlook Ventures** that focused on early stage investments in enterprise software and communications companies. Mr. Malkary has also held consulting and senior management roles in business development, strategic planning and product marketing for public and private technology companies including **Exodus Communications, Liberate Technologies, Edify, SkyTel Communications, Silicon Graphics, Hewlett Packard and Accenture.**

Mr. Malkary is a frequent speaker at regional and national conferences focused on mobile computing, wireless technologies and healthcare related issues. He has been written about and quoted in numerous industry publications such as **Network World, Mobile Enterprise Magazine, Health Data Management, Modern Physician, Health Management Technology and ADVANCE for Health Information Executives.**

Mr. Malkary is an **honors graduate** of **Brown University** having earned a MS and BA in Computer Science. He was awarded the prestigious North American Philips Corporation Fellowship for his graduate research work in graphical simulation environments.

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