

IRON BOW™
HEALTHCARE
SOLUTIONS



DELIVERING
CARE

POSITIVE
OUTCOMES



EXPANDING THE BOUNDARIES OF HEALTHCARE

DELIVERING ON THE PROMISE OF TELEMEDICINE



Iron Bow's client-first culture has driven the company to become the largest end-to-end telehealth service provider in the U.S. Our telehealth platform leverages 35 years of delivering and supporting complex information systems, global logistics needs and healthcare experiences. Implementing \$870M in solutions annually, Iron Bow incorporates technical and business resources through a flexible and collaborative model to design, build and deliver solutions precisely on-target with your mission. Through easy to use solutions and programmatic telehealth service delivery methodologies, we focus on supporting and enabling your core objective – **Delivering World-Class Care.**

THE IRON BOW TELEHEALTH EXPERIENCE

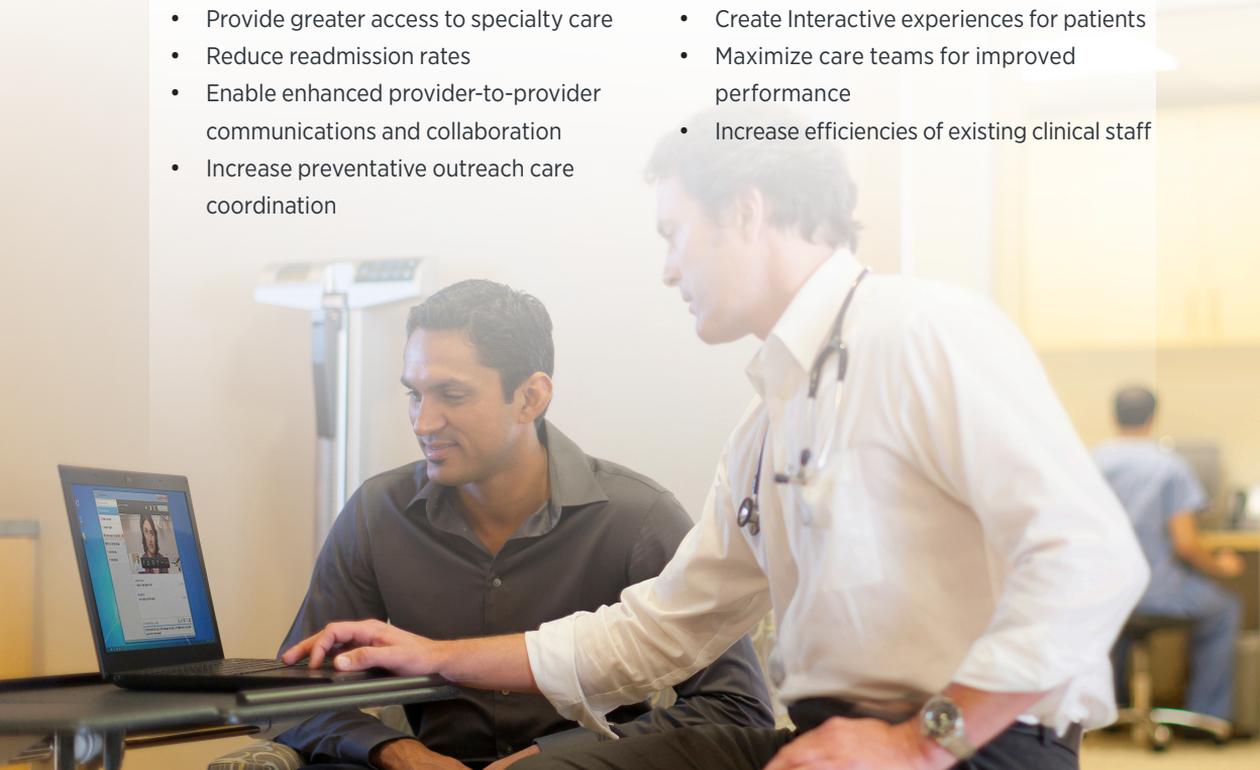
Iron Bow's telehealth clients span small to large health systems, retail providers, educational facilities, government agencies and other entities involved in the deployment of telehealth solutions. Regardless of the telehealth program size or complexity, Iron Bow is dedicated to delivering an exceptional telehealth experience and achieving total customer satisfaction.

Our flexible telehealth platform can scale from a single device, site or provider to thousands of each on a global basis. Our proven solutions maintain the same level of performance under increased operational demands, supporting thousands of physicians connecting from their office, home or any remote location with no service degradation.

MAKING TELEMEDICINE WORK FOR PATIENTS AND PROVIDERS

Iron Bow's comprehensive telemedicine programs reduce costs and increase patient and provider satisfaction in a variety of ways.

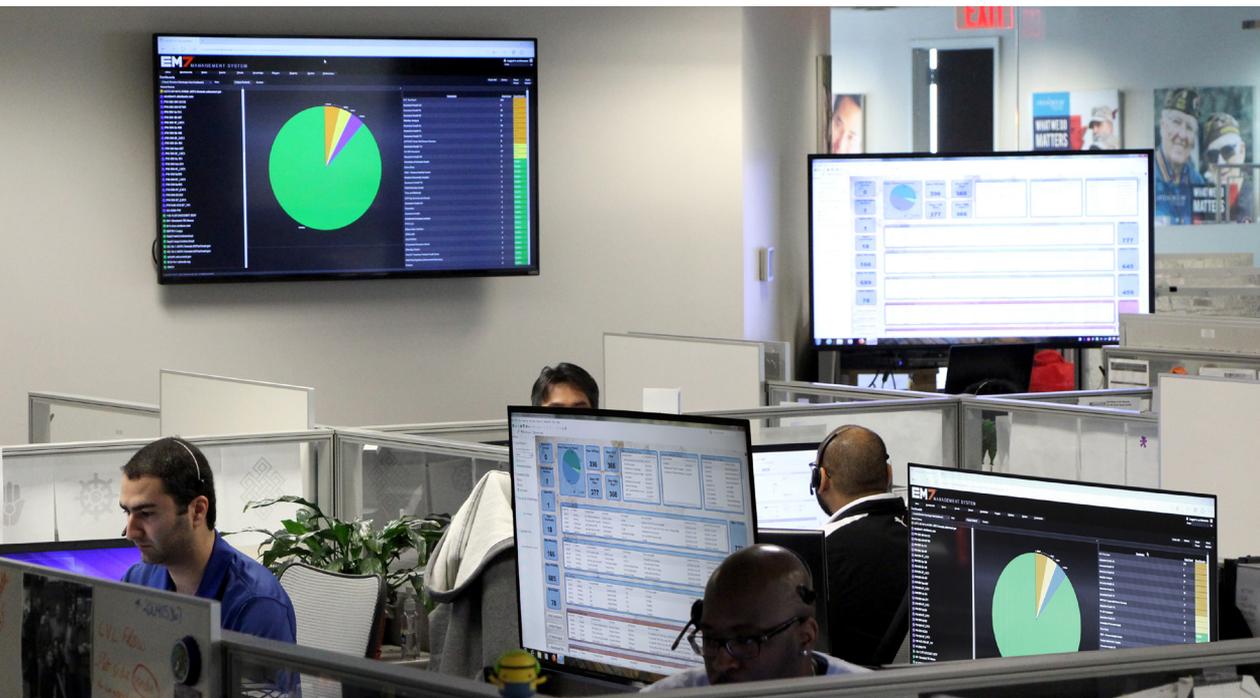
- Provide greater access to specialty care
- Reduce readmission rates
- Enable enhanced provider-to-provider communications and collaboration
- Increase preventative outreach care coordination
- Create Interactive experiences for patients
- Maximize care teams for improved performance
- Increase efficiencies of existing clinical staff



TELEMEDICINE MANAGED SERVICES

With over a decade of telemedicine experience, Iron Bow is one of the largest providers of telemedicine managed services. Our long-standing history, personnel and infrastructure investments, coupled with strategic complementary partnerships enable us to provide, manage and support hundreds of thousands of assets including medical carts, peripherals, provider tablets, notebooks and other associated information technology. Our capabilities and technology offerings support a vast array of telemedicine modalities thereby increasing efficiencies and patient/provider satisfaction.

- 24X7x365 U.S. based operations and support
- Service level management
- Proactive monitoring and management
- Reporting analytics
- Flexibility and scalability
- Client-focused security and compliance
- Dispatch services
- Call center and help desk
- Disaster recovery
- Maintenance and warranty services
- Technology refresh management
- Backup and restore
- Performance and problem management



THE IRON BOW EXPERIENCE

Iron Bow's solutions allow point-of-care providers to collaborate and communicate among the care team like never before. Immediate access to critical patient information and the ability to instantly consult with other providers involved in the care plan enable clinicians to make informed decisions, ensuring the best possible patient outcomes.



8,000,000 +
Virtual Patient
Consults



1,500,000
Individual
Patients



2,800
Patient Access
Facilities



3,000
Clinical
Carts



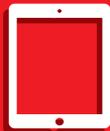
WORLDWIDE
Support



15,000
Medical
Peripherals



35,000
Video
End Points



100,000+
Notebooks
and Tablets



52
Use Cases
Across the
Spectrum



**Staffed
24/7/365**
days a year

IRON BOW'S TELEHEALTH PLATFORM

Iron Bow's telemedicine platforms can be acquired in a variety of ways, ranging from a traditional capital expenditure to an as-a-service model for a fixed monthly fee with no capital outlay. Our solutions are customized to include anything from clinical video conferencing end points, medical peripherals, workflow and scheduling software to cloud based video, project management, implementation services and 24x7x365 managed service with Service Level Agreements for guaranteed performance.



CONSULTING & CLINICAL ADOPTION SERVICES



PROGRAM SERVICES

ACTIVATION | PROVISIONING | INTEGRATION
PROJECT MANAGEMENT | TRAINING



TELEHEALTH SERVICE CENTER



HIPAA HITECH CLOUD BASED VIDEO PLATFORM OR PREMISE BASED SOLUTIONS

IRON BOW'S FLEXIBLE SOLUTIONS

Our solutions provide a secure, high quality, easy to use platform, which enables video consultations and content sharing between point of care sites and the provider networks. Our best-in-class service capabilities and innovative telemedicine technology offerings support 48 Telehealth Use Cases that increase efficiency and provider and patient satisfaction.

SAMPLING OF USE CASES

- Stroke
- Behavioral/Mental Health
- ICU
- School Based (Pediatrics)
- Hospitalist
- Primary Care
- Wound Care
- Nephrology
- Post Organ Transplant Care
- Diabetes
- Dermatology
- Neurology
- Long Term Care
- Audiology
- Ophthalmology
- Cardiology
- Genetics
- Women's Health and OBGYN
- Sports Medicine (Concussion)
- Traumatic Brain Injury (TBI)
- Pulmonology
- Palliative Care
- Pain Management
- Infectious Disease Control and Education
- Speech Pathology
- Oncology
- Nutrition Education
- Weight Management
- Pharmacy
- Dental

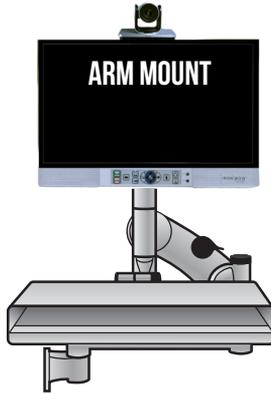




CLINiC™

The Clinical Care Device (CLINiC) is a purpose-built consultation device providing an intuitive icon-driven user interface to connect providers and patients across a variety of form factors and use cases. Capable of supporting synchronous audio, video and content sharing (EMR, EHR, scopes/peripherals), it is perfect for deployments where space is at a premium. The flexible design allows you to select the best solution to meet your use case, environment and budget.

- Attach to a new medical cart
- Integrate within a new cart
- Fit to a wall or mounted arm
- Use as a standalone unit



Easy Deployment

The CLINiC leverages a VESA Mounting Interface, allowing installation and replacement within minutes in almost any environment. The simplistic design purposefully enables ease of installation and reduces both capital acquisition and operating expenses.



Simple Design



Supports Optional Peripherals



MEDIC™

The Mobile Exam Device Case (MEDIC) brings healthcare to the field and provides a wide spectrum of telehealth services in a portable, lightweight and ruggedized platform. The MEDIC is architected to support clinical consultations where mobile telehealth applications including ambulatory care, community-based healthcare, K-12 and many others can be used to enhance patient care and medical access.



VITAL™

The Virtual Telehealth Link (ViTAL) is a portable telehealth device designed to facilitate remote medical consultations through video and audio communications. The ViTAL incorporates multiple devices such as a digital blood pressure monitor, thermometer, pulse oximeter and glucometer to assess a patient's vital signs. Use case examples include: inflight medical emergencies, emergency medical response efforts, community-based assessment and K-12 applications, among many others.

Proudly Made in the USA



R&D AND MANUFACTURING COMMITMENT

With over 30 years of experience in the video conferencing and telemedicine markets – our team of experts has worked collaboratively with our clients and OEM partners to bring to market leading telehealth solutions. We have the expertise and understanding of multi-protocol and heterogeneous client environments and are astutely aware of the importance of building solutions that are interoperable, scalable, affordable and easy to use.

Our U.S. based manufacturing and integration facility is also home to our engineering, design and support teams. This centralized organizational structure enables a full circle collaborative engagement model from design to 24x7x365 support built to exceed client expectations.



SUCCESSFUL OUTCOMES

IRON BOW IN ACTION

Making Telehealth a Reality

Iron Bow has delivered over 3,000 telehealth carts, 11,000 medical peripherals and over 32,000 video end points to over 1,400 medical facilities. We fully leverage our internal logistics and distribution center capabilities, coordinating directly with our partners to ensure 100% compliance with all expedited delivery order requirements. We have provided over 320 on-site trainings for providers, telehealth coordinators, and BioMed personnel, completed over 100 on-site installs, logged 120 on-site road show days and created multiple training videos. We maintain a Telehealth Technology Help Desk from our Chantilly, VA office and provide remote nationwide technical support resolving over 64,000 incoming and outgoing calls annually. This effort not only supports our client's technical needs within telemedicine, but extends their ability to provide services and outreach to patients.

Meeting Needs with Ease – a Full Service Call Center

Iron Bow built and currently operates a state-of-the-art 24,000 square-foot facility in support of a large health insurance provider that is resolving over 600,000 calls per year. The as-a-service call center is a cost effective solution, allowing our client to keep core expertise on staff without requiring major investment in the facilities or technology that call centers require. Iron Bow supplied the facility, network and IT equipment, as well as the ongoing management team, which includes HR, IT support staff and CSR agents. Our solution enables our client to stay focused on their core competency by providing them a consolidated and predictable monthly cost, security compliance and on-demand scalability.

Meeting the Challenges of Today's Medical System

A major healthcare system was facing significant annual revenue shortfalls and physician shortage issues. In addition to addressing these issues they were looking to reduce readmission penalties and increase access to a more rural patient base. Telehealth was seen as a solution to mitigate these challenges, particularly the physician shortage, while growing the business and improving patient care. Iron Bow worked with the client to develop a solution that included 125 telemedicine carts and supporting infrastructure delivered via a managed service offering. Addressing the physician shortage by extending care via remote access is providing specialist consultation and treatment options that had not previously been available to patients.



EXPANDING THE BOUNDARIES OF HEALTHCARE

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