

# The Value of Broadband at Essentia Health

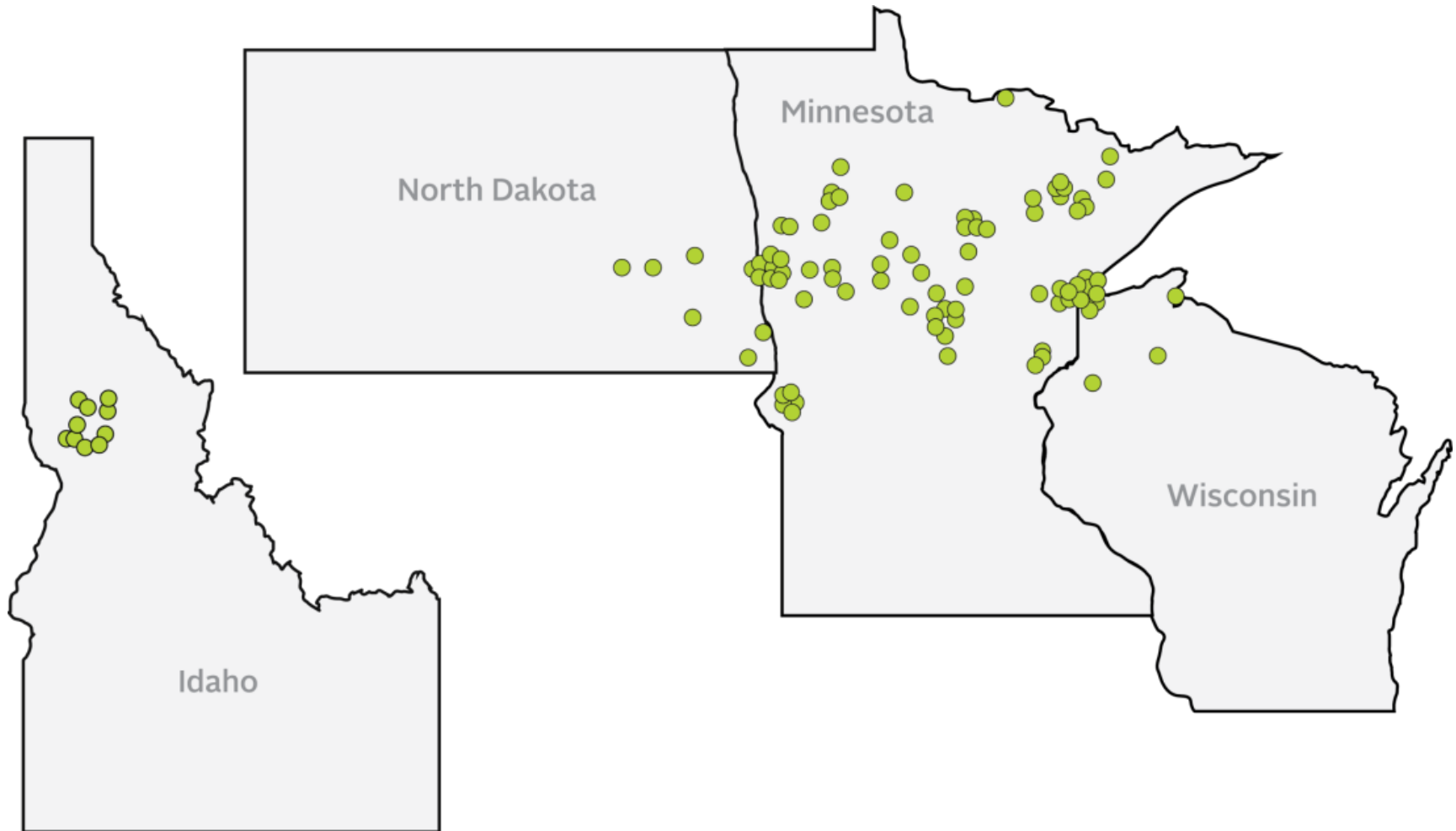
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**Essentia Health**  
Here with you

# Geography of Essentia Health



# A Bit of History



# Electronic Medical Record (EMR) – An Epic Journey

- Clinic Rollouts: 2002-2003
- Hospitals & Acquisitions: 2008-2014
- Community Connect Program: 2013



# Applications Leveraging Broadband

- Epic EMR (Lab, PACS, Pharmacy, Personal Portal)
- Building Security & Control
- Collaboration: Meeting Conferencing & Training
- Cloud Applications: Office365, Training, Human Resources



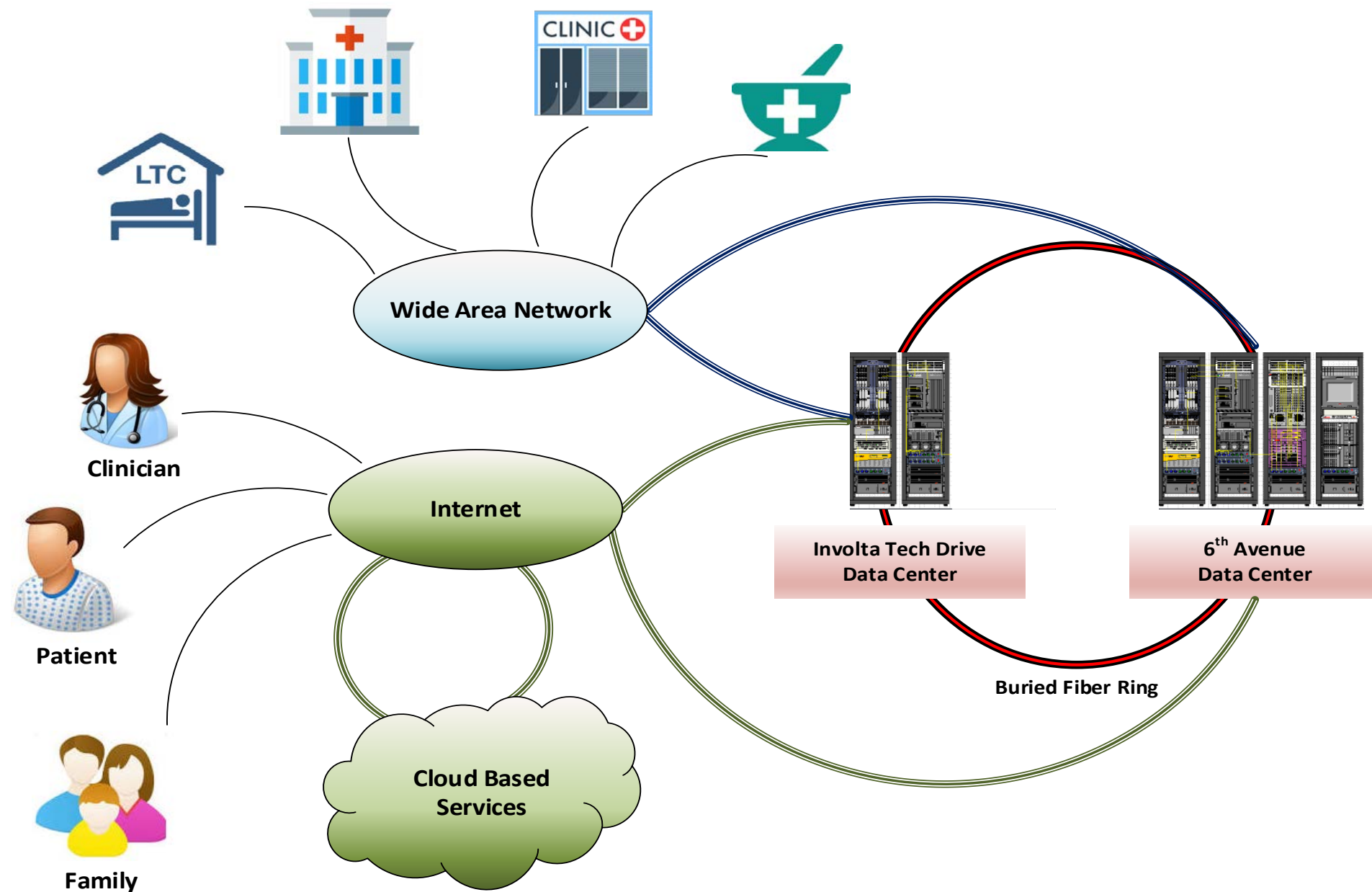
# Broadband Benefits

- Health Record Portability and Access
- Cost Savings: Centralized EMR, Ancillary, Business and Building Control & Security Systems
- Cost Savings: Centralized Functions and Virtualized Teams
- Mergers and Acquisitions – Remote Talent
- Remote Support – IT, Facilities, Etc.



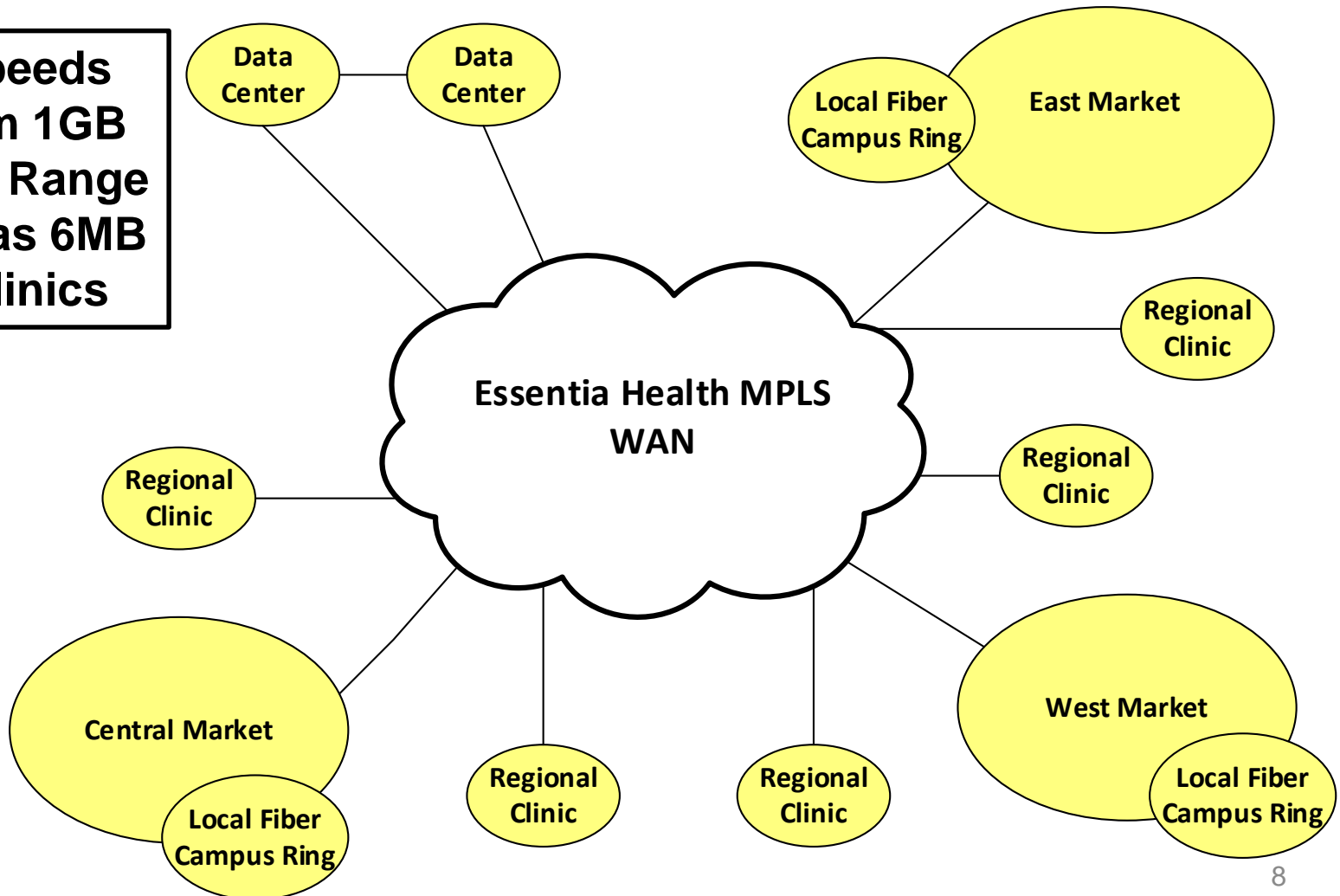


# Technology Architecture



# Wide Area Network Architecture

**Circuit speeds range from 1GB on the Iron Range to as little as 6MB at rural clinics**





# Building the Highway

## GMTBI Pilot (2012) FCC Pilot

- Greater Minnesota Telehealth Broadband Initiative
- FCC Pilot valued at \$5.4M over 5 years
- 7 other healthcare entities across MN
- 30 Essentia Health sites participated
- Included discounted hardware for circuit terminations
- Estimated savings of \$260K over 3 years

# Building the Highway

## HCF (2015- Present)

- Healthcare Connect Fund (Current FCC Program)
- Formed our own Essentia Health Consortium
- Completed an RFP for all sites
- 48+ Essentia Health sites participate
- Cost ranges by 5 carriers submitted RFP's
  - 10MB \$734 to \$2,600 (Ada)
  - 100MB \$500 to \$1,057 (Grand Rapids)
  - 1GB at \$1,330 to no bids (Hibbing)
- Monthly Spend
  - 114 total circuits from carriers
  - \$125K per month (Actual cost after program incentives)

# Underserved Areas in MN

- Graceville (Big Stone County)
- Ada (Norman County)
- Fosston (Polk County)
- These locations are examples of where local service providers have limited bandwidth and availability
- Limited to single route options. No diverse route to ensure uptime during carrier maintenance or failure of hardware.
- Service pricing is higher in these locations

# Questions?

