



2<sup>nd</sup> Quarter 2015

### **Executive Message**

Health care organizations, businesses, schools and government entities demand great technology, value added services and exceptional support. HealthNet connect|BroadNet connect are committed to all three. I will use this update to give a high-level overview of some of our business development initiatives.

### **HNCBNC Introduces Mobile Device Management**

One of our 2015 initiatives was to expand our portfolio, adding services that would help make our client's organizations run more efficiently and securely. To that end, in April we announced the below via press release:

#### **HealthNet connect|BroadNet connect (HNCBNC) Introduces Mobile Device Management**

*Broadband and Technology Leader adds Mobile Device Management to Portfolio*

**West Des Moines, IA** – April 7, 2015

HealthNet connect|BroadNet connect (HNCBNC) is pleased to announce its Mobile Device Management (MDM) solution from VMWare. HNCBNC Mobile Device Management addresses the challenges hospitals, businesses, schools and local government face protecting assets due to the increasing preference from employees to use their own devices in the workplace.

HNCBNC MDM using VMware combines protection for applications, devices and data with centralized identity management and policy enforcement. This gives employees the freedom and flexibility to use their own devices to access critical work applications while simplifying IT management of those devices and applications. HNCBNC's private and secure data center infrastructure and fiber optic network is leveraged to provide MDM as an innovative solution in the market.

"HNCBNC is committed to launching services which create strong ROI's for our customers. Mobile Device Management strengthens HNCBNC's portfolio of broadband and technology services and demonstrates how we are bending the curve relative to how we deliver IT as a service," said Rodney Brown, executive director and CEO of HNCBNC.

## HealthNet connect to offer Group Purchasing to help our Rural Participants Manage Cost

In an effort to streamline purchasing of IT as a Service (ITaaS), lower costs and provide more effective and efficient support, HealthNet connect will offer its participants Group Purchasing capabilities. This is very similar to a GPO (Group Purchasing Organization) however since HealthNet connect, through HNC Services Inc. is a “single source” ITaaS vendor, meaning we provide all our services in-house, we do not have to pay other vendor’s administrative fees, therefore saving our participants even more. This will afford our participants great leverage allowing them to buy our products and services at a lower cost than they could get by individually buying the same services with separate vendors. Additionally, by using HealthNet connect’s Group Purchasing, our participants avoid the time and money required to negotiate and execute multiple individual contracts for broadband and IT related services. These savings allow our participants to dedicate more of their scarce financial resources directly to patient care and hiring additional doctors and nurses.

For additional information on HealthNet connect’s group purchasing program, send us an email at [info@healthnetconnect.org](mailto:info@healthnetconnect.org).

## HealthNet connect Providing Additional Discounts under the Healthcare Connect Fund (HCF)

HealthNet connect Consortium participants (existing and new) can benefit from a 65% broadband connectivity and Internet discount under the Healthcare Connect Funds (HCF) grant. To ensure our participants receive this discount, HealthNet connect has developed a team to administer this program and submit required documentation on behalf of the consortium participants. Over the next several months we will be adding more communication relative to the benefits and status on our webpage at [healthnetconnect.org](http://healthnetconnect.org). Stay tuned for more updates or you can email Stephanie Young at [Stephanie.Young@hncbnc.com](mailto:Stephanie.Young@hncbnc.com) for further information.

## HealthNet connect eHealth Helping to Expand Stroke Care at St. Luke’s Cedar Rapids

St. Luke’s in Cedar Rapids is using HealthNet connect’s state-of-the-art video technology and broadband network to expand the number of patients needing effective stroke treatment (Telestroke). Through HealthNet connect’s eHealth program, Telehealth allows consultation with remote specialists from virtually any location within minutes of attempted contact, enhancing both delivery and receipt of care.

Jenny Houlihan MSN, RN, CNML at St. Luke’s had this to say, *“The introduction of telemedicine into our existing stroke alert process adds the benefit of virtual presence of neurology expertise at the bedside, within minutes. Telestroke is a tool to improve timely, evidence-based care for patients suffering from a stroke and, ultimately, minimizing the future disabling impact on a patient’s quality of life. We are pleased with the additional opportunity HealthNet connect technology provides to strengthen collaboration amongst neurologists and the emergency room nurses and physicians. This work aligns nicely with our mission, vision, and values as an organization.”*

There are multiple use cases for Telehealth services. The use of Telehealth in the treatment of areas such as stroke has shown great promise for improving patient access to recommended treatments in rural and other areas underserved areas. HealthNet connect eHealth is proud to work with St. Luke’s to help make a difference in lives of the communities they serve.

## **HNcBNc Customer Spotlight – CBE Companies**

We are pleased to announce that the CBE Companies has agreed to a broadband agreement through our BroadNet connect subsidiary. Under the agreement the CBE Group will receive 500 megabytes of redundant Transport service to their location in Cedar Falls, IA.

CBE Companies is a global provider of outsourced call center solutions focused on connecting people to solutions. The company specializes in receivables management and customer care services.

BroadNet connect is excited about forming this new relationship. This is a very strategic win for BroadNet connect as we rose to the top of a very crowded field of competitors based on the value we bring to the table. We look forward to a very successful relationship!