

Samsung BCS, IgeaCare Create Medical Alliance

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[Samsung Business Communication Systems \(BCS\)](#) announced Wednesday a strategic alliance with [IgeaCare Systems USA Inc.](#) to provide an integrated telephony-based nurse-call solution. The agreement kicks off the new Samsung Strategic Alliance Program, which aligns Samsung with innovative technology partners.

As part of the deal, IgeaCare's igeacom telephony-based nurse-call solution will integrate with the Samsung OfficeServ 7000 Series platform. The igeacom system consists of a central unit and peripherals that include wireless or hard-wired push-button and pull cords as well as wireless pendants and wristbands. Leveraging the Samsung PBX, it connects all communications in the health care facility. This includes nurse call, door security, telephone system, wireless and local/long distance service. Programmable and easy-to-use, the call system requires no specialized training.

The combined offer will be marketed to nursing homes, assisted-living facilities, day surgical centers, rehabilitation centers and other health care establishments through Samsung's dealer channel.

Real-time event notification and facility-wide monitoring capabilities are two of the key features of IgeaCare's igeacom nurse-call system, which works with the Samsung OfficeServ 7200 or 7400 platforms. Using the system, facilities also can measure staff responsiveness and capture detailed patient reports to strengthen communication with residents and their family members.

"With an aging population that is driving the need for more long-term services and a greater national focus on the quality of care provided by healthcare facilities, we expect demand for igeacom systems to continue to grow," said Craig L. Steen, IgeaCare president. "The Samsung OfficeServ platform is the perfect fit for the igeacom system because of its advanced digital and analog capabilities. In addition to the technological advantages, aligning with Samsung will allow us to leverage Samsung's national distribution footprint, strong sales force, product training, dedicated technical support, and marketing expertise to fully capitalize on the opportunities provided by these trends."

Statistics confirm the growing health care and long-term services market segments. According to the Assisted Living Federation of America, there are currently 10 million adults in America that need long-term services and supports. By the year 2020, that number will reach 15 million. Sixty percent of those adults are over the age of 65. This corresponds with projections established by the U.S. Census Bureau that indicate the U.S. population of seniors, aged 65 and over, will double between the years 2000 and 2030.

"As the market for facilities that provide long-term services and supports continues to expand, competition among health care operations also will increase," said Bart Kohnhorst, vice president of sales and marketing for Samsung BCS. "The ability to offer enhanced, yet cost-effective resident services through systems such as the igeacom solution will provide a critical competitive edge."