

Scott Cohen

From: parconewsletter@parcomergedmedia.com
Sent: Thursday, December 23, 2004 4:57 PM
To: ceo@parcomergedmedia.com
Subject: TEST NEWSLETTER - December Holiday Newsletter

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December Holiday Newsletter
Washington Hospital Center Request Bid for Hospital Wide Coverage

Yet Another Zone Added to Hospital's Emergency Department
 Washington, DC

The expanded installation of the Parco Wireless Tracking System in the Washington Hospital Center's main Emergency Room is now nearly complete. Earlier this week an additional zone of coverage was added to the existing spaces effectively providing real time tracking of hospital assets in the entire Emergency Department (ED) and Ambulatory Care areas. The hospital also took delivery of 100 tags which it plans to attach to various medical and patient equipment in the ED. It is worth pointing out that the installation was carefully staggard over several weeks as a planned deployment and control strategy. Since the first few zones were reliably providing the accurate location information required for the hospital staff, the decision was made to complete the installation to cover the entire area. The data output from the expanded coverage areas is now being transmitted real time to monitoring processes from within the facility as well as to Parco's headquarters in Portland, Maine.

Hospital officials have been extremely pleased with the performance of the Parco Real Time Location System (RTLS). In fact, they have requested that Parco provide a quote to move the capabilities of the system to the entire hospital campus! Parco personnel are currently working with hospital staff to design a system to meet their needs and it is anticipated that work to expand coverage to the entire facility can begin shortly after the new year.



Parco's Tags See Improvement in Performance and Reliability

FCC Certifies Two New Designs
 Washington, DC and Portland, ME

Now here 's something you don't see every day: At the Radio Frequency Identification (RFID) in Healthcare Conference and Exhibition in Boston earlier this month, Scott Cohen, CEO of Parco holds one of the company's asset tracking tags. Holding the tag high above his shoulders, he shifts his arm forward and drives the tag into the carpet. The tag forcefully bounces several feet away, amazingly without a scratch. Astounded onlookers move their gaze from the bounding tag on the floor to the computer screen on the table. There they see the very same tag moving across the screen in concert with its rough treatment across the carpeted floor.

This rugged tag represents another exclusive to Parco – the real time location industry's first active tag designed to be made (almost) indestructible. As Mr. Cohen retrieves the wayward tag, he can't help but cast a grin. Sounding like a hawker of stainless pots and pans, Scott is quick to point out to those gathered that the tag has been frozen, boiled, hit with a golf club, and subjected to forms of abuse that would destroy most other electronic devices. The secret is a newly patented process that allows for the Parco asset tag to be injected molded using a "cold" process. Essentially the delicate electronic components of the tag are permanently suspended into a solid block of hardened plastic effectively making them able to sustain the shock and abuse of repeated drops, harsh liquids, and extreme temperatures. In a hospital setting, the use of a robust design can prove extremely beneficial. "The challenge in manufacturing a rugged tag by injection molding is to do so without destroying the soldering and circuitry of the tags" says Cohen. "Conventional processes use high temperatures that easily destroy the internal components as well as the battery. As you can see, we have been successful in



conquering these barriers." The patented process that Mr. Cohen has been touting is contractually limited to Parco's use for the company's purposes. These strong tag designs do not allow for tampering, or for battery replacement. Lasting several years, the tags are simply discarded upon reaching their useful life.

There is some other news that is worthy of mentioning at this time. Parco is pleased to report that Multispectral Solutions, Inc. has received certifications from the Federal Communications Commission (FCC) for the personnel badge tag (FCC number QCJPALBDG), and their new one inch by one inch asset tag (FCC number QCJPALIXI). Multispectral Solutions is the exclusive patent holder and technology provider to Parco for its Ultrawide-band tracking devices. The new FCC certifications open Parco's markets to acquiring the advanced form factor designs. In fact, Parco delivered 100 of the new FCC certified personnel type tags to the Washington Hospital Center earlier this week. The approvals also relate to the addition to the patent portfolio of MSSSI for UWB devices.

Beginning after the first of the year Parco will introduce the next generation of hardware to replace the existing PAL 650 line. The new hardware is the PAL 651 receivers and hubs designed for enhanced performance in many areas. The newer devices will require considerably fewer hubs and receivers in the hospital facilities we serve. Look for future announcements regarding our latest product line in early 2005!

Reliability Reports For Parco's Devices Are In Independent Firm Asserts Company's Products to be Extremely Reliable *Portland, ME*

The reliability engineering consulting firm of Amoroso Reliability Associates (Newark, NJ) has determined the mean time between failures for the various Parco products. Stated another way, the company has scientifically determined the reliability of Parco's systems under normal use conditions. The hardware components that make up the Parco real time tracking system are the tags (transmitters), the receivers, and the communication hubs that tie into the receivers. The various tests are designed to closely mimic the operational environment of hospital environments. This is how Parco's hardware fared under the independent scrutiny of Amoroso Reliability Associates:

Under normal conditions the mean time between failures (MTBF) for the Parco receivers is determined to be 164.1 years whereas 99.4% of the receivers will still be working after one year while 94.1% will survive 10 years without failure.

The PAL 650 communications hub came in with a MTBF of 75.4 years indicating that 99.4% of the product will survive the first year with 94.1% still functioning after 10 years!

And finally, the PAL 650 tags showed a MTBF of 2,812,235 hours or 321 years! The engineering company predicts that 99.7% of the PAL 650 tags will survive one year whereas 96.6% of the tags will survive 10 years without failure!

Parco Ships Two Developers' Kits in December *Portland, ME*

The Parco Echo 3240 Distributor - Developer Kit is now available through CDW, the giant online provider of technology solutions for business, government and education (<http://www.cdw.com/shop/search/Results.aspx?key=parco&platform=all&x=32&y=9>) In December Parco sold and shipped two such Kits to 3rd party integrators interested in incorporating Parco's precise indoor location capabilities into their existing product line. The Parco Software Development Toolkit (SDK) gives our partner developers and customers the complete set of software libraries, command-line utilities, sample code, and documentation needed to build applications that access the Parco Manager directory. Once connected to the Parco data, creating and using the triggers is easily accomplished with the SDK. Hospitals, authors of clinical information systems, or anyone else interested in improving work process in healthcare environments can expect to take advantage of this process just by adding a few lines of Parco's code to their existing applications.

New Contact Information for Parco

Reminder of new contact information for Parco.

Our new phone numbers are as follows:

East Coast 646-837-0643

West Coast 408-850-2215

Washington, DC 202-250-3833

Allentown, PA 610-871-1942

Toll-free: **877-754-8535**

Fax: 707-982-7801

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