

MARSHALL MEDICAL CONNECTS SITES SECURELY, ECONOMICALLY WITH FREE SPACE OPTICS

Placerville, CA -- At the heart of the Sierra Foothills is Marshall Medical Center, an independent healthcare provider. Although the center's hospital is small at 104 beds, it places a big emphasis on outpatient services, and it has a constantly growing campus to support patient and staff needs.

An economical, reliable and high-bandwidth link was needed to transfer VoIP and data between the hospital and two new additional sites, a stand-alone personnel department and cardiology clinic. Vern Jones, Marshall Medical's Communications Planner/Project Specialist, determined that Free Space Optics (FSO) best met those criteria, while also meeting the stringent HIPPA (Health Insurance Portability and Accountability Act) security requirements that govern the confidentiality of patient records.

Both times, Jones selected a pair of Canobeam DT-110 wireless data transceivers from Canon, purchased from Tessco and supported by ONS Communications, to create the link. Capable of delivering up to 156Mbps at ranges up to 500m, the Canobeam DT-110 allowed Marshall Medical to bypass logistically prohibitive copper or fiber connections. In addition, the Canon FSO solution has provided the center with extremely fast setup, and ongoing reliability that keeps their network running seamlessly.

"Fiber was out of the question – costs get astronomical as soon as you go digging in between buildings," Jones says. "But the biggest economic advantages are that the Canobeams require no maintenance. We turn them on, point them and go, and we don't have failures or any interference whatsoever from any other RF devices."

One of Marshall Medical's primary needs was an extremely high level of security to protect their patient's data. "We realized that with FSO our patients' records will be 100% protected," says Jones. "The only way to tap into the laser is to literally get in front of it, so the level of security from Canobeam far exceeds HIPPA requirements."

Vern Jones and his team expect to turn to Canobeam again as the healthcare provider continues to grow. "FSO fits in quite well with Marshall Medical's drive to stay abreast of current technology offerings," he concludes. "The next time we add a site, Canobeam will be a very strong consideration." – David Weiss