






OTN Videoconferencing End-Point Option Categories

Ontario Telemedicine Network established new agreements with three videoconferencing end-point vendors, offering favorable terms for members and an increased emphasis on service delivery. Through these partnerships, members are able to maintain high standards of quality, safety and fiscal responsibility and be assured they are working with vendors committed to their success. Additionally, members can select from a pre-defined list of approved OTN-specific hardware options with budgetary pricing – saving time and money by reducing or eliminating the need for a lengthy procurement process. The information below is provided to support the decision-making process and provide estimated budgetary pricing for videoconferencing hardware.

	Room Based	Desktop	eVisit
Example			
Product	Cisco SX20N or Polycom Group Series 310	Polycom Group Convene	Laptop or Mobile Device
Est. Mid-Range Cost	\$8k	\$5.5k	<\$1k
Description	Videoconferencing using a new hardware video codec. Use where clinical peripherals are not required. Cisco and Polycom choices.	Videoconferencing using a new hardware video codec (complete replacement). Use in small rooms where clinical peripherals are not required and staff frequently change.	Personal videoconferencing accessible via PCVC or OTN Connect App. Use in small rooms where clinical peripherals are not required.
Recommended Room Size	Up to 20 by 20 ft. for single codec setup	N/A – up to 2 users in view	N/A – up to 2 users in view
Alternative to	Room Based NOTE: In fixed or Mobile Room Based systems consider display compatibility.	Desktop	Desktop
Clinical Peripherals Supported?	No	No	No
Remote Access to Local PTZ Camera Required	Yes	No	No



OTN Videoconferencing End-Point Option Categories

	Retrofit Clinical Carts - Upgrades	New Analog-Based Clinical Cart
Example		
Products	MedVu rDoc MedVu R1	MedVuAv
Est. Mid-Range Cost	\$16k - \$19k	\$16k - \$21k
Description	Upgrade options for those with iDoc Lite and Intern MXP clinical carts only compatible with Cisco and Polycom codecs. *** iDoc Standard excluded ****	Videoconferencing using a new hardware video codec on a new cart (complete replacement). Use where clinical peripherals are required.
Alternative to	Clinical Carts with Peripherals	Clinical Carts with Peripherals
Clinical Peripherals Supported?	Exam Camera, ENT Scope, etc.	Exam Camera, ENT Scope, etc.
Remote Access to Local PTZ Camera Required	Yes	Yes
Other Options	Dual Monitor Laptop Connection for Content	Dual Monitor Laptop Connection for Content