

# WYOMING MEDICAL CENTER REDUCES MEDICAL AND SECURITY SYSTEM CONSULTING AND TECHNOLOGY COSTS



**The security system consultant fee for the new Wyoming Medical Center West Tower was 25% of total system costs. By choosing HSS Systems Integration to provide consulting, design, build, and project management, the hospital had a single source for all needed technology—and saved \$150,000.**

Wyoming Medical Center (WMC), located in Casper, the state's second largest city, is a not-for-profit, 501(c)3 acute care hospital and Regional Trauma Center. The hospital has:

- ▶ 189 patient beds
- ▶ More than 719,000 square feet of space covering four city blocks
- ▶ 1,200 highly skilled faculty and staff and more than 160 credentialed physicians on staff
- ▶ Comprehensive medical services in specialties that include emergency services, heart and vascular services, neurology and neurosurgery, and infectious diseases



*McMurry West Tower Lobby*

In 2010, WMC began planning for a facility addition as part of its commitment to continually improve the quality of its medical services. The \$42.5 million West Tower, which opened in fall 2014, adds 100,000 square feet of state-of-the-art space, devotes one full floor to mothers and babies, and another floor to a new Orthopedic, Spine, and General Surgery Center, designed to centralize treatments and shorten recovery times.

## INTEGRATING MEDICAL AND SECURITY TECHNOLOGY IN THE NEW TOWER

A key part of the new tower, named McMurry West Tower for long-time WMC supporters and donors, is integrated technology for medical and security services, including:

- ▶ Access control
- ▶ Video surveillance
- ▶ Tele-data systems to link phones, patient beds, etc., to the WMC backbone network
- ▶ Audio-video systems, such as overhead projectors, lecterns, and microphones

In projects such as the McMurry West Tower, the fee for systems integration consulting and coordinating is typically around 25% of total system costs. After securing an estimate from a security consulting firm, the hospital asked its owner representative, Milestone Project Management, to contact HSS Systems Integration.

HSS is a familiar name to WMC leadership. HSS Healthcare Security is WMC's long-term security services partner and HSS Systems Integration had previously consulted with them on several projects and had converted the hospital's analog cameras to an IP-based system.

After reviewing the project, HSS submitted an estimate that saved the hospital more than \$150,000 and met the hospital's technology objectives, including seamless integration with existing systems, reliability, and ease of use by hospital staff.

### A CUSTOMIZED SOLUTION USING TECHNOLOGY BEST PRACTICES

"The project enabled us to use the full range of our technology integration capabilities," says Bryan Jones, Director, HSS Systems Integration. "This included consulting, design, build, and project management. We called upon HSS's security experience with hospitals across the nation and our knowledge of technology best practices to develop a customized solution for this hospital and its location in the heart of Wyoming."

HSS Systems Integration bid the needed technology, held all approved contracts, reviewed invoices, and

controlled the work to ensure it met quality and performance standards. Selected technology included:

- ▶ Avigilon IP cameras
- ▶ DSX cards and readers
- ▶ GigaSpan Solutions for tele-data
- ▶ Logic Integration for audio-video

"Wyoming Medical Center has an excellent long-standing relationship with Comtronix, a Casper security systems firm," continued Jones. "We trained Comtronix on the West Tower's electronic security systems so they could service them. The last thing the hospital needed was for us to recommend systems that could not be maintained or serviced locally. Denver, the nearest large city and major airport, is a four-hour drive away, so it is difficult for them to get timely service."

### "MORE RESPONSIVE AND CUSTOMER-FOCUSED"

David Peterson, Rocky Mountain Area Manager for Milestone Project Management, said "We had a very positive working relationship with HSS. Bryan Jones and his team worked closely with us on technology-related construction issues and with the hospital to ensure the selected technology matched their needs and expectations. HSS served as our one-stop shop for everything—low-voltage, AV, and security systems. The vendors they brought into the project, Comtronix, GigaSpan, and others, were outstanding, too, which is a credit to HSS's due diligence.



*McMurry West Tower Pre-Op*

"Compared to other companies I've worked with on similar services, HSS is more responsive and customer-focused," added Peterson. "I knew if I sent an email or a text, or if I asked for help, I'd get it. This is what I look for in team members on a project like this one—someone willing to take the ball and run with it. I would definitely recommend HSS to other clients."

### For more information about HSS Healthcare Security, contact:

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