**BACKGROUNDER**

**OVERVIEW:** Amplion disrupts legacy nurse call systems and delivers compelling, real-time, point-of-care data that helps hospitals deliver value-based care. The [Amplion care assurance platform](https://www.amplionalert.com/amplion-alert-platform/) combines advanced nurse call, care collaboration tools, alarm management, reporting and data analytics in a single system to track, manage and confirm care delivery for every patient. More importantly, it closes care loops, promotes teamwork and supplies the data analytics nursing leaders need to provide safer, smarter patient care and a better patient experience that yields higher HCAHPS scores and lower costs.

**FOOTPRINT:** 55 facilities in 22 states with 124 million messages delivered; clients include hospitals in the following systems: [Lifepoint Health](http://www.lifepointhealth.net/), [RWJBarnabas Health](https://www.rwjbh.org/), [Select Medical](https://www.selectmedical.com/), [Kindred Healthcare](https://www.kindredhealthcare.com/), and [RCCH Healthcare Partners](https://rcchhealth.com/) -- as well as independent regional and community hospitals.

**BACK STORY:** Company [launched after founder David Condra spent weeks in the hospital with his critically-ill parents](https://vimeo.com/164178321). Witnessing unclosed care loops, numerous inefficiencies and hearing hundreds of alarms, he quickly realized nurses weren’t usually the issue -- they were working hard to deliver excellent care. Rather, the unclosed care loops were a systematic problem needing a systematic solution. An engineer with 35+ years of experience building tech and communications companies, he channeled his expertise into transforming nurse call, developing the first care assurance platform in the healthcare industry.

**PRODUCT:** *Amplion Alert* – [A unified, software-based platform replacing legacy nurse call with a suite of powerful, real-time, point-of-care communications and data analytics tools](https://vimeo.com/171830808). The system improves the quality and consistency of care by helping caregivers assure that patient care is delivered quickly and efficiently. The care delivery data and integrated reporting/analytics offer unprecedented information to enhance the patient/staff experience. Open source technology promotes interoperability, does not require middleware and lowers lifetime cost of ownership.

**COMPONENTS:** *Advanced nurse call:* Multi-point notification system; patient messages sent to nurse’s station, HIPAA-protected hallway monitor, nurse smartphone, telemetry communication; automatic escalation until care is delivered and care loop is closed

*Alarm management:* Monitors alarming devices in patient room; alarms integrated into nurse call communications loop to automatically notify the appropriate caregiver to respond; helps eliminate false positives to reduce alarm fatigue and create quieter rooms

 *Fall protection:* Bed, chair, toilet seat alerts, with toilet station talkback unit

*Smart light technology:* Colored/flashing dome lights outside room can direct appropriate caregiver response without the need to enter the room to assess request

*Reporting:* Integrated data/analytics portal delivers customizable, visualized reports showing objective, real-time views of patient room activity and staff performance; enterprise-level dashboards with dynamic drill downs enable hospital leadership to pinpoint issues and analyze opportunities for improvement in real time

*Support/remote monitoring:* Customer support; 24/7/365 remote technical monitoring to address operational/system performance

**CARE ISSUES**

**ADDRESSED:** *Patient care/safety:* It facilitates consistent quality patient care and reduces falls/pressure ulcers; it also enables a better patient experience that improves HCAHPS scores

*Operational:* It eliminates poor communications, workflow inefficiencies, workload imbalance, nurse fatigue and burnout and supports a better, more effective staffing mix

*Enterprise realities:* It increases actionable care data and reduces facility financial pressures

**MORE INFO:** [Next level patient care: Amplion eBook “Real Time or Left Behind”](http://info.amplionalert.com/is-nurse-call-still-necessary?__hssc=57871093.1.1467035489400&__hstc=57871093.0e82e3e4360bf90d7d02e4c562303b26.1462820002927.1466800303633.1467035489400.23&__hsfp=257322715&hsCtaTracking=686aebf6-ef01-4570-9ecb-0bf4a2bd9c3a%7C4bf67a86-576d-4c90-9b22-3356b66511b7)

[Gartner report: “Is Nurse Call Still Necessary?” in Amplion blog “RTHS Shaping Nurse Call”](https://blog.amplionalert.com/real-time-health-systems-shaping-future-nurse-call-gartner-report)

[Nashville Medical News: “Using Technology, data to turn the tide on alarm fatigue”](http://www.nashvillemedicalnews.com/using-technology-data-to-turn-the-tide-on-alarm-fatigue-cms-1586)

**LEADERSHIP:** [*David Condra, executive chairman and founder*](https://www.amplionalert.com/team/)

* Founding president of Nashville Technology Council (320 tech-related members)
* Founded Nashville Capital Network for region’s angel community
* Volunteer pilot with Angel Flight transporting patients in need
* BS, Electrical Engineering, Vanderbilt University

 *[Frank Grant, president and CEO](https://www.amplionalert.com/team/)*

* Previously vice president, sales and marketing, Amplion
* Previously chief sales and marketing officer, Adremia, provider of revenue-cycle and reimbursement services to U.S. hospitals
* Led Cisco Systems’ North American Healthcare practice
* Board service with organizations including the Healthcare Security Alliance
* BS and MBM, Vanderbilt University’s Owen Graduate School of Management

[*Mark Rowan, chief technology officer*](https://www.amplionalert.com/team/)

* Most recently served as CEO of Griffin Medical, a JV-based mobile accessories start-up providing cutting-edge technology for front-line healthcare providers
* Served six years as president of Griffin Technologies, a global leader in accessories for home, mobile, and personal technology
* Previous roles in product marketing and design engineering
* BS, Western Kentucky University; EMBA (June 2018), Boston University Questrom School of Business

 [*Jeff Gould, chief strategy officer*](https://www.amplionalert.com/team/)

* Previously tech sales and marketing assignments with companies including IBM, Cisco, as well as early-stage companies and a partner in a venture capital firm
* Adjunct professor, Belmont University’s Massey School of Business
* BS, Business Administration, Vanderbilt University; MBA, Northwestern University

*Sherry Henricks, vice president, sales, marketing and customer success*

* Previously senior vp of sales, Extension Healthcare (now Vocera Communications)
* Board member/advisor for multiple technology start-up companies
* BS and MBA degrees from University of Maryland

**EMPLOYEES:** 40

**WEBSITE:** [www.amplionalert.com](http://www.amplionalert.com)

**SOCIAL: Twitter:** @amplionalert **LinkedIn:** Amplion Clinical Communications, Inc.

**AT HIMSS:** Booth at Innovation LIVE area, Kiosk #9900-10

**SPEAKING:** Frank Grant, president & CEO, Tuesday, March 6, 2:00 p.m. – 2:20 p.m. PST

 [HIMSS18 Innovation Live Theatre](https://www.plantour.com/show/himss-2018/himss18-exhibit-options/innovation-live-new-for-himss18/innovation-live-exhibiting-options)

**MEDIA:** Frank Limpus, 615-668-9938, frank@limpuscommunications.com

 Susan Hassell, 615-579-3505, shassell@amplionalert.com

###