**BACKGROUNDER**

**OVERVIEW:** Amplion disrupts legacy nurse call. 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. It closes care loops, promotes teamwork and delivers the real-time point-of-care data nursing leaders need to provide safer, smarter patient care.

**FOOTPRINT:** 50 facilities in 20 states with 112 million messages delivered; clients include hospitals in the following systems, RWJBarnabas Health, Select Medical, Kindred Healthcare, and RCCH Healthcare Partners 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 performance improvement tools](https://vimeo.com/171830808). The system improves the quality and consistency of care by assuring patient care is delivered. Real-time care delivery data and integrated reporting/analytics offer unprecedented information to enhance 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:* Consistent quality care; better patient experience; improve HCAHPS scores; reduce falls/pressure ulcers

*Operational:* Poor communications; workflow inefficiencies; workload balance; nurse fatigue and burnout; staffing mix

*Enterprise realities:* Financial pressures; increased competition; lack of actionable data

**MORE INFO:** [Gartner report: “Is Nurse Call Still Necessary?”](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)

[Healthcare Dive: “Don’t get too excited over smart rooms just so fast”](http://www.healthcaredive.com/news/dont-get-too-excited-over-smart-rooms-just-so-fast/427298/)

[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)

[Becker’s: “Patient caregivers more critical of hospital experience than patients”](http://www.beckershospitalreview.com/quality/patient-caregivers-more-critical-of-hospital-experience-than-patients-themselves-4-takeaways.html)

**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

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

* Previously president and CEO of Healthcare Management Systems, provider of information technology to 700+ hospitals
* Board member, Nashville Healthcare Council & Nashville Technology Council
* BS, Mathematics, Vanderbilt University

*[Frank Grant, chief sales and marketing officer](https://www.amplionalert.com/team/)*

* 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

[*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

**EMPLOYEES:** 31

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