



Forward-Thinking Healthcare Solutions

Innovative solutions designed for enhanced patient safety & care

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Foreword

“We first met in 2003 when Phil was the UK & Ireland Channel Lead at Honeywell and Keith, as Dakota’s MD, was about to embark on the company’s ascendancy into the Healthcare and Supply Chain sectors.

Since those early years and having maintained our ongoing friendship, our professional paths have since crossed once again, enabling us to collaborate and lead Dakota into new market sectors and initiatives whilst embracing emerging and cutting-edge technologies.

Capitalising on Dakota’s significant reputation and success to date, we are both proud to be the Directors of a dynamic, forward-thinking team of experienced individuals who will no doubt help us to steer the business to further success whilst maintaining our continued drive for customer care and satisfaction.

Our ethos is to always be the industry’s trusted advisers.”

Keith Hardy
(Managing Director)

Philip Jarrett
(Commercial Director)

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 [dakotahealth1](https://twitter.com/dakotahealth1)



ABOUT DAKOTA HEALTHCARE

Dakota Healthcare provides true integration expertise across a broad range of healthcare applications, enabling medical professionals in over 200 NHS Trusts to understand and adopt digitalised data capture technologies.

Our fit-for-purpose solutions have been created with the efficient communication between medical professionals in mind, in addition to enhancing and enriching patient care.

We have considerable experience in deploying Patient ID systems at admission as well as point-of-care, domiciliary care, asset-tracking and inventory control solutions into leading hospital systems such as Meditech, Cerner, Dedalus (formerly Lorenzo), CliniSys (formerly Sunquest) and Epic Software.

Our relationships with industry-leading hardware manufacturers and software providers help us bring best-of-breed products and solutions to our healthcare clients, thanks to our close working relationships with framework resellers and the NHS Supply Chain.

Our ethos is to support and retain our clients through the provision of outstanding customer service.

Our value-add is our consultative approach. We offer advice and recommendations to help our clients select the right devices and technology for their specific requirements.

Our strength is the ability to offer a complete solution, enabling our clients to deal with only one supplier partner for all their data capture and printing requirements, whilst guiding them through the whole process, from product selection to implementation.

Our focus is our clients.



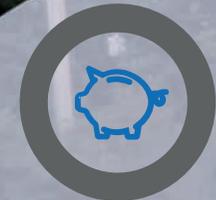
Maximise Efficiency



Become more Competitive



Increase Productivity



Rapid Return on Investment



Reduce Errors

DAKOTA: YOUR COMPLETE SOLUTION PARTNER

With the ability to offer a complete solution which enables our clients to deal with only one partner for all their data capture requirements, we deliver tailored solutions to challenge and maximise our clients' requirements, working directly with them from initial analysis of processes and feasibility study, through to design, implementation, training and after sales support.

We are fully equipped to deliver solutions, services and support within new, existing or legacy IT infrastructures which help to optimise healthcare environments whilst working effectively and seamlessly within designated time-scales.



Our strong relationships with some of the industry's leading vendors enables us to offer our clients best-of-breed products, software, services and solutions, allowing them to enhance patient safety and care with minimal disruption to on-going daily routines.



Our innovative solutions have been competitively deployed within applications such as Asset Tracking, Bedside Point-of-Care, Track and Trace, Domiciliary Care, Inventory Control and Positive Patient ID.



Our Mission Statement

“Our mission is to deliver a range of technology-centric, industry-leading data capture solutions into the hands of our clients which are designed to enrich and empower their business processes, whilst maintaining our service-focused approach.”

As technological advances develop, so do our solutions. Thanks to our consultative methodology and strategic approach, combined with high levels of expertise and rich industry knowledge, we are well-placed to offer advice and recommendations to support our clients in the selection of the right devices and technologies for their specific requirements, helping them to achieve improved business practices through the deployment of reliable, innovative and fit-for-purpose solutions.”



Partner

OUR HEALTHCARE PORTFOLIO

PROFESSIONAL SERVICES

- Consultancy & Advice
- System Design
- Implementation
- Project Management
- RF Site Surveys
- Training
- Installation & Configuration

HARDWARE & MEDIA

- Voice-Directed Hardware
- Handheld Barcode Scanners
- Handheld Computers & PDAs
- Barcode Printers
- Tablets & All-in-One PCs
- Medical Grade Keyboards & Mice
- Labels & Wristbands
- Mobile Carts
- Printer Consumables
- Intelligent Cabinets

SUPPORT

- Managed Systems Support
- Software Maintenance
- Hardware Repairs

HEALTHCARE SOLUTIONS

Voice Solutions

Positive Patient ID

GS1 Standards

Inventory Control

Bedside
Point-of-Care

UDI Compliance

Asset Tagging

Domiciliary Care

Falsified Medicines
Directive

Track & Trace

HEALTHCARE SOLUTIONS

Innovative solutions for enhanced patient care

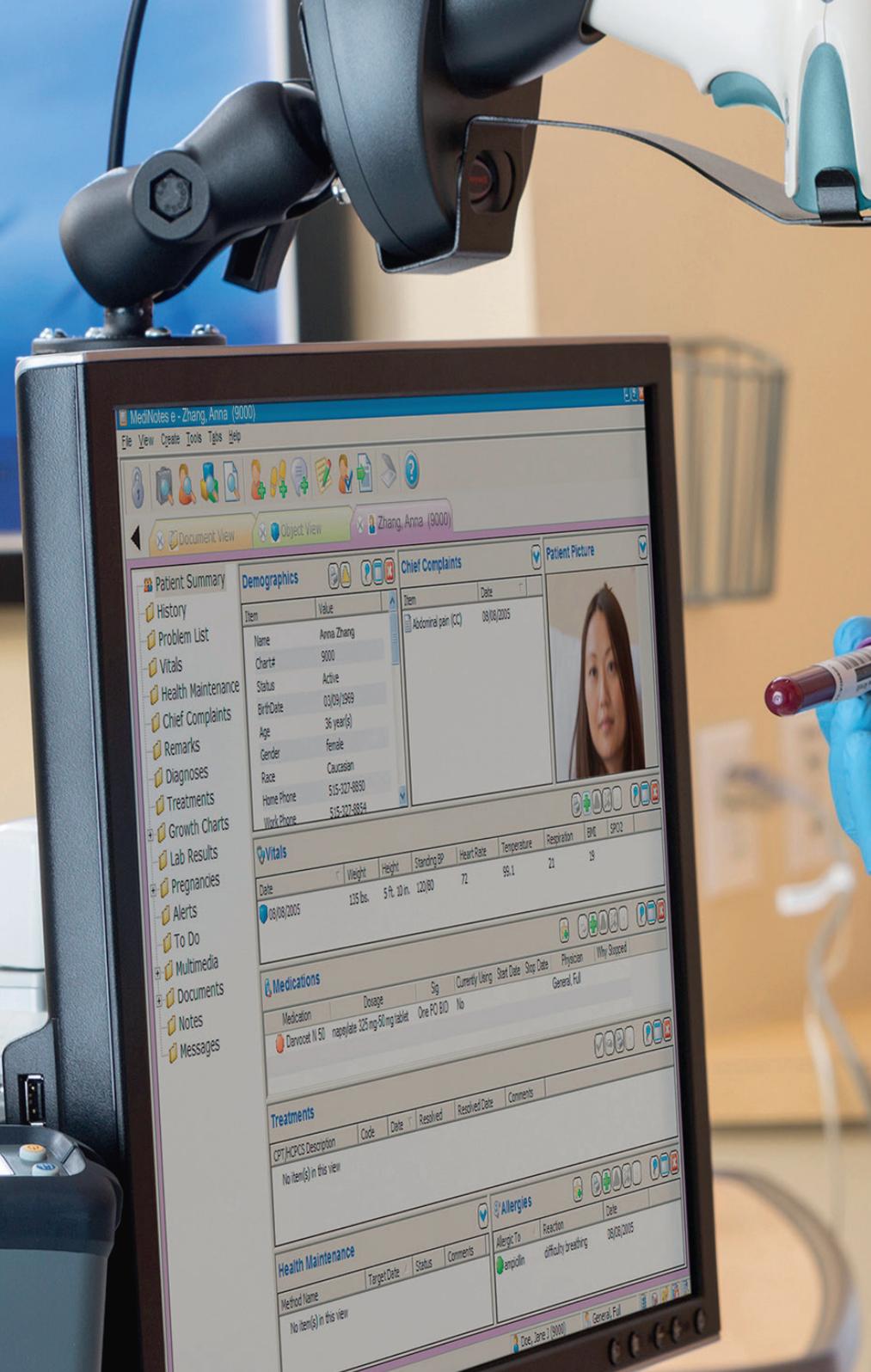
Positive Patient ID

The ability to identify a patient correctly has to be the first step in preventing patient mismatch errors.

All patient wristbands produced within the NHS are required to contain a 2D GS1 Datamatrix barcode containing at least the NHS Number, full name and date of birth of the patient.

We offer a range of full integrated patient wristband solutions which include the following elements:

- Software integration with various hospital PAS systems including Cerner, EPIC, McKesson, Meditech and Ascribe
- Recommendation of fit-for-purpose technology products including wristband printers, thermal transfer barcode printers and matching consumables
- Disinfectant-ready/antimicrobial 1D and 2D barcode scanners
- PDAs, mobile computers and tablet PCs manufactured with antimicrobial protection
- Solution consultancy, pilot and post-warranty support





Our patient wristband solutions offer a comprehensive range of benefits:

- Positively and accurately identify patients
- Eliminate manual checks to speed up identification processes
- Deliver improved auditing and data usage
- Reduce patient safety incidents and litigation
- Deliver a better overall patient experience

Bedside Point-of-Care

We deliver mobile point-of-care computing and printing solutions aimed at improving bedside care and the patient experience whilst facilitating efficient communication between medical professionals.

We provide customisable, fit-for-purpose medical cart solutions designed for a range of applications including ePR, ePMA, Order Comms and GS1 Compliance.

We understand that moving to a mobile cart solution involves a change of working practice. There are many options to consider, both from a cart and hardware perspective.

We are also well-placed to recommend our range of complimentary solution hardware including wristband printers, portable barcode printers, barcode scanners and all-in-one medical grade PCs.

“These devices have transformed the way that we work within our hospital and we are delighted that we have such a good technology partner in the form of Dakota. The use of this technology has really opened our eyes in terms of what it can do to assist the flow of communication, making life that much better for our staff and patients alike.”

**Associate Medical Director and Chief Clinical Information Officer
Calderdale & Huddersfield NHS Foundation Trust**



Domiciliary Care

In light of the ongoing pressures on the NHS and bed shortages in hospitals, patients tend to be discharged as quickly and as feasibly as they can; being sent back home to recuperate after treatment or operations.

Community nurses, healthcare assistants, health visitors and carers require innovative solutions which enable them to seamlessly and securely access real-time information at the point-of-care.

We are able to recommend mobile computing, printing technology and secure remote connectivity via the Health and Social Care Network (HSCN) to reduce administrative tasks for mobile workers and help deliver a paper-light NHS, whilst improving efficiencies and patient care.



Track & Trace

eTrakLogic is a cost effective and fully scalable mobile solution. It allows users to accurately track anything in transit such as specimen and blood samples, assets or pharmaceuticals, and can even be used to monitor the patient transport service.

Features and Benefits

- Fully customisable track and trace solution
- Real-time updates
- Simple and easy to use
- Fully hosted solution
- Multiple use cases
- Customisable alerts for items in transit
- System integration available

“The benefits of our new solution have been far-reaching. Not only do we continue to be fully compliant with UKAS standards, we have also removed the requirement for a patient to undergo additional testing due to a lost or misplaced sample. The solution works perfectly for us today and has the ability to evolve as our business changes in the future.”

Head of Transport
QE Transport Services



eTrakLogic



End-to-end laboratory transport solution

To compliment eTrakLogic tracking software, we offer a range of barcoded transport bags and cases, giving a complete single-source solution for the transportation of lab samples. Offering the same level of control and traceability as the software itself, our secure blood and sample product transport solutions provide significant financial and operational benefits.

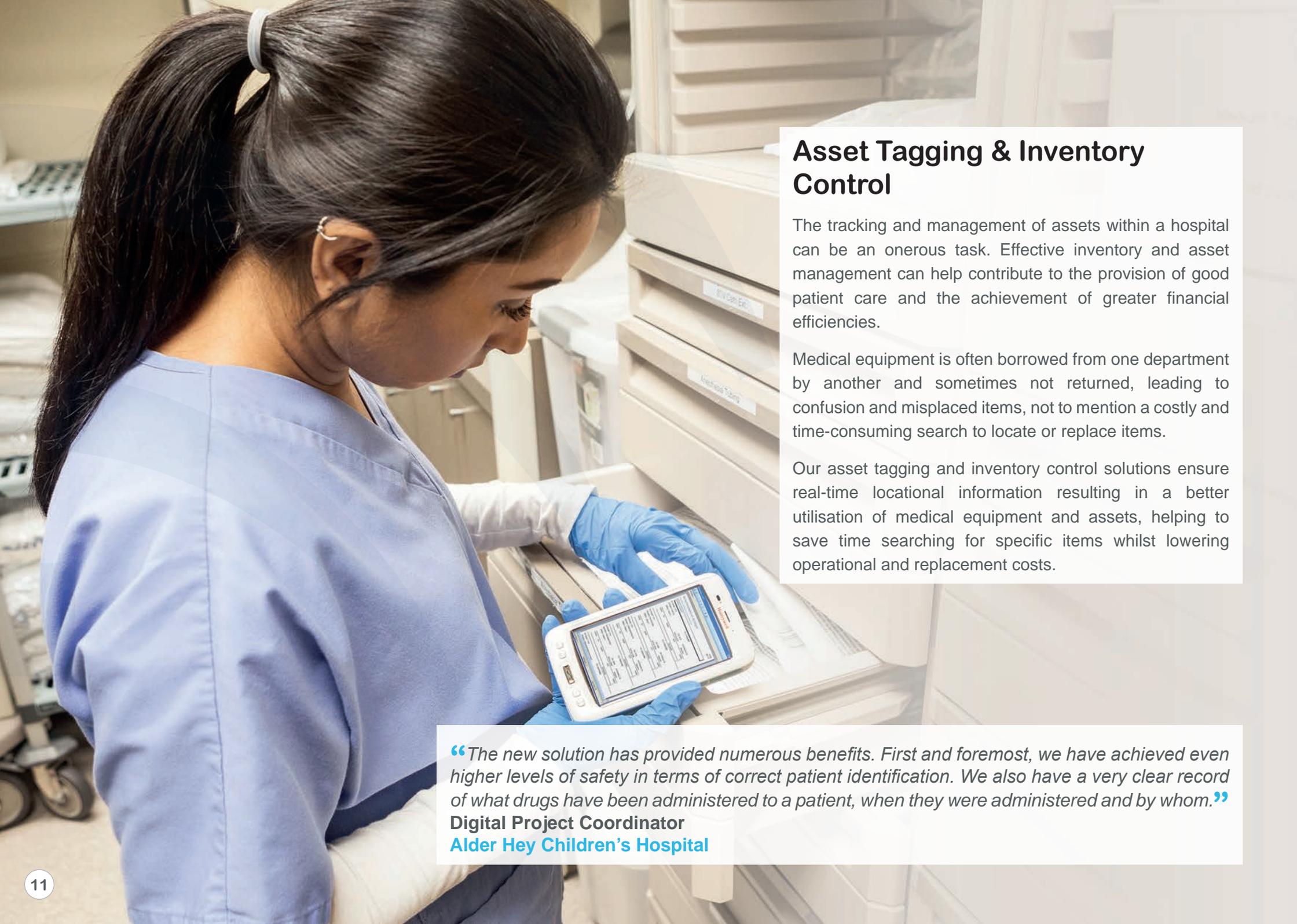
Blood transport cases:

- Allow blood products to be moved at a stable ambient or cool temperature
- Can be manufactured in antimicrobial material
- Are tamper-evident to ensure security in transit
- Can have a unique barcode label for tracking in transit
- Can be personalised with a hospital or Trust name

Leak-proof specimen bags & padded sample products cases:

- Contains leaks so they do not contaminate other samples in the same consignment, which is key in avoiding unnecessary costly delays
- Can be manufactured in a size to meet exact needs and requirements





Asset Tagging & Inventory Control

The tracking and management of assets within a hospital can be an onerous task. Effective inventory and asset management can help contribute to the provision of good patient care and the achievement of greater financial efficiencies.

Medical equipment is often borrowed from one department by another and sometimes not returned, leading to confusion and misplaced items, not to mention a costly and time-consuming search to locate or replace items.

Our asset tagging and inventory control solutions ensure real-time locational information resulting in a better utilisation of medical equipment and assets, helping to save time searching for specific items whilst lowering operational and replacement costs.

“The new solution has provided numerous benefits. First and foremost, we have achieved even higher levels of safety in terms of correct patient identification. We also have a very clear record of what drugs have been administered to a patient, when they were administered and by whom.”

Digital Project Coordinator
Alder Hey Children’s Hospital



Asset repair and maintenance activities can also be accurately tracked creating a better and safer patient experience, while the use of barcoding removes manual asset update processes. Utilising Dakota's expertise in Direct Part Marking (DPM) and RFID technology allows for the tracking of items and an improvement in efficiencies in a number of areas within a hospital environment, helping to save time and money:

- Surgical equipment tracking
- Materials management
- Theatre inventory
- Surgical instrument tracking (incl. Direct Part Marking identification)
- Food tray tracking

UDI Compliance

Recent legislation by the FDA (Food and Drug Administration) has changed the rules for the tracking and tracing of medical devices.

All medical devices must carry a Unique Device Identifier (UDI). The UDI label must be readable and scannable from the point of production, during shipment, throughout the use of the product and finally right up to its disposal.

We can deploy a complete solution to help comply with UDI regulation, including:

- Wireless technology, warehouse automation hardware and integration services
- Software solutions including label design, printing integration with product databases and link-back to the FDA database
- Barcode scanners which can capture 2D DPM laser edge barcodes on metal devices
- Barcode printers and specialised labels

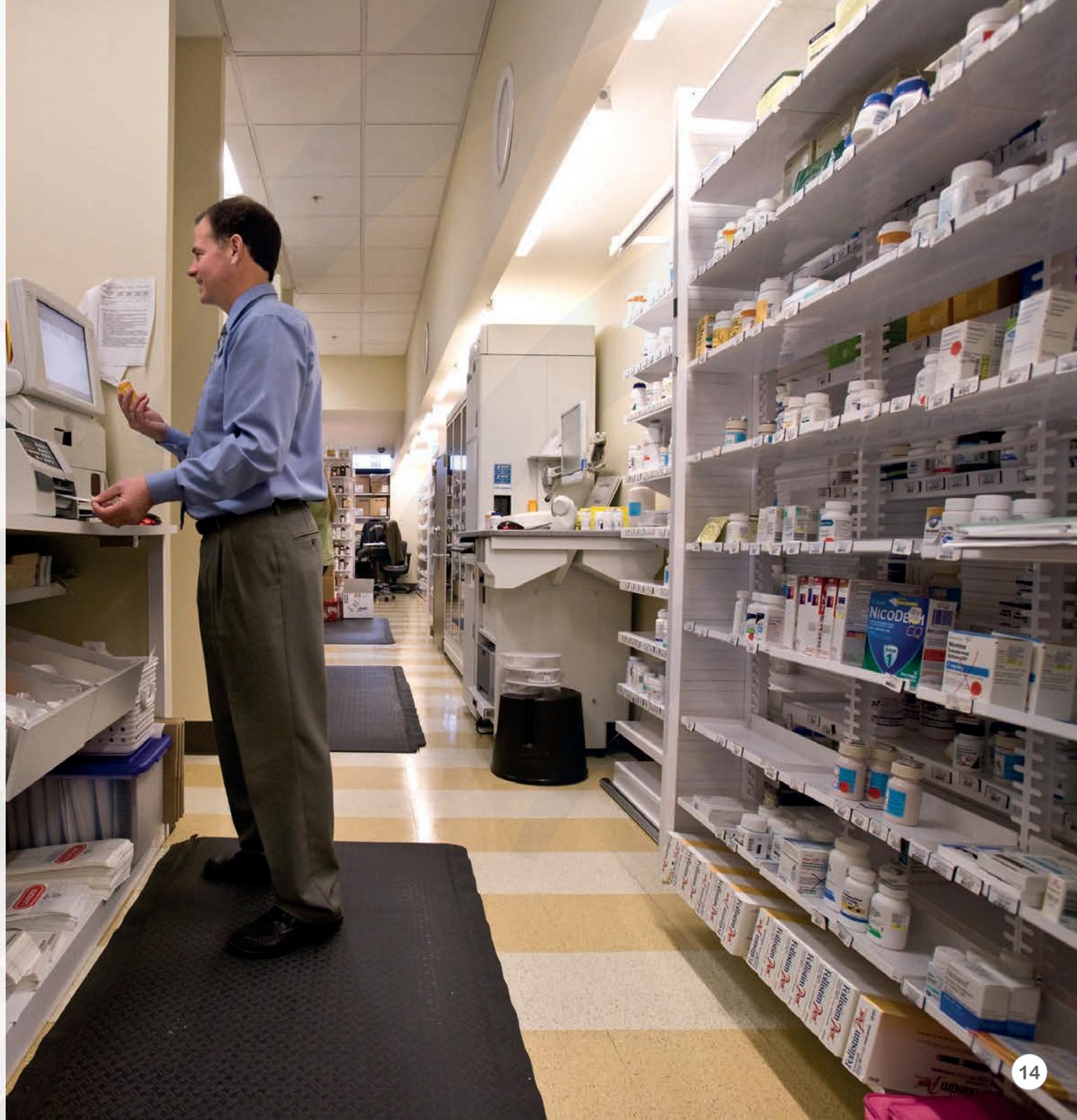


Falsified Medicines Directive (FMD)

Under the FMD Initiative, all new packs of prescription medicines placed on the market in Europe have to include two safety features: a unique identifier (UI) in the form of a 2D data matrix barcode and a sealed anti-tampering device (ATD).

In order to reduce the risk of falsified medicines reaching patients, community pharmacies will have to authenticate each pack as part of the dispensing process before the medicine is supplied.

We provide a range of barcode scanning solutions designed to be used within pharmacies, including hands-free, fixed mount and on-counter tethered and wireless barcode scanners, all of which are compatible with Trust Pharmaceutical Systems and GS1-compliant barcodes.





“At the start of this process, it seemed like we were faced with an insurmountable task, however with the help of Dakota, we are well on the way to becoming fully compliant with the Scan4Safety initiative.”

Scan4Safety Programme Manager
Airedale and Bradford NHS Trust

GS1 Standards

As a GS1 UK Partner we have deployed our GS1 UK-approved wristband solutions into over 20 NHS Trusts.

Our GS1 UK-accredited PASidMED® Solution integrates with Trusts' Patient Administration Systems (PAS) to produce printed wristbands without physically altering the PAS software itself.

With the ability to format printed wristbands in accordance with the DCB1077 standard using 2D GS1 Datamatrix barcodes containing hospital system and PAS number identifiers, our solution offers seamless integration within existing hospital systems.

Offering a viable contingency should the PAS system become unavailable or if wristbands need to be produced quickly, our solution offers neo-natal and maternity conformance and alleviates risk management issues, while our on-site commissioning ensures a live, working solution from the offset.

We also support the Scan4Safety initiative as part of the eProcurement strategy set out by the Department of Health in 2014. We are involved in projects with the 6 NHS Acute Trusts selected as demonstrator sites of excellence for the use of GS1 and PEPPOL Standards.

We can also help to create, integrate and use Global Location Numbers (GLNs) within any internal database. We have assisted several Trusts with the automation of their supply chain processes thanks to the effective use of GLNs on barcoded labels, thus replacing manual and time-consuming involvement.





Voice in Pharmacies and Pharmaceutical Distribution

Offering a wealth of advantages over traditional RF scanning and paper-based picking, voice-directed data capture solutions are fast becoming a popular choice within a variety of healthcare-focused environments such as pharmaceutical distribution centres.

Conceptually, voice-directed picking is very similar to more traditional picking methods however with voice, prompts are delivered and responses are provided through the spoken word.

Voice-directed technology allows for the automation of picking and packing processes within a distribution centre which are traditionally paper or RF scanning-based.

For businesses that have fast-moving picking environments, broad SKU lists and more than ten product pickers, voice-directed technology is capable of producing game-changing results.

The benefits of voice-directed technology are numerous. As well as producing an impressive ROI, voice-directed technology can also help businesses increase productivity by up to 35 percent, whilst reducing errors by up to 50 percent.

Operator training times are lessened, while paper and label consumption is also reduced.

STATE-OF-THE-ART PRODUCTS FOR MISSION-CRITICAL HEALTHCARE APPLICATIONS



Handheld Barcode Scanners

Ergonomic and disinfectant-ready



All-in-One PCs

Fully antimicrobial, surgical grade computers with 60601-1 compliance



Medical Grade Keyboards & Mice

Easy to clean and disinfectant-ready



Mobile Carts

Lockable, height adjustable and easy to manoeuvre



PPE Solutions for Healthcare

Protective clothing, masks, reusable respirators & hoods



Handheld Computers & PDAs

Specialist handheld devices for healthcare environments



Device Storage

Intelligent Cabinets
Storage Racks
UV Sanitation Drawers
Controlled Access



Voice-Directed Hardware

Headsets & Voice-Enabled Computers

Printing Consumables

Printheads
Thermal / Direct Thermal Labels
Medical Records Labels
Pharmacy Labels
Slide Labels
Specimen Labels
Theatre Tray Labels
Custom Labels
Wristbands
Ribbons
Cartridges
Wristbands

Secure Mobile Data SIMs

Encrypted high-speed communications
with mobile access to NHS software

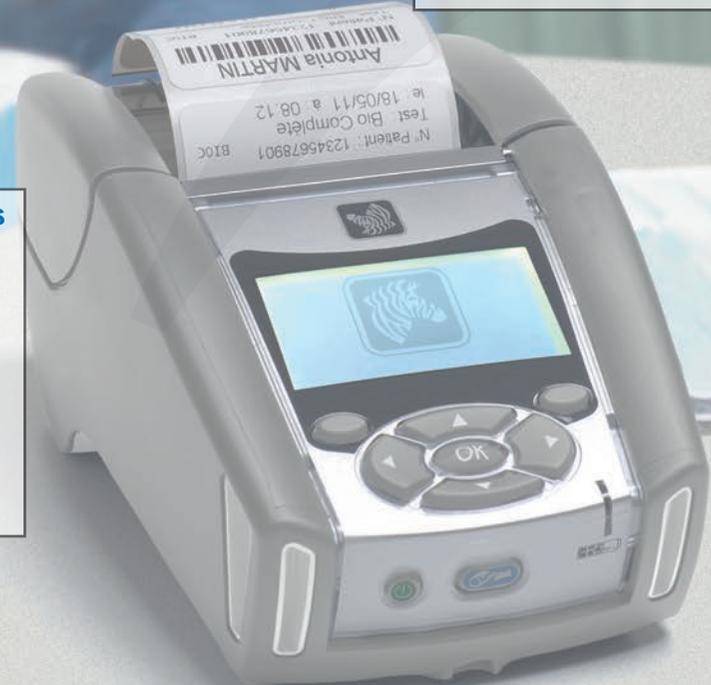


Tablets

Specialist tablets with
antimicrobial casings

Barcode Printers

Mobile Printers
Desktop Printers
Industrial Printers
Kiosk Printers
Wristband Printers
ID Card Printers
RFID Printers
Print Engines
GS1 Compliant



HEALTHCARE PARTNERS

Our relationships with industry-leading hardware manufacturers, software providers, application partners and procurement associates help us bring best-of-breed products and fit-for-purpose solutions to our clients.

Framework Partners



Supply Chain



Shared Business Services

Voice Partners



Hardware Partners



Software Partners



OUR HEALTHCARE CLIENTS



We work with over 200 NHS Trusts, including:

- Alder Hey Children's NHS Foundation Trust
- Bradford Teaching Hospitals NHS Foundation Trust
- Chelsea and Westminster Hospital NHS Foundation Trust
- Frimley Health NHS Foundation Trust
- Gateshead Health NHS Foundation Trust
- Great Ormond Street Hospital For Children NHS Foundation Trust
- Leeds Teaching Hospitals NHS Trust
- Liverpool University Hospitals NHS Foundation Trust
- Manchester University NHS Foundation Trust
- Mid Yorkshire Hospitals NHS Trust
- Milton Keynes University Hospital NHS Foundation Trust
- North Tees and Hartlepool NHS Foundation Trust
- Pennine Acute Hospitals NHS Trust
- Royal Berkshire NHS Foundation Trust
- Royal Devon and Exeter NHS Foundation Trust
- University Hospitals Birmingham NHS Foundation Trust
- University Hospitals Coventry and Warwickshire NHS Trust
- University Hospitals of Leicester NHS Trust

SERVICES & SUPPORT

Protect Your Investment

Used on a daily basis, data capture solutions promote a range of benefits, including streamlined operations and enhanced decision-making.

Ideally, the solution should work all of the time, however on the occasion that something does stop working, the effects can drastically reduce productivity and efficiency. Whatever the cause, solution downtime can affect the whole organisation.

In order to ensure that any organisation is not unnecessarily exposed to the risks of downtime, we offer a range of managed service offerings pertaining to both the support and maintenance of supplied hardware and accompanying software solutions, in addition to professional service offerings such as project management and technical requirement analysis services to aid in the delivery and implementation of our provided solutions.

Underpinned by our own in-house expertise, our managed and professional service offerings have been developed to give complete peace of mind by investing in expertise which will oversee the end-to-end delivery and maintenance of the solution, allowing for efficient supply and cost saving opportunities.

They also ensure a single, central point of contact with our Managed Services Administrator, who is always on hand to answer questions or to offer advice. We provide a range of service and support contracts to suit a variety of needs and budget.

“I personally would highly recommend Dakota. They provided solutions to the issues we faced while their knowledge of the technology involved was invaluable and helped solve the challenges we faced in the project.”

Head of IM&T

Lancashire Teaching Hospital NHS Trust

TRANSFORMING PATIENT SAFETY & CARE



Voice-Care
Peace of mind for all.

Voice-Care is a ground-breaking solution developed specifically for the healthcare sector, designed to progressively transform patient safety and care.

It prioritises and manages the administration of medicines and patient observations through the use of voice-directed technology.

- ✦ Ensure 100% standardised process & full compliance
- ✦ Boost caregiver productivity by a minimum of 35%
- ✦ Optimised accuracy first time, every time
- ✦ Work hands & eyes free
- ✦ Record observations from the bedside in real time with voice
- ✦ Consistent & immediate information flow between clinicians
- ✦ Reduce carbon footprint
- ✦ Add photos & record free speech for shift changeovers
- ✦ Can be reconfigured to suit other healthcare applications
- ✦ Configurable to follow WHO Theatre Checklists
- ✦ Secure mobile phone app to share patient information with next of kin



Voice-Care Family App

- ✦ Real-time family updates
- ✦ Secure channel of communication between caregivers, patients & relatives
- ✦ Ensures next of kin with the correct security settings are fully updated
- ✦ Can provide an overview of treatment or medication administered
- ✦ Allows caregivers to focus on carrying out important tasks & care plans
- ✦ Reduces pressure on front-line staff to handle calls from concerned relatives
- ✦ Keeps phone lines free to facilitate calls between hospital departments
- ✦ Easy to download & operate



Triage



Bedside Care



Medication Administration



Theatre (WHO Compliance)



IVF



Maternity



Hospital Discharge



New Hospitals with a Digital Initiative



Asset / Machinery Inspection



Estates Inspection



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We Know Healthcare

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