

# VALUE PROPOSITION



## The Impact of Digital Medical Documentation in the Surgery Room

The market entry of the Quad Video Halo surgical recording solution has arrived at a time when there is heightened interest in the value of digital documentation in the surgery room.

At its core, surgical recordings provide indisputable visual evidence of the standard of care, best practices, and patient safety during surgical procedures.

**What is the operational value?** And why is there heightened interest?

The 2005 Patient Safety and Care Act (amended in 2020) prescribed a set of compliance requirements in hospital environments thus shining a light on the surgical processes and communication. As a result, the use of digital medical records has become a critical review and response tool across multiple disciplines.

- OR Operations -- QA peer reviews of OR processes and patient communications
- HR Processes -- Performance improvement reviews, strategies, and training
- Risk Management -- Confirmation of regulatory compliance and audit support.

A picture is truly worth a thousand words. It helps people grasp their full responsibilities as patient safety and care leaders. Having manually edited 5,000+ procedures with our 1st generation QVH system, we can confidently confirm that the presence of recording capability in a procedure room has a transformational impact on the human factors and team processes.

**Is there business value?** Yes, and it has a significant side effect!

Historically, the insurance industry has systematically subjected Doctor's post-procedure reports or litigation testimony to self-serving interpretations, followed by a long-drawn-out resolution process, and then a dramatic reduction in financial settlements, collectively known as the insurance claim game.

To address this issue, QVH recordings provide immediate and conclusive collaboration of a doctor's post-procedure report or testimony. It quickly brings to closure clarification requests, pre-trial discovery, and dispels biased expert witness interpretations.

**Profitability:** Every case and set of circumstances are different, but indisputable evidence has the potential to increase the rate of return of claim value and shorten the resolution period.

**Side Effect: Market Share Growth:** Optimization of insurance claims will not go unnoticed and will resonate in the legal community and market area medical practices, key sources of referrals.

**What makes the new NextGen 2.0 system from Quad Video Halo so unique?**

No footprint, No Cables, No Sounds, No Videographers, No Training

- End-to-end solution -- Completely automates recording, processing, display, and distribution.
- Operating Environment -- Non-Invasive, inconspicuous, runs-on-demand 24x7, tablet user interface.
- Comprehensive Views -- Simultaneous recording by multiple HD PTZ cameras and machine images.
- Compliance & Non-Proprietary -- HIPAA-compliant video recording with off-the-shelf technology.
- No Security Issues or Dependencies -- Self-contained system, inside the firewall, no cloud required.