



# BT Conferencing

Your Partner for Telehealth Success

## The BT Conferencing Advantage

- We support a variety of medical program requirements, including TRICARE and Polytrauma
- We possess extensive experience in designing and implementing telehealth video conferencing solutions
- We provide an end-to-end equipment and service solution for video, audio, web and streaming - serving as a single source for responding to all of customers' conferencing needs
- BT delivers the highest levels of quality visual communication and service to help speed diagnosis, reduce operational costs and expand healthcare services

With over a decade of Telemedicine experience, BT provides the Department of Defense and Veterans Affairs with the latest video telehealth conferencing solutions.



Above image represents  
AMD Mobile Exam Cart

## BT is the ideal partner to help you deliver Telehealth solutions

With the demand for accessible healthcare services increasing, Telehealth solutions have risen to the forefront as the leading technology for delivering global medical care. BT is an expert in providing conferencing products and services that promote improved communication and collaboration for healthcare professionals. For years, we've worked with medical facilities and professionals to enable better patient care, expand healthcare services and eliminate excessive costs. In addition, our telehealth conferencing solutions can assist in the treatment of remote homecare telehealth, telestroke and telepsychology. With these type of solutions, military and VA physicians are also able to expand their network and consult with medical centers within the military as well as the commercial medical community, and offer returning veterans an enhanced level of care and treatment options. BT offers video conferencing solutions ranging from basic portable systems for the field, ER telehealth carts and custom room systems.

### Easy-to-use

Expertise includes consultation, network design, operations planning and migration strategies that allow you to define the best telehealth conferencing solution.

### Reliable

We are experienced in supporting Polytrauma programs with conferencing solutions that provide comprehensive, high-quality and interdisciplinary care to patients. This enables physicians to consult with medical centers globally and provide an increased level of patient care.

### Cost-effective

With BT's full scope of conferencing solutions, you'll have the tools necessary to operate more efficiently and productively, increase and expand training options, improve disaster readiness and response and reduce costs and your carbon footprint.



Above image represents AMD-1500 Integrated Telemedicine Cart

Government agencies throughout the world are using visual communications to speed decision-making, provide employees with increased access to experts and information, and ensure real-time public safety response. BT conferencing has more than a decade of experience in successfully providing these same type of conferencing solutions to the US Government and public sector agencies. This includes a long history of delivering easy-to-use, cost-effective, secure and reliable video conferencing solutions to the federal government.

BT's Federal account managers, system engineers, network specialists, software engineers and helpdesk personnel lead the industry in knowledge and experience. In addition, BT's custom database Onward allows us to manage and scale enterprise video communications to deliver a cost-effective advantage for our customers. This helps provide our federal customers with reliable management solutions that include a very easy-to-use video web-based scheduling and management tool that also provides detailed ROI reporting and CO2 emission savings data.

## BT Conferencing Telehealth Contact Info

### BT Conferencing Federal Sales

#### Kathy Vito

Federal Inside Sales Manager  
11400 Commerce Park, 1st Floor  
Reston, Virginia 20191

**Phone:** (410) 360-5150

**Fax:** (410) 630-7767

**E-mail:** [FedSales@btvideoconferencing.com](mailto:FedSales@btvideoconferencing.com)

**Website:** <http://www.btconferencing.com/collaboration-solutions/for-government/>

# Why BT Conferencing?

We help you maximize the benefits of video while minimizing the challenges:

### Experience

- A leading reseller of Cisco and Polycom unified video communications technology
- Global Gold and Major TelePresence ATP for Cisco
- Cisco WebEx solutions
- Polycom Platinum Certified Reseller
- Polycom Certified Service Provider

### Installation

- Thousands of endpoints deployed globally
- Extensive AV Integration experience

### Support

- Follow-the-sun 24x7x365 worldwide support from redundant service centers in Denver, Philadelphia and London
- Over 50 Video Service Center Technicians – Tier 1 thru Tier 4
- Global call centers and helpdesk centers
- More than 400 MCUs and 25,000 endpoints maintained by BT Conferencing support programs

### Audio and Video Bridging Service

- Telepresence, High Definition and Standard Definition
- IP and ISDN video bridging services
- TIP interoperability services

### TelePresence Exchange

- BT's Global Video Exchange (GVE) is network agnostic
- Largest provider of public video conferencing services – supporting over 60,000 video conferences annually
- BT adoption programs for growing customer utilization

### Demonstration Facilities

- Located in New York City, Denver and London
- Each facility features Cisco CTS/T Series and Polycom Immersive technology, allowing you to experience a full comparison of leading multi-screen executive room solutions from a single location

### Purchasing Options

- BT Conferencing GSA Schedule GS-35F-0160S Includes AMD Peripherals, BT Services and Support
- Cisco GSA Schedule
- Cisco Capitol Leasing
- Polycom GSA Schedule

### Teaming Partner Purchasing Options

- NETCENTS (USAF)
- ESC III
- Networx (Qwest)
- ITES-2H
- SEWP (NASA)
- VA T4 Contract - Harris