



Patient Education Solutions

Printer Recommendations May 2010

Printing ExitCare documents in color is not required. With many facilities using ExitCare facility-wide, it is fair to say that one-half or more of our Users print in black only. The quality of the writing is the same, and the graphics and bulleted lists still add great value to the patient education efforts. However, the marketing phrase "color sells" really does apply to this patient education process. From years of anecdotal reports from our Customers, we strongly believe that providing our documents in color improves patient compliance, which is one of health care's primary goals. Because the cost of color printing is dramatically dropping while the quality and speed is improving, we believe that printing ExitCare patient educational materials in color is very realistic for many facilities and/or departments. Consequently, we are here providing information only on color printers (with the exception of a black-only roll printer for printing prescriptions only).

The basic information provided below about considerations in selecting a printer should help guide your selection process.

With ExitCare, there is another point to consider if you will also be licensing the ExitMeds Medication Management System. You have the option to print scripts on another printer, or a second paper tray within a printer, or from the same tray and same printer. If you choose to purchase a printer with two paper trays, make sure that the trays are user selectable/programmable. The second tray (or printer) is especially important if you intend on printing your scripts on special, tamper-resistant security paper (required in some states). Also be sure that the tray for printing prescriptions can print on the size paper you would be using. Printers vary in their ability to work with paper that is shorter and/or narrower than regular letter paper. The availability, models and drivers of printers are constantly changing. *Be sure to check with your printer vendor/manufacturer that the printer you are selecting, whether from this list or otherwise, will accommodate what you need to do in terms of tray selection/setup, paper size, securing paper trays, etc.* The newest generation of printers typically allows ExitCare Patient Educational materials to be printed in "Draft Mode" greatly increasing the speed (pages per minute or ppm), and reducing the amount of ink used. Each User must decide for themselves on issues of price, speed, and quality. When looking at duty cycles, realize that typical Patient Education handout sets, which include a Patient Signature Page and prescription, is between three and six pages.

Ink Jet Printers

Given the low cost of quality ink jet printers today, you may consider, whenever space allows, each computer having its own local USB printer. Because laser-type color printers have become so much more price-competitive, and usually provide better print quality and have higher duty cycles, you may choose to consider only laser or laser-type printers.

Solid Ink Printers

Solid ink printing technology has arrived and works great. Currently, only Xerox provides this choice. We liked it for our needs so much we have bought the past two models for our own office. They continue to come out with faster and less expensive models. The colors are great and the printed pages are nearly waterproof.

Xerox Phaser 8560/N - This printer is rated at 30 ppm in black and color, with first page out in 5 to 6 seconds. This printer is designed for up to 85,000 pages per month volume. Black and color printing is with solid ink technology. It is more cost effective than ink jet printing, and produces almost no environmental waste. Current list pricing is \$799 for the network ready model and two input paper sources (one tray, one flip down for Rx paper, etc.). An extra bottom tray is available. It is network and USB ready, with optional wireless.

Free shipping available from Advanced Technology Systems, Inc. Contact John Posavad at jposavad@advtek.com.

Laser Printers

Color laser printers have dramatically come down in price and up in print speeds. There are many models today that may meet your budget and performance needs. The availability and models of printers are constantly changing, so always check your suppliers for the latest models and prices.

Secured Thermal Rx Printer (similar to label printers)

These are printers which typically are very small in size, and print from a roll of paper. We have checked out the Star TSP800Rx, which includes a secure lid so you can protect your special Rx paper. This printer is available with parallel, USB, WiFi, and Network connection choices. While Star printers are widely available, one vendor we have been referred to by the manufacturer is International Point of Sale (www.internationalpointofsale.com).