

# Colorado Hospital Cleans Up with SK&T Integration and Zebra® Speciality Healthcare Solutions



**Challenge:** Not many hospitals sterilize their own surgical equipment on-site, preferring instead to outsource the task to professional labs. But a large Colorado-based not-for-profit acute care hospital boasts its own sterilization lab that serves up an array of sterile surgical equipment for 8,000+ surgeries per year at the hospital. Lab staff recognized, however, that their sterilization process needed to be streamlined for easier, faster tracking and distribution of the sterilized tools. So they began to seek out a more accurate and reliable system for labeling the surgical kits that they processed. The trick would be to find media that could withstand the extremely high temperatures reached in the sterilization process, along with a more advanced high-resolution thermal printer that would perform without fail.

Moreover, at almost the same time, HIPAA's patient privacy standards had become more stringent and hospital administrators realized that the thermal transfer ribbons used in their labs, hospital-wide, might not comply with the newest regulations. Any oversight could result in fines ranging from \$50K to \$250K—no small change. Yet their labs still operated older model printers, whose discarded ribbons bore clear imprints of past print jobs, including sensitive patient data.

As a dedicated Premier Zebra PartnersFirst® member, SK&T Integration knew as soon as they listened to the hospital's issues that they could solve them all, very cost-effectively, using Zebra's specialty thermal solutions for healthcare.

**Solution:** Based in Parker, CO, SK&T is one of the largest bar code integration specialists in the region today. And they know Zebra printers and media, inside and out, having started the business as a Zebra media supplier more than a decade ago, and adding Zebra printer business soon thereafter.

Tackling the sterilization lab's issues first, the reseller recommended Zebra's high-performance Xi™ line of printers complemented with 8000D media. The ideal choice, Zebra's thermal Xi Series™ gave the hospital the power, reliability, and high resolution output they needed, along with optimal label width choices. And Zebra's specialty media for healthcare offered varnish overcoat and adhesive options specifically formulated to withstand moisture, chemicals, high heat, and other harsh lab conditions. Labels could then be bar coded and applied to kits before sterilization, enabling staff to provide detailed lists of the tools inside each kit, along with time stamps or any other useful information. Staff can now easily trace the tool kits through sterilization from start to finish, and once the process is complete, distribute them efficiently to surgery. The labels remain legible and scannable, guaranteeing easy, accurate identification.

As for addressing HIPAA compliance in the hospital's other labs, SK&T rolled in another popular printer, the Zebra S4M™. As a heavy-duty workhorse in 4" labeling modes, the S4M™ can carry out a myriad of lab ID jobs, on demand or in batch, with its direct thermal print technology. No more ribbons, no more compliance questions. Even better, the outstanding value of the S4M™ was enhanced by the savings on now-obsolete ribbons, which the hospital could add straight to their bottom line – not to mention the savings on averted HIPAA fines.

**Results:** The hospital remains impressed with its Zebra print solutions, along with SK&T's expertise in the field. In fact, they now are considering adding Zebra's newest Patient ID Solution, the HC100™. They have even gladly sidestepped the hospital's outdated GPO requirements to work with SK&T, as the solutions provider they trust to see through their issues to find answers and to provide dedicated support for every solution they deploy.

"We're not 'box-pushers.' We sell solutions that we stand behind with lots of hands-on support," says Kathy Lawson, CEO of SK&T. "And that's why we partner with Zebra – they stand behind the quality and reliability of their solutions."

## About Zebra: A Global Leader in Identification Solutions

Zebra helps companies identify, locate, and track assets, transactions, and people with on-demand specialty digital printing and automatic identification solutions in more than 100 countries around the world. More than 90 percent of Fortune 500 companies rely on innovative and reliable Zebra printers, supplies, RFID products, and software to increase productivity, improve quality, lower costs, and deliver better customer service.

## About SK&T: Adding Value by Uncovering Efficiencies

SK&T offers a comprehensive range of automated data collection solutions and media supplies to help organizations successfully reduce costs and increase their operational efficiencies. Its diverse customer base includes organizations with both regional and global operations spanning multiple industries, such as Manufacturing, Education, Healthcare, Government/Public Safety, Retail and Route Accounting. From custom designing a state-of-art web-based ordering portal for a large international customer to implementing the industry's first point-of-use supplies dispensing solution, SK&T has proven itself to be an innovative hardware integrator dedicated to meeting each client's individual needs. Contact an SK&T representative soon to learn more: **1.877.646.3391**. Or visit us online at **[www.skandt.com](http://www.skandt.com)**.

