

## Brother in Healthcare

# You're at the heart of everything we do







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# Why choose Brother for print in healthcare?

#### Helping with reliable, value for money print technology

Simple. We go back a long way. Over 25 years in fact. Helping GP practices, hospitals, community care workers and pharmacies with reliable, value for money print technology.

We know what it's like to work in healthcare. And we know how to come up with new ways of helping healthcare professionals get the job done.

We were the first to make a universal paper tray for UK prescriptions, that's just one of the reasons you'll find over 120,000 printers in primary healthcare practices alone across the UK.

Our products talk to all the main clinical software programmes, straight out of the box. Because we know every minute front line staff spend getting the printer to work is a minute they can't spend on improving patient care.

And we do our best to make sure that from the day it's delivered to the day it's taken away for recycling, every Brother product uses as little energy, paper and resources as possible.

# Over 90% of surgeries in the UK choose Brother for prescription printing



## Our solutions

#### Increase security in print handling while saving valuable time and money

Working so closely with doctors, nurses and healthcare admin staff has got us closer to the problems faced every day.

That means we've been able to think harder about ways of solving them. Our solutions for the healthcare workplace are proven, practical and offer a wealth of ways to increase security in print handling, while saving valuable time and money.

#### **Prescription Print Ready**

Brother printers were the first to feature a universal paper tray, specially designed in the UK to accommodate UK prescription paper sizes.

It means surgery staff don't have to change paper when switching between printing prescriptions and standard size documents. This saves time and reduces delays between appointments, improving admin standards and raising overall improving levels of efficiency.

#### **Secure Function Lock**

Documents remain stored in the printer's memory until released by a unique four digit

password, entered on the printer keypad itself. This extra level of security is standard on many Brother printers and allows single machines to be shared between users and across departments while keeping confidential information safe and secure.

#### **Barcode Printing**

With more and more Patient Administration Systems now using barcodes, our barcode equipped mono laser printers allow staff on wards and in consulting rooms and laboratories to print labels straight out of the box.

And with all the required DIMM and barcode fonts pre-installed, they can save up to 50% on additional hardware costs compared to similar, non-barcode ready products.

#### SSL (Secure Socket Layer)

An e-commerce standard encryption tool that 'double locks' files to protect patient data and other confidential information. Only those with a unique key code can unlock documents for printing, ensuring the highest levels of security across your organisation.





#### Safe Haven Fax

Send and receive faxes over a secure Group 3 modem connection to pre-programmed fax numbers for compliance with the 'Safe Haven' procedures now in place at many hospitals, surgeries and NHS trusts.

#### **B-Guard**

Take control of security, costs and resources with Brother's print monitoring system.

Individual user pin numbers and card activated 'pull printing' ensure complete security for patient data at the printer. Reporting tools to track printer use by individuals and across departments allow you to manage costs and resources more effectively.

#### **Managed Print Services**

Reduce your ongoing print costs with Brother MPS. You can improve control, efficiency, security and sustainability through more effective device management.

#### **OmniJoin Web Conferencing**

Move meetings online for better collaboration over HD quality sound and streaming video. Military grade encryption and robust cloud or server-based security guarantee every conversation is 100% confidential and every file shared between attendees remains private.

#### **Cloud Connectivity**

Convenience with no compromise in security; save, share and store data to the cloud with our feature rich, cloud ready desktop and mobile printers.



#### Partnering with the leading healthcare software systems

All Brother products and systems for healthcare have been developed in close partnership with leading healthcare software providers.

That means they integrate seamlessly with the Patient Information and Management Systems that are most widely used across the NHS estate.

Brother hardware and software is approved for use with all these companies' PMI systems:

- AAH
- Adastra
- Ascribe
- Cegedim rx
- Cerner
- Codegate/ Labeltrace
- CSC
- PCTI Docman
- Emis
- Easy Labeller
- **INPS**
- Lorenzo
- Microsoft
- **RX Systems**
- Sunquest ICE Desktop
- TPPs

















## Choose Brother for added value

Manage print more economically and more efficiently

With so many years' experience to draw on, we understand the unique demands of the healthcare environment.

That means we're perfectly placed to help those in the NHS manage print more economically and more efficiently. But most of all, with minimum impact on your primary responsibility - the wellbeing of patients.

Along with a suite of proven products, we're able to ease the load on already stretched NHS budgets with a variety of added value services, including:

- A dedicated Account Manager to answer questions and advise you on your print requirements
- Up to 3 year free onsite warranty. Free servicing, call out and repair
- UK based technical service centre
- UK based help desk
- Training from qualified Brother engineers to help practices meet patient Service Level Agreements
- In-box Brother fleet management software or optional enhanced b-guard print management package
- Save money on refills and replacements
- On site recycling and collection

"It is essential that our patient notes are printed to the highest quality to ensure clarity and robustness and in our trial we have found that the printer delivers on these fronts."

Ian Jordan, Senior Desktop Support Technician, University Hospitals Bristol NHS Foundation Trust

# Primary Healthcare

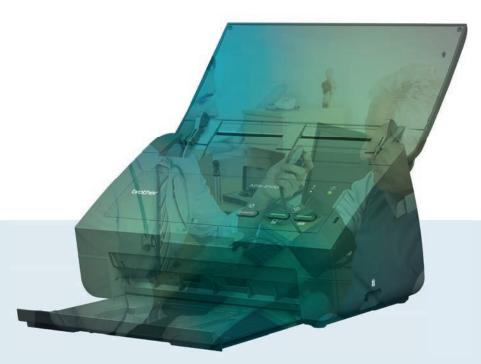
When it comes to printers for primary healthcare, more surgeries choose Brother than any other brand.

In fact, over 92% of UK practices look to us to provide the reliability, performance and cost-savings, vital to the smooth running of their business.

That's 120,000 Brother printers across the country printing over 2 million prescriptions every working day. Not to mention the countless labels, barcodes, patient information leaflets, scans, faxes and copies that are part and parcel of daily life in the healthcare front line.

"Brother's ADS-2100e desktop scanner is an invaluable tool in our busy practice. Every piece of documentation that has the patient's name on it is scanned and saved to the patient's electronic notes. It means that all our staff have immediate access to that documentation. It's improved our workflow and therefore our patient care."

Tracy Keogh, Practice Manager, Farley Road Medical Practice



# Solutions for Primary Healthcare

#### Mono Laser Print

## HL-5340DL / HL-5440D / HL-5450DNT

The HL-5000 series offers compact, robust desktop mono printing for consulting rooms and reception areas. It includes an integral universal paper tray accommodating standard and prescription size paper, as well optional extra trays allowing up to four types of paper to be selected.







HL-5340DL

HL-5440D

HL-5450DNT

#### HL-6180DW

The HL-6180DW is a perfect choice for busier practices with higher volumes of prescription printing.

The universal paper tray accepts a wide variety of media, from prescription and standard size sheets to specimen sacks and labels.

Wired and wireless network-ready for sharing across individual users and consulting rooms, it also has a PIN protection for additional security.



HL-6180DW

#### HL-S7000DN 50 / 70 / 100

Up to 100ppm print speeds make this the fastest mono inkjet in its class, while a high yield 30,000 sheet toner makes it a highly economical way to handle the print demands of the busiest practice.

With 2GB of in-built data storage and automatic 2-sided and booklet printing, the HL-S7000 DN series can handle a wide range of print jobs from prescriptions and labels to patient information leaflets, with equal ease.



HL-S7000DN50

#### QL-570HC

Fast, compact and versatile, this best-selling quick label printer produces labels up to 62mm wide. It includes a variety of built in fonts, graphics and Brother's own P-touch Editor label design software for clearer labels, request forms, sample bottles and 2D barcodes. This is an essential tool in GP practice back offices and consulting rooms to enable pathology labs to easily read clear accurate information.



QL-570HC

#### PT-9600

The ideal accompaniment to an organised and ordered practice. This label printer is perfect for creating name badges and identifying assets, equipment, sockets and cables, as well as samples and patient records. With a QWERTY keyboard and a wide range of common industry symbols, clear labels for instructional and safety notices can be printed quickly and easily.



PT-9600

#### Scanning

#### ADS-2100e

Ultrasonic multi feed detection means you can drop in a variety of documents from patient notes, prescriptions, office records and more. Speeds of up to 48ppm, 2-sided scanning plus TWAIN ensure this is the perfect addition to your practice.

#### **ADS-2600We**

With built-in wired or wireless network connectivity coupled 2-sided scanning up to 600dpi and fast scanning speeds this is ideal for sharing with up to 5 users saving money on multiple devices. The intuitive 9.3cm colour LCD touchscreen enables you can scan and save data quickly and easily. perfect for busy practices.



ADS-2100e



ADS-2600We

# Secondary Healthcare

Our years of close co-operation with healthcare software providers means Brother products will integrate with your existing PMI systems.

Major providers such as Cerner, Lorenzo and other widely used PMI platforms talk to Brother hardware virtually out of the box.

Our products are easy to install and easy for ward staff to operate. And features like 2-sided printing and super high yield toners also make them economical to run and maintain.

And because we've been quick to develop innovative features like integrated barcode printing and one touch scanning, you're prepared for a future in which digitised patient records are the norm.

The innovative, 2D bar code label printing solution introduced at Croydon Hospital University and Farley Road Practice has transformed the phlebotomy clinics. The process is now fast, efficient and 100% accurate. It means staff can concentrate on patient care rather than filling in forms and labels. And it's an affordable solution, with a significant cost saving over previous systems we've tried."

Peter Norris, Application Manager, Croydon Healthcare Services



The TD-2000 portable label and wristband printer

# Solutions for Secondary Healthcare

#### Mono Laser Print

#### **HL-5450DNT**

One of the most advanced of our HL-5400 series, the HL-5450DNT model offers compact, robust desktop mono printing for reception areas and consulting rooms. It includes an integral universal paper tray accommodating standard and prescription size paper, as well optional extra trays allowing up to four types of paper to be selected.

#### HL-6180DW

A high yield 8,000 sheet toner - with the option of a super high yield 12,000 sheet version - makes the HL-6180DW a perfect choice for busier practices with higher volumes of prescription printing.

The universal paper tray accepts a wide variety of media, from prescription and standard size sheets to sample bags.

Wired and wireless network-ready for sharing across individual users and consulting rooms, it also has PIN protection for additional security.

#### HI -S7000DN 50 / 70 / 100

100ppm print speeds make this the fastest mono printer series in its class, while a high yield 30,000 sheet toner makes it a highly economical to way to handle the print demands of the busiest department.

With 2GB of in-built data storage and automatic 2-sided printing, the HL-S7000DN series can handle a wide range of print jobs. The universal tray enables you to print on a variety of media from prescriptions and labels to patient information leaflets and Pathology reports.



HI -5450DNT



HL-6180DW



HL-S7000DN50

#### Colour Laser Print

#### HL-L8250CDN

Offering print speeds of up to 28ppm to keep pace with the demands of today's busy hospitals, the HL-L8250CDN also features advanced and secure network features, mobile and cloud connectivity.

Staff can print from smartphones and tablets and use cloud-based apps for saving and sharing documents with other clinical teams and departments.



HL-L8250CDN

#### Labelling

QL - Desktop PT - Handheld / Desktop / Compact TD - Desktop / Portable

#### QL-570HC

Fast, compact and versatile, this best-selling quick label printer produces labels up to 62mm wide.

It includes a variety of built in fonts, graphics and Brother's own P-touch Editor label design software for clearer labels, request forms, sample bottles and 2D barcodes making it an essential tool in GP practice back offices and consulting rooms.



QL-570HC

#### PT-9600

The ideal accompaniment to an organised and ordered practice. This label printer is perfect for creating name badges and identifying assets, equipment, sockets and cables, as well as samples and patient records.

With a QWERTY keyboard and a wide range of common industry symbols, clear labelling for instructional and safety notices for using equipment can be printed quickly and easily.



PT-9600

#### TD-2000

High volume, low cost label, wristband printing up to 56mm wide, plus pin sharp, 300dpi print definition make the TD-2000 series one of the best portable equipped, portable label printers you can buy for hospitals and clinics. Barcode software is included for printing GS1 compliant patient wristbands, while 99 pre-loaded templates and a 6MB built-in memory take speed and efficiency to a new level.

#### **TD-2130NHC**

Versatile and transportable, this compact printer is designed specifically for on-demand printing of both patient wristbands and medical labels.

An intuitive control panel and LCD Display option makes entering information quick and easy, without the need for a PC or mobile device.

Portability is assured with a variety of connectivity options including WLAN and Bluetooth. With the optional long-life battery it empowers clinicians to administer care directly where it is needed the most.



TD-2000



TD-2130NHC

#### Fax

#### FAX-2940

Time saving features make this compact, feature rich fax machine a favourite in busy GP surgeries and clinics. Its 250 sheet front loading tray and 22 number pre-programmable speed dial log make sending and receiving faxes quick, easy and secure.



FAX-2940

# Community Care

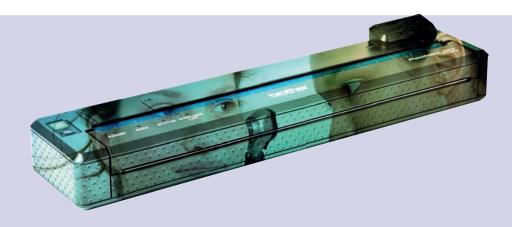
Brother's portable print, scanning and information sharing systems offer huge benefits in community healthcare.

For nurses, midwives, doctors on call and emergency services, they provide a way to update and print patient records, prescription and other essential information, there and then.

Their portability and reliable ink-free thermal print technology make them easy to carry and use on the road.

Updated records are available to all those involved in patient care thanks to quick, easy upload from mobile devices to the cloud or central patient management systems.

# Upload from mobile devices to the cloud



# Solutions for Community Healthcare

#### Portable Scan

#### **DS-820W**

The rechargeable DS-820W gives you fast, 600dpi scanning specifically designed to sync with smartphones and tablets.

It has a 4GB SD card and built-in wireless connectivity so community health workers are never out of contact. Compatible with Windows® and Mac, it also offers simple tools to manage and share scanned data in a whole range of ways.



**DS-820W** 

#### Desktop Scan

#### ADS-2100e

Ultrasonic multi feed detection means you can drop in a variety of documents from patient notes, prescriptions, office records and more. Speeds of up to 48ppm, 2-sided scanning plus TWAIN ensure this is the perfect addition to your department.

#### ADS-2600We

This scanner gives you rapid 2-sided scanning up to 600dpi with direct-to-cloud connectivity enabling you to scan to a cloud service and view the document on the go via your tablet.

An intuitive 9.3m colour LCD touchscreen plus built-in wireless connectivity coupled with powerful Windows® and Mac-compatible professional software and the ADS-2600We is the perfect device for co-ordinating and collaborating on vital patient information between individual carers and across agencies.



ADS-2100e



ADS-2600We

#### Mono Laser Print

#### **HL-5450DNT**

One of the most advanced of our HL-5400 series, the HL-5450DNT model offers compact, robust desktop mono printing for reception areas and consulting rooms. It includes an integral universal paper tray accommodating standard and prescription size paper, as well optional extra trays allowing up to four types of paper to be selected.



HL-5450DNT

#### **Colour Laser Print**

#### HL-L8250CDN

Offering print speeds of up to 28ppm to keep pace with the demands of today's busy healthcare environment, the HL-L8250CDN also features advanced network, mobile and cloud connectivity.

Staff can print from smartphones and tablets and use cloud-based apps for saving and sharing documents with other carers and agencies.



HL-L8250CDN

#### Labelling

TD - Desktop / Portable

#### TD-2130N

With great portability enhanced by rechargeable power and connectivity options, you can print labels on the move.

Quick and simple information entry using the optional Touch display unit allows label printing tasks easy without the need for a mobile device.



TD-2130N

#### **Portable Print**

#### PJ-673

With high resolution printing at 300dpi and excellent wireless connectivity, this portable A4 printer is perfect for working in the community.



Easily connected to smartphones, tablets or laptops via USB or wireless LAN connectivity, you can rely on instant and reliable printing of patient visit notes, daily care plans, patient instructions and demographic forms.

#### Fax

#### **FAX-2940**

Time saving features make this compact, feature rich fax machine a favourite in busy GP surgeries and clinics.

While its 250 sheet front loading tray and 22 number pre-programmable speed dial log make sending and receiving faxes quick, easy and secure.



FAX-2940



## **Pharmacies**

With thousands of prescriptions and tokens to print every day, pharmacy groups, independents and supermarket pharmacy franchises need to know they have a printer fleet they can rely on.

Brother already manages over 700 printers through Managed Print Services (MPS) contracts in pharmacies.

Closer monitoring of printer use and detailed reporting on the consumption of toners, ink and other supplies lets them plan their print requirements more accurately.

Simple 'per print' payment and competitive lease packages across our mono laser, colour laser and all in one ranges make it the most cost effective way to manage and maintain their network.

"Brother has been instrumental in helping us achieve EPS2 deadlines, enabling us to implement the new electronic prescription service for customers. Brother planned, delivered and installed 380 new printers in record time, trained our staff and supported us throughout this major business change.

Brother's Managed Print Service has equipped our business with the tools to control and manage print usage and consumables spending going forward, as well as providing direct support for our pharmacies when they need it"

Colin Kendrick, Head of IT, Day Lewis Pharmacy



## Solutions for Pharmacies

#### Mono Laser Print

#### **HL-5450DNT**

One of the most advanced of our HL-5400 series, HL-5450DNT offers compact, robust desktop mono printing for pharmacy offices.

It includes an integral universal paper tray accommodating standard and prescription size paper, as well optional extra trays allowing up to four types of paper to be selected.



HI -5450DNT

#### HL-6180DW

A high yield 8,000 sheet toner - with the option of a super high yield 12,000 sheet version - makes the HL-6180DW a perfect choice for busy pharmacies dealing with high print volumes.

The universal paper tray accepts a wide variety of media, from standard size sheets to sample bags.



HL-6180DW

#### **Colour Laser Print**

#### HL-L8250CDN

Offering print speeds of up to 28ppm to keep pace with the demands of today's busy hospitals, the HL-L8250CDN also features advanced and secure, mobile and cloud connectivity.

Staff can print from smartphones and tablets and use cloud-based apps for saving and sharing documents with other clinical teams and departments.



HL-L8250CDN

#### **QL-570HC**

Fast, compact and versatile, this best-selling quick label printer produces labels up to 62mm wide. It includes a variety of built in fonts, graphics and Brother's own P-touch Editor label design software for clearer labels, request forms, sample bottles and 2D barcodes.

It's an essential tool for saving time and costs in the pharmacy environment.



QL-570HC

#### TD-2000

High volume, low cost label printing up to 56mm wide, plus pin sharp, 200dpi print definition make the TD-2000 series one of the best equipped label printers you can buy for pharmacies.

Barcode printing software is included, while 99 pre-loaded templates and a 6MB on board memory take speed and efficiency to a new level.



TD-2020

#### Fax

#### **FAX-2940**

Time saving features make this compact, feature-rich fax machine a favourite for busy pharmacies.

Its 250 sheet front loading tray and 22 number pre-programmable speed dial log make sending and receiving faxes quick, easy and secure.



FAX-2940

# Managed Print Services (MPS)

## Added value and efficiency across the NHS estate.

No matter what section of the National Health Service you work in, the pressure to operate more efficiently within ever more challenging budgets has never been higher.

Controlling print costs and managing printer fleets more effectively is one way to help ensure you do just that.

Our Managed Print Services (MPS) offer total visibility and flexible purchasing options for the latest print technology. With over 50 years of experience in printing, you're in safe hands when Brother takes control of your print environment. Offering fair and easy-to-understand billing, not only can we lower your printing costs, we can also reduce the expense associated with IT staff installing, supporting and maintaining your printing equipment.

MPS provides a complete package of services, including, but not limited to, installation, staff training and cartridge recycling along with an intuitive web portal to help you monitor and manage printer use.



#### MPS at a glance:

#### The right products

Our MPS team will assess the needs of you and your team and tailor a package of suitable devices to optimise your printer fleet.

#### Managed costs

You will get full visibility of usage with regular billing for both hardware and supplies, easily accessed through the web portal.

#### **Delivery and installation**

We'll oversee delivery, installation and commissioning of your new printer fleet so you can carry on with the business of delivering patient care without distraction.

#### Guaranteed servicing and support

With the easy to use MPS web portal, you can clearly see how each printer is used, order supplies or make a service request.

#### Simplicity

A clear, simple count of the number of pages printed lets you keep track of paper and supplies levels while reducing administration time.

#### Recycling

Supplies are recycled throughout your MPS contract, and hardware at the end of the contract.

# Protect your print investment with Brother Original supplies

Brother supplies are designed specifically for use in Brother machines.

That simple fact alone means you're protected against the poor print quality, increased cost and even long term damage to your printer heads that non-Brother products can cause.

It's worth remembering as well that any damage caused by a faulty drum or cartridge is only covered by your warranty if it's an original Brother part.

Brother Originals give you more choice too. Depending on how many pages you intend to print from each machine, there's a range of toner sizes available.

And with over 12,000 passes between changes, our high yield units offer great value for money and consistent, high quality prints from the first page to the very last.

We even recycle all your used Brother original toner cartridges and drums, absolutely free of charge.





# The more sustainable way to procure print

Just like the NHS, sustainability is an important priority for Brother.

So we understand the challenges faced in sourcing, assessing and deploying sustainable print solutions.

That's why every Brother product is designed to consume less. And to leave less of a carbon footprint.

Why materials and components are chosen to make them easier to separate and recycle at the end of their life.

And why we accredit our products with international Energy Star, Blue Angel and Nordic Swan certificates for energy consumption.

### Other measures that make Brother a more sustainable choice include:

- Paper saving features in most products, including double sided and booklet printing.
- Our award winning recycling centre in North Wales, where 100% of consumable components are reused or recycled.
- The Brother Consumable Recycling Programme: Free collection and recycling of Brother and non-Brother cartridges and a cash rebate or equivalent value donation to your chosen charity.
- Our partnership with Cool Earth to protect the Amazon rain forests www.coolearth.co.uk









# Contact us

With over 25 years' experience, Brother's healthcare team consists of experienced sales professionals who are able to understand your printing requirements.



John Greenhalgh Head of Public Sector Sales john.greenhalgh@brother-uk.com 07968 097 283

# Territories and home locations



# Account Management



Senior Business Manager Public Sector Sales diane.barnes@brother-uk.com

#### 07766 251 842

BN Brighton RR BR Bromley CR CR Crovdon CT Canterbury CM CM Chelmsford DΑ DA Dartford F E London (East) FC EC London (East)

FN FN Enfield GU GU Guilford НΔ HA Harrow IG IG Ilford

KT Kingston - U - Thames KT ME ME Medway N N London (North) NIM/ NW London(North West)

RH RH Redhill RM RM Romford SE SE London (south east) SI SL Slouah

SM SM Sutton 98 SS Southend-on-sea SW London (south west)

SW TN TN Tonbridge TW Twickenham TW LIB UB Southall W London (west) WC London (WĆ)



Niall Beath Senior Business Manager Public Sector Sales

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DY EX EX Exeter GL GL Gloucester HR HR Hereford ΙD LD Llandrindon Wells 11 LL Llandudno NP NP Newport ΟX OX Oxford ΡI PL Plymouth

PΩ PO Portsmouth RG RG Reading SO SO Southampton SA SA Swansea SN SN Swindon SP SP Sailsbury

ST Stoke-on-trent ST SY SY Shrewsbury TΑ TA Taunton TF TF Telford TO TQ Torquay TR TR Truro

WS WS Walsall W/V WV Wolverhampton WR Worcester



Frazer Whitehead

Senior Business Manager Public Sector Sales frazer.whitehead@brother-uk.com

Aberdeen ВВ Blackburn BL Bolton вт Northern Ireland Carlisle

07887 924 835

CA СН Chester DD Dundee DG DG Dumfries EΗ EH Edinburgh FK Falkirk

FY Blackpool G G Glasgow IV IV Inverness ΚA KA Kilmarnock KW KW Kirkwall ΚY

KY Kirkcaldy 1 I Liverpool LA I A Lancaster М M Manchester ML ML Motherwell

NE NE Newcastle-upon-tyne OL OL Oldham PA Paisley РΗ PH Perth PR PR Preston

SK Stockport SR SR Sunderland TD TD Galashiels WA WA Warrington WN Wigan

ZE Lerwick(shetland)



Lee Brear Business Manager Public Sector Sales lee.brear@brother-uk.com

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AL St Albans Bradford СВ CB Cambridge CO Colchester DE DE Derby DN DN Doncaster DH DH Durham DL DL Darlington HD HD Huddersfield HG HG Harrogate HU HU Hull HX Hallifax HP Hemel Hempstead IP Ipswich LE Leicester LN Lincoln LS Leeds LU Luton MK Milton Keynes

NG NG Nottingham NN NN Northampton NR Norwich PE Peterborough S Sheffield SG Stevenage TS TS Cleveland WD Watford WF Wakefield

# Supporting Teams

#### Marketing



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#### **End User**



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#### **Business Management**



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#### ZLFTHGUIDEU1





