



Vidyo and Stampede Partner to Put High-Quality Video Into the Hands of Collaborators



As the world reels from impact of COVID-19, organizations and businesses across all verticals have been challenged to adjust to new workplace realities to protect public health. Banking agents need to advise their clients virtually, children must learn from home, and public institutions must continue to serve communities without jeopardizing their health.

Nowhere has the impacts of the crisis been felt more than in the healthcare industry. As a wave of new patients requires attention, social distancing dictates that clinics not become overcrowded. To meet the challenge of these unique circumstances, healthcare facilities across the country face an immediate need for ways to see patients remotely.

Vidyo and Stampede Step Up to Help Healthcare Providers

Stampede, the industry leader in audiovisual (AV) hardware and software distribution, has been a Vidyo partner for more than 10 years. Stampede remains Vidyo's largest distributor and is responsible for helping resellers and end-users to get up and running with Vidyo's enterprise-grade video conferencing solutions.

To meet the current set of global challenges caused by Covid-19, Vidyo and Stampede have worked in conjunction to ensure that resellers have the licenses and credit lines to supply Vidyo's purpose-built telehealth solutions on a wider scale. The two companies have also made the resources available for healthcare facilities to quickly integrate high-quality video and expand their virtual care offerings.

For physicians providing virtual care, speed and clarity are vital. With Vidyo's ability to deliver high-quality video in low bandwidth environments, doctors are now able to conduct thorough consultations via iPad or other smart devices. In addition, the Vidyo platform can integrate with remote clinical devices and EHR systems, helping to break down data silos and ensure patients receive the 360° care they deserve.

These features enable physicians to remain in control of the care plan while protecting the health information of patients.



Resellers across the globe rely on Stampede to provide them with the latest audiovisual products and business development programs that enable them to take their businesses to a new level of success. Beyond providing professional AV solutions, Stampede University offers educational courses, dealer webinars, and product training to empower businesses to get the most out of their technology investment. Stampede is a trusted reseller of all Vidyo solutions.

<https://www.stampedeglobal.com/>

A Surge in Demand for Telehealth Solutions

As healthcare facilities strive to extend their care capacity while keeping health professionals and patients safe, many have had to rapidly transform their care models. Vidyo and Stampede have been there to help them to meet this challenge.

Baylor Scott & White

One healthcare provider that found itself in these difficult circumstances is Baylor Scott & White (BSW). To meet the needs of communities dealing with the public health crisis, Baylor Scott & White faced an urgent need to scale its virtual care program.

Vidyo's HIPAA-compliant video platform was an obvious choice for BSW and its physicians. With enterprise-grade video quality secured through high-bit encryption, rigorous access, and authentication controls, Vidyo's telehealth solution provided BSW doctors with the means to conduct essential virtual consultations with patients.

To ensure that Baylor Scott & White could scale its virtual care offering, Vidyo partnered with Stampede, the reseller CDW, and BSW's internal IT team to provide hundreds of software licenses and deployment support to launch the telehealth solution.

Norton Healthcare

Facing similar crisis-induced circumstances, Kentucky-based Norton Healthcare also needed to quickly ramp up its virtual care capacity. In search of the right telehealth program, Norton initially went to their primary digital solutions distributor — which unfortunately was unable to extend the credit line to meet this urgent need. That's when Stampede and its AV reseller, Trinity Dynamics, stepped in.

Stampede understood the importance of delivering this technology to doctors and patients and secured a credit line for Trinity Dynamics to support a sizable order for Vidyo's

telehealth video solution. By collaborating with Stampede and Trinity Dynamics, the Norton Healthcare team was able to overcome financial constraints and the Vidyo solution was quickly deployed for doctors to begin evaluating patients remotely — thus improving the safety of care.



Video for the Future

Prior to the COVID-19 health crisis, a Vidyo survey revealed that 60% of large healthcare providers were already using telehealth solutions. As healthcare facilities seek to expand their care capacity and maintain patient and doctor safety, this percentage will continue to increase.

With enterprise-grade video quality and healthcare-grade privacy, physicians rely on Vidyo's telehealth solution to conduct virtual consultations to evaluate and diagnose patients remotely, helping to curb the spread of disease. The reported benefits of remote care include:

- Improved patient outcomes
- Increased patient satisfaction
- Patient cost savings
- Provider cost savings

As the world continues to grapple with the coronavirus, video communication will play an increasingly important role across every sector, from banking to education. Vidyo and Stampede stand ready to help organizations to leverage video technology to drive new and better results during this unprecedented time.