



Faxton Leverages Meru Networks' Virtualized Wireless LAN to Power Complex Suite of Converged Business-Critical Healthcare Applications to Improve Patient Care and Reduce Operating Costs

Bedside Registration, Teletracking, Automated Temperature Medication Monitoring, Nurse Voice Call, and Asset-Tracking Delivered with Predictability and Reliability

SUNNYVALE, Calif., Apr 29, 2010 (BUSINESS WIRE) -- [Meru Networks Inc.](#), (NASDAQ:MERU), the leader in virtualized and optimized 802.11n enterprise networking, today announced that [Faxton St. Luke's Healthcare](#) (Faxton) has replaced their legacy microcell wireless LAN (WLAN) with Meru Networks' virtualized WLAN solutions to manage the complexity of operating a rich suite of converged applications to improve patient care and reduce operating costs. Working through Meru Networks' reseller partner [CNC Microtech](#), Faxton powered a suite of key applications from McKesson, Eclipsys, Rauland, TeleTracking Technologies and Ascom simultaneously and interactively across their 1.3m sq. ft. facility to optimize performance of business-critical applications like bedside registration, RFID for hospital asset tracking, transport service response teletracking, surgery scheduling, nurse voice call and automated temperature medication monitoring.

"Our team is dedicated to finding ways to use technology to improve staff operations and create an efficient workflow to treat patients faster, all the while decreasing costs," said Don Parlagreco, team lead and network analyst for Faxton. "We replaced our Cisco WLAN products with Meru Networks because we were finding that roaming hiccups were putting limits around what we could potentially achieve with our healthcare information systems. Since deploying Meru, we haven't had to worry about re-converging the network every time somebody brings in a new access point. We can stay focused on enriching our healthcare operations and decreasing our overall costs."

Located in Utica, New York, Faxton is a not-for-profit healthcare system with two campus locations for inpatient and outpatient care, as well as long term care. The network also provides an estimated 1,400 patients and family members with free wireless internet access. Its 1.3 million sq. ft. facility hosts several hundred staff and administrative users across Meru's virtualized WLAN infrastructure solution. By leveraging Meru's Virtual Cell™ technology, Faxton now has a predictable network that powers seamless roaming throughout and across its hospitals. Staff and patients alike are able to use their wireless devices over a reliable and predictable network, not possible with the legacy microcell technology of its wireless predecessor. Meru's virtualized WLAN enables critical applications across the hospital such as the McKesson series 2000 bedside registration system, Eclipsys health information management system, nurse call systems, and RFID asset tracking system.

Business-Critical Applications Made More Efficient

With Meru, Faxton has seen great improvements in patient care as well as in the performance of critical, high bandwidth-intensive data devices. Supported over Meru's virtualized WLAN and integrated with TeleTracking Technologies' service response application, Faxton increased the efficiency of transport personnel, allowing them to better serve patients by getting the correct devices needed for treatment and patients to tests on time. The integration with Rauland's Responder 4 nurse call system now enables a fast patient-to-nurse interaction that sends calls directly to nurses via Ascom handheld devices, cutting down the wait time incurred by calls going through the main nursing station.

"As a nurse on the sixth floor Oncology unit, we're consistently measured on the level of efficiency in managing our time and the patient satisfaction that we deliver, as tracked through regular patient surveys," said Michelle Polacelli, RN BS OCN nurse manager for Faxton St. Luke's Healthcare. "Our previous overhead paging system was loud and disruptive, which didn't bode well for patients who required a peaceful environment. Thanks to Meru's wireless solution, our Press Ganey survey results have improved from 'satisfactory' to 'exceeds' in response to the noise level in and around a patient's room."

Faxton turned to RFID asset tracking using Meru's virtualized WLAN [Location Manager](#) across the facility, which has lowered hospital maintenance costs by providing a quick and easy system for locating assets and identifying items that may require recalibration or have an expired lease. This application also cut a significant amount of time from the previous manual procedure saving Faxton from hiring an additional full time employee. In addition, Faxton has implemented a location manager for temperature monitoring of stored medications. Previously, nurses manually logged the temperatures of refrigerated medications one or two times a day. They are no longer burdened with this cumbersome task as Meru's wireless network has now enabled a reliable and rapid temperature monitoring system.

Along with these applications, Faxton is also utilizing Meru's expertise in 802.11n networking in its St. Luke's Home building. Previously without wireless connectivity, St. Luke's Home now supports Therapute software for its therapists, Ascom phones and Internet access for all residents and family. In the coming months, St. Luke's Home will also begin temperature monitoring of its medications over Meru's 802.11n network.

About Meru Networks

Founded in 2002, Meru Networks develops and markets a virtualized wireless LAN solution that cost-effectively optimizes the enterprise network to deliver the performance, reliability, predictability and operational simplicity of a wired network, with the advantages of mobility. Meru's solution represents an innovative approach to wireless networking that utilizes virtualization technology to create an intelligent and self-monitoring wireless network, and enables enterprises to migrate their business-critical applications from wired networks to wireless networks, and become all-wireless enterprises. Meru's solutions have been adopted in major industry vertical markets, including education, healthcare, hospitality, manufacturing and retail. Meru is headquartered in Sunnyvale, Calif., and has operations in the Americas, Europe, the Middle East and Asia Pacific. For more information, visit www.merunetworks.com or call (408) 215-5300.

This press release contains forward-looking statements regarding Meru Networks expectations, hopes, plans, intentions or strategies, including, but not limited to statements about the benefits of Meru Networks' solutions, the ability to provide faster and cheaper healthcare, the interoperability of third party products and the next wave of Faxton's use of Meru Networks' solutions. These forward-looking statements involve risks and uncertainties, as well as assumptions that, if they do not fully materialize or prove incorrect, could cause our results to differ materially from those expressed or implied by such forward-looking statements. The risks and uncertainties include those described in Meru Networks' documents filed with or furnished to the Securities and Exchange Commission. All forward-looking statements in this press release are based on information available to Meru Networks as of the date hereof, and Meru Networks assumes no obligation to update these forward-looking statements.

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SOURCE: Meru Networks Inc.

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