
“Screen Your Heart by Pressing a Simple Button...”

Family doctor excited about Welch Allyn Cardiopulmonary instruments

Welch Allyn products have been known for many years for their reliability and efficiency. We could of course, inform you of that ourselves, however we thought it would be better to have a family physician share his experience with you. Dr. De Jong operated his practice alone for twenty years, however for the last two years, he has been part of the Asklepios group of physicians in Barneveld. De Jong and his colleagues are very satisfied with the products they have purchased from Welch Allyn.

All Asklepios physicians use several Cardiopulmonary products made by Welch Allyn. These currently include a computer based 12-channel Resting ECG, a Spirometer and a 24-hour blood pressure monitor. The products are linked to specially developed software which can be integrated with the practitioner's own electronic patient file. According to De Jong, working with the medical instruments adds an extra dimension to his work. “Not only can you provide your patients with better service, you make your work a lot more interesting as well,” says Dr. De Jong. “Welch Allyn products provide a good interpretation, but it is also obvious you have to be able to rely on your own knowledge and insight. I have been doing ECG's for many years, but thanks to current technology, the equipment has become a lot more advanced and more user friendly than before. We chose Welch Allyn because their products have a reputation of being extremely reliable”.

User friendly

This is what is special about Welch Allyn's Cardiopulmonary products. The Welch Allyn CardioPerfect™ workstation software allows the data to be completely embedded in the doctors' own patient record system. Asklepios works with MicroHis, but the products can also be integrated with Promedico and other electronic patient records such as Medicom. In the unlikely event that the EMR (Electronic Medical Record) is not compatible with Welch Allyn instruments, the required software is developed so that the patient data can still be linked to the EMR. Anybody can work with this.

“The ‘green card’ is really a thing of the past,” Dr. De Jong adds. “The old familiar paper records were eliminated years ago. This is fortunate, because it eliminates a lot of paperwork and red tape. This means, however, that you have to be able to completely rely on your electronic patient records and related products. Welch Allyn software is reliable and extremely user friendly. When we film the heart with the ECG or measure the lung content of one of our patients with the Spirometer, the data is immediately stored in the file. The data can be easily retrieved, analysed and printed, if necessary. Comparisons are also possible, for instance by doing an ECG now and one five years later allows you to monitor your patients' health.” Another important benefit is that you can mail all data to a specialist, if necessary. At Asklepios, we first make a PDF file, which is then mailed to the hospital; however, there are also electronic medical patient records where the data can be sent directly from within the programme. Welch Allyn's Telemedicine option is also available.

Quality for the patient

The instruments used by Asklepios make work a lot more pleasant and more interesting. “We have more fun and it gives the patient better quality,” says Dr. De Jong. “We like being ahead of the others and closely follow new trends in the medical field. In addition, I simply want to be a good physician, and by doing the ECG's myself, my work is even more

meaningful. This, of course, does not mean that physicians who do not work with the Cardiopulmonary products, don't do their work well. However, I think that we can now offer an additional service to our patients. Often, people are nervous before a visit to their physician and arrive here with high blood pressure. With the 24-hour blood pressure monitor, we can determine whether it is an incident or whether the patient also has high blood pressure under ‘normal’ circumstances. Thanks to this instrument, you can sometimes also eliminate unnecessary concerns from a patient's mind. This is also true for the ECG's we do when somebody suffers from oxygen deficiency, for instance. Sometimes, you find things you otherwise would not notice, allowing you to avoid any more serious health problems, such as cardiovascular diseases.”

Teamwork

It is an investment, but according to Dr. De Jong you get your money back quickly after purchasing the products. “Every treatment we do is not only paid for by the insurer, but we are also a lot cheaper than the hospital specialist and at the same time, you filter so to speak the seriousness of the health problems. As a result, the specialist receives less patients, who can also be taken care of by the family physician. Everybody benefits. If I think that somebody is having a heart attack, of course, I immediately call an ambulance and I am not going to do an ECG first myself. In many cases, however, problems can also be solved with the same medication that the specialist would prescribe or we can put the patient's mind at rest. We only have to refer 10 to 20%. Our work with the medical equipment has therefore become a lot more efficient.” However, not every family physician can do an ECG. Six times a year, Dr. De Jong takes extra training and is certified. “Of course, you have to know how to interpret certain information. If the family physician is not certified, it is possible to send the data to the hospital, where the specialist interprets the information. However, it is still a more efficient and cheaper solution than having to refer the patient immediately to the specialist.” At Asklepios, there is a number of physicians filming the heart and some do the assessment of the Spirometer. Dr. De Jong is one of them. “Because we have a team of family physicians working here, we can also take over tasks from each other and can offer our patients a real complete package. Furthermore, the family physician is often less ‘menacing’ than the specialist; we have built a relationship of trust with our patients. People in general are a bit more nervous for a check-up in a hospital than for a visit to their family doctor. I am therefore convinced that Welch Allyn products bring added value to our profession, both for the family physician and the patient!”

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