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Nagpal

Wellogic, Welch Allyn plan to launch joint product

by Kevin Tampone, Journal Staff

03/24/06: SKANEATELES FALLS — Welch Allyn has become a partner with a Cambridge, Mass.-based company to link Welch Allyn medical devices with computer systems.

The Massachusetts company, Wellogic, is a software developer. The firm's flagship product, Wellogic Consult, takes information from various hospital computer systems and combines it.

Hospital staff members can then view patient information in one place, rather than logging into multiple systems to get complete data on a patient.

The Consult product is key to the partnership with Welch Allyn, says Sumit Nagpal, CEO and president of Wellogic. The initial relationship between the two companies involves integrating Wellogic's software capabilities directly into Welch Allyn-manufactured medical devices.

Nagpal says Wellogic's relationship with Welch Allyn is not currently generating revenue for his company. The initial partnership is only the first phase of what the two firms are planning, however. He declined to comment further about the future plans.

Thomas McCall, vice president of corporate marketing for Welch Allyn, says the two companies will be launching a product together in April or May. He declined to comment on Welch Allyn's current relationship with Wellogic or give more specific details on the product the two firms will be developing.

The initial partnership focuses on devices that monitor vital signs, Nagpal says.

The integration of Wellogic's software with Welch Allyn devices means vital-signs information will be directly transferred into a hospital's information system, Nagpal says. Doctors and nurses will no longer have to record that information and manually then enter it into a computer later, he explains.

"The goal is ease of use," he says. "All they have to do is push a "save" button. They don't have to do anything manually. Blood pressure, pulse, whatever they're looking at automatically goes right into the computer system and becomes a part of a patient's medical record."

In addition to convenience, the integration will have a strong effect on patient safety, Nagpal says. Since information will now travel directly from a device to a hospital computer system, there will no longer be the chance of someone transposing two numbers or entering data in the wrong place.





Patients' vital signs are critical components of medical decisions, including deciding whether patients are strong enough to undergo certain tests and what types of medications they can handle, Nagpal says.

"We believe this will help doctors make decisions more easily than today," he says. "Docs routinely have issues with vital signs and other data that is manually entered by staff into patient charts. They're all the kinds of issues you would expect to have happen in a high-volume, high-intensity environment."

Wellogic, founded in 1992, employs 70. Nagpal declined to comment on the company's annual revenue.

He started Wellogic after graduating from Brown University with a degree in computer science. During his college years, he volunteered at a Rhode Island hospital and saw first-hand many of the information-technology challenges the health-care world faces.

He says his family also inspired him to start Wellogic. Nagpal's family owns a company that designs and builds hospitals. Welch Allyn, founded in 1915, employs more than 2,300 people and had 2005 sales of \$600 million.

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