



rtNOW Pioneered Remote Respiratory Care

Collaboratively, rtNOW and Capsa Healthcare have made remote respiratory care a reality, benefiting patients and small healthcare facilities nationwide.

Inpatient Respiratory Therapist via Telehealth



The Challenge

In 2016, rtNOW identified the need for remote respiratory therapy services in small rural hospitals that couldn't afford a full-time therapist.

Although rtNOW's founders are licensed respiratory therapists (RTs) who know their field well, finding a suitable medical cart was challenging for the small Minnesota startup. They needed a device that would hold an iPad securely and could be set up quickly and efficiently in healthcare facilities nationwide. The solution needed to be mobile, have a small footprint, and reflect the quality of rtNOW's service in a medical setting. Both clinicians and patients needed to be comfortable using it, but it also had to be unobtrusive. rtNOW developed its software solution for use on Apple products. However, finding hardware to mount an iPad on was challenging in 2016 as remote healthcare wasn't popular yet.

They needed a solution that would be acceptable to the nurses who would be the primary users. The device had to be mobile, stable with a small footprint, securely hold an iPad, and accessible and easy for staff and patients.

The development team considered building and mounting brackets on an IV pole

but turned to the internet to search for a more straightforward solution. That's when they discovered Capsa Healthcare's Tryten medical carts.

About Telerespiratory

What Is Telerespiratory?

The combination of telehealth and respiratory care has given rise to telerespiratory, a remote method that allows licensed and experienced respiratory therapists to provide care to patients at their bedside. Telerespiratory speeds up therapy delivery and removes the necessity for travel.

Clinicians, patients, and respiratory therapists can collaborate 24/7 for full-time or supplemental assistance. There's no need for small facilities to shoulder the expense of an onsite therapist.

rtNOW began providing remote respiratory care in a small, critical-access Minnesota hospital in 2016. Their pioneering vision has grown from that single facility into a much-needed national third-party solution. The beneficiaries are physician clinics, hospitals, and pulmonary rehab programs that need the professional services of a licensed respiratory therapist.



The rtNOW team with their Tryten S1 cart, ready to support with respiratory care.

rtNOW's Mission and Services

"Our charge is to empower respiratory care from respiratory therapists who want to work in alternative care settings and to support patients with respiratory conditions." –Bryan Wattier, Co-founder and VP of Program Development, rtNOW

rtNOW uses the latest remote technology to bring groundbreaking telerespiratory care services to home medical companies (HME). The service provides bedside respiratory therapy through a HIPAA-compliant iPad and proprietary software.

The remote resource provides timely staff and patient education, helps with both invasive and non-invasive ventilation troubleshooting, and offers respiratory consultation.

Services include Remote PAP Setup, Remote PAP Adherence, and Remote Vent Follow-Up. rtNOW allows HME companies to scale fearlessly because it takes up the extra burden that can lead to therapist burnout.

rtNOW also offers respiratory therapy training through the rtNOW app, maximizing value for patients and staff. For hospitals and skilled nursing facilities, rtNOW's proprietary software platform and hardware package fill a need while minimizing expenses.

The Solution

"Everything we wanted to do was facilitated by the Tryten stand ... The articulating arm lets us get

up close to a patient lying in bed. The ability to rotate the iPad lets us see the patient from different angles. The hidden cords, the mount for a speaker, and having a basket on the pole makes an all-inclusive package." –Bryan Wattier, Co-founder and VP of Program Development, rtNOW

The Tryten S1 Tablet Cart is the perfect partner for an iPad. The medical cart's design protects a tablet and holds it comfortably for clinicians and patients. Medical personnel can quickly move the S1 to any point of care, and it's easy to position it out of the way when it's not in use. The S1's articulating arm has a lockable holder for tablets up to 2.95" wide and 3.5 lbs. The easy-to-use bracket grips tablets securely in nearly any position for patients or clinicians.

- Whisper-quiet, lockable wheels provide instant mobility to the point of care, while the solid base is IEC 60601-tested for tip resistance.
- Wipeable, medical-grade components make the S1 easy to clean.
- Concealed cable management brings safe, secure operation and removes clutter.
- The height-adjustable utility box has multiple electrical outlets for plugging devices efficiently.
- The S1's design enables 40+ Tryten accessories, including an external speaker and a handy basket.

Remote respiratory therapists appreciate a mount that onsite personnel can easily tilt, swivel, or pan for the RT to see patients clearly. Having the tablet's camera in the precise location needed for optimum patient viewing is critical for RTs.

Point-of-care personnel enjoy a step-saving medical cart that reduces fatigue and improves workflows. The Tryten S1's convenient handle enables clinicians to move it quickly from patient to patient, floor to floor, or even to temporary facilities.

Patients prefer to position screens at the most comfortable viewing angle. They also value how the medical cart allows clinicians to concentrate on patient matters.

The Tryten S1 cart was the best-designed, ergonomic choice for rtNOW in 2016. It has remained their standard cart because it works best for remote therapists, clinicians, and patients, whether the person is sitting, standing, or lying down.

The Implementation

"The Tryten stand is so simple and easy to set up that I can have them drop-shipped to my sales teams. They can handle assembly in just a few minutes. This results in tremendous savings for us." –Bryan Wattier, Co-founder and VP of Program Development, rtNOW

One major advantage is that setting up a Tryten S1 cart is quick and easy, taking only a few minutes. This eliminates the need for lengthy assembly and specialized technicians to travel

to healthcare facilities.

A Capsa Healthcare affiliate also offers a white glove service for assembly in areas too far away to drive conveniently. This enables setup in all 50 states.

Once the medical cart is set up with an iPad locked into place, remote therapists can begin delivering services where they are most needed. That could be to a patient's bedside, a clinician's office, or a nursing station where a critical question needs answering.

The Benefits

rtNOW found a ready-made solution when they discovered Capsa Healthcare's Tryten S1 through an online search. They could scrap their initial idea of attaching an iPad to an IV pole. rtNOW has stayed with using the Tryten S1 because:

- There are many benefits, including improved staff efficiency, contributing to an enjoyable overall experience for rtNOW.
- Anyone can assemble the purpose-built medical cart quickly.
- The articulating arm gives secure access to an iPad and enables medical staff and patients to position it as needed.
- There have been no reported cases of iPad theft since the partnership began.
- S1 users enjoy logistical efficiency because the product can be drop-shipped anywhere.

- The S1 generates cost savings because it doesn't need specialized personnel to travel to a site for setup.

Working with Capsa

"We were looked down upon by other companies who wanted large purchase orders, but we've always felt welcomed to come back to Capsa Healthcare." – Bryan Wattier, Co-founder and VP of Program Development, rtNOW

Capsa Healthcare recognizes the value of working with small companies that can order just one or two medical carts as needed. Capsa's streamlined purchase and delivery process allows rtNOW to get new customers up and running within two weeks.

The features and quality of products improve continuously over time, showing that Capsa listens to customers and is committed to innovation.

"Capsa is great for companies who are looking for quality products and workable solutions." –Bryan Wattier, Co-founder and VP of Program Development, rtNOW

Capsa Healthcare is devoted to being available to all its customers. They focus on continuous innovation to deliver effective solutions for the healthcare sector using new technologies. Their products are designed to maintain their appearance and functionality over a long period of use.