

# The Horse's Mouth

compunetics / compunetix / chorus call **UPDATE**

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## compunetix

compunetics

sonexis



A virtual medical visit costs about \$79, compared to about \$146 for an office visit, according to the study. Study authors focused on treatment for acute respiratory infections such as bronchitis, sinusitis and tonsillitis. But the video or phone doctor visits often spur follow-up appointments, lab tests and prescriptions, eventually increasing spending.

Researchers found that 88 percent of telemedicine visits represented new utilization and that yearly spending on acute respiratory illness grew by \$45 per telemedicine user.

Jason Gorevic is CEO of Teladoc, the company providing telephone and videoconferencing technology for patients involved in the study. He said the findings are at odds with other results showing the efficiency of telemedicine.

“In fact, other more comprehensive studies – using six times the amount of claims data including the same population as the study – have found tremendous value of telehealth, with consistently repeatable results,” he said in a statement. There is clear evidence that telehealth decreases overall health care spending.”

“The patient population is looking for convenience in their health care at every turn,” Dr. Phil Majewski, senior medical director at Highmark Inc. in Pittsburgh.

Officials at UPMC, the region’s largest hospital network, cite an internal study as proof that virtual consultations are effective. A financial analysis of 542 UPMC patients found insurers saved \$86.60 per visit when patients used virtual care visits instead of a traditional visit to a primary care physician, emergency room, urgent care facility or retail clinic, according to Natasa Sokolovich, executive director of telehealth at UPMC.

## Do Virtual Doctor Visits Save You Money

By Ben Schmitt

Excerpts reprinted with permission from March 13, 2017 TribLive News

Virtual doctor visits conducted from the living room couch or other convenient locations might lead to needless overuse, thereby driving up health care costs, according to a new study from RAND Corp., a nonprofit research organization. The results drew skepticism from local health systems and telemedicine vendors and manufacturers who say the medium is revolutionizing doctor care.

“I think we have to look at the demographic shift that is occurring,” Kim Jacobs, vice president of consumer innovation for UPMC Health Plan, told the Tribune-Review.

In the RAND study, researchers analyzed data from 300,000 people enrolled in the Blue Shield of California Public Employees’ Retirement System between 2011-13 to deduce telemedicine costs.

Sokolovich told the Tribune-Review, “There are cases where it makes more sense to offer virtual visits.”

**Demand for telemedicine solutions has impacted the region’s economy. Compunetix, headquartered in Monroeville, manufactures audio and video conference systems for worldwide use. As a salesperson focused on videoconferencing, account manager Alvaro Cruz said 80 percent of his current business at Compunetix is telemedicine-related.**

“It’s incredible how much the market has shifted in the last couple of months,” he said. “Nobody wants to fall behind.”

Antonio Capodieci, sales manager of video solutions, said Compunetix designs everything from stationary telemedicine kiosks to software programs for various health systems.

“Most of our clients want something customized, and we’re very flexible in what we provide,” he said.

**Cruz and Capodieci read the RAND study and pointed out that researchers mentioned telemedicine’s growing popularity.**

Specifically, the researchers concluded: “As direct-to-consumer telehealth services grow in popularity and become a standards offering, employees may expect the services to be part of their benefits package. If this becomes the case, the strategy of cost-conscious employers and health plans should be to offer the services while simultaneously attempting to limit overuse.”

compunetix

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**HIMSS**

The Compunetix Video Systems Division (VSD) is very pleased to announce its inaugural participation in the HIMSS (Healthcare Information and Management Systems Society) 2017 Conference and Exhibition held at the Orange County Convention Center in sunny Orlando, Florida.

Although 2017 marks the first year Compunetix VSD participated as an exhibitor, HIMSS continues its rapid growth as e-Medicine's most prominent technology event for the healthcare industry. This exciting event brought together over 40,000 health IT professionals, clinicians, executives and vendors to learn about the latest trends, discuss new technologies and listen to thought-provoking keynotes.

The exhibition portion of HIMSS featured 1200+ vendors representing solutions across a collection of technology sectors. Compunetix VSD decided to join the exhibitors this year to promote its latest custom video communications solution for e-health.

The healthcare industry, like most other large business segments, features its own unique challenges and use cases for video conferencing. Compunetix VSD introduced some new tools and capabilities that, when combined, form solutions crafted for specific e-health requirements. Built upon the award-winning EVERGREEN™ media processor and Companion™ Video clients, these new solutions leverage technologies, like browser-based WebRTC along with optimized smart-device clients, to open up access and provide robust and accessible video communications in a cost-effective price range.

When VSD Account Manager Alvaro Cruz was asked what makes the Compunetix solution stand out and what differentiates it from other video solutions on the exhibit floor, he explained, "Compunetix solutions are fully customizable and ready to adapt to any environment. The solution can be hosted by the end customer, or at our data center in Pittsburgh. We always provide a white-glove style sales and support to all of our customers and offer world-class 24x7x365 customer support."

And if a customer was interested in learning more about these solutions?

Mr. Cruz further explained, "I would first suggest that they reach out to me. We will schedule some time to review their specific requirements and goals, and then, I can identify how our latest video technology will assist them in meeting those goals."



**She Innovates**

**By Anastasia Klonowski**

*(Software Engineering Co-op Student, CSD)*

I participated in She Innovates hackathon for women in its third year at Pitt. The event began at 5 pm on Friday and lasted until about noon on Sunday. This year the event was held in Pitt's Information Sciences building and included a Hardware Lab. Throughout the course of the weekend, teams of no more than four people would design, implement, and demo their hack during the expo held at the close of the event.

Besides the 36 hours of coding, food, and swag from sponsoring companies, what I enjoyed most were the guest speakers. On Saturday, we had two keynote speakers, Jessica Trybus, the CEO of Simcoach Games and Leona Mitchell, a Visiting Professor from Pitt's School of Information Sciences. Both of them are remarkable women and it was inspiring to hear about all they have achieved.

She Innovates is growing every year, with fifteen teams submitting hacks this year. Besides myself (pictured on right), my team consisted of Srilakshmi Sampath (pictured in center), who is a junior computer engineering major like me, and Mansi Thakkar (pictured on left), who is a senior computer engineering major. Having competed together last year in our first She Innovates hackathon, we made sure we were more prepared this time by having an idea of what we wanted to accomplish.

Since She Innovates was named an affiliated event of the Year of Diversity at Pitt, we decided to make a mobile application to promote diversity. However, only one of us had any real experience creating mobile apps. I didn't really see this as a problem because, for me, the point of a hackathon is to learn new skills. Of course, when it gets to be four in the morning and I have hardly slept, I start to wonder if it is all worth it, but I always seem to look back afterwards and decide that it was. After a lot of work and some struggling, I can now code a simple iOS app using Swift and set up a database on Parse using Amazon Web Services.

By the end of the weekend, Shree, Mansi, and I had created something we were really proud of, a game that teaches people about how they are different from others and encourages them to learn about and celebrate those differences. We ended up winning second place and hope to continue working on the app in our free time. I am also looking forward to participating in more hackathons and will definitely be signing up for She Innovates next year!





**A Great Event**  
By David Thomas

Chorus Call provided on-site A/V production and streaming throughout the 3-hour All Employee Meeting of a prestigious financial institution. The event was live-streamed from a large auditorium at the host location to seven other sites around the Northeast US where groups of bank employees were gathered to watch the live event. A rehearsal with bank executives was held the Friday before the event and a technical dry-run with all remote locations was held on Sunday. Chorus Call was involved in all three of these days.

Jonathan Raynak and David Thomas started organizing the event logistics with the bank executives last summer. Gordon Mann handled in-house project coordination responsibilities as we got closer to the event date. Denise Powanda made a huge contribution by accurately arranging all of the travel for the ten people going to various locations in support of this event.

To execute the technical aspects of the event, we utilized our full complement of on site production and streaming equipment. To capture the audio and video at the host site, we used our two video cameras and five wireless and one wired microphones. Our video switcher was used to switch between the 2 live camera shots and 46 pre-recorded videos, audio tracks and still images. Our audio mixer handled all of the audio mixing including the microphones and the audio coming from the pre-recorded elements. Three different live streams were produced via our on site streaming encoding equipment, a high-speed video stream, low-speed video stream and

backup audio-only stream. The live stream was broadcast to all sites via our Media Frame product. A high-quality on site recording was also created.



This multi-site event included seven remote locations across the Northeast where Chorus Call staff were dispatched to oversee the technology needed to show the live webcast to groups of bank employees. These remote locations included bank branches, hotels and even a country club.

Gordon Mann, David Thomas and Jonathan Raynak handled all of the production at the host site, where over 620 people were in attendance, while seven other associates were dispatched to handle the remote locations where audiences from 6 to 240 people viewed the webcast. Gordon Mann served as Project Coordinator, Event Director, Video Switcher and Lighting Designer at the host site. David Thomas was the Audio Mixer, Lighting Controller and Streaming Technician while Jonathan Raynak had the role of Camera Operator. Rob Kerr, Tanner Mesing and John Ball each served as

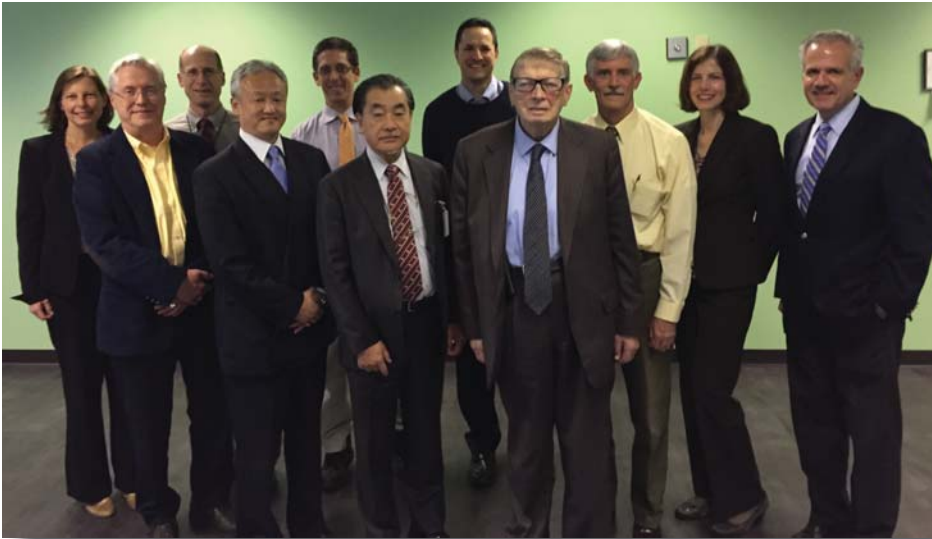
Remote Location Technicians at other locations. Dave Fulton was the Remote Location Technician in New York, Bob Indergrund in Ohio and Josip Kasic had the same responsibilities in a different Ohio city. Jaime Dillen-Seibel was the Remote Location Technician for the Monroeville, PA office.

This example of in-depth A/V and streaming production highlights the talents of the Chorus Call Media Team. The event was very well received by the customer's management and employees. At the end of the event, very gracious handshakes were received from the bank CEO. The EVP, General Counsel and Human Resources Director was also very pleased. In fact he said "You guys did an amazing job! You delivered exactly what you promised and I couldn't ask for anything more than that."



Enjoy a few photos taken at the event!





Left to right: Monica Coraluppi, Jerry Schmitt, Jim Klueber, Tadao Kondo, Jason Leventon, Teruo Shiina, Ari Meyerthal, Giorgio Coraluppi, Joe Heuler, Sabina Coraluppi and Jerry Pompa.

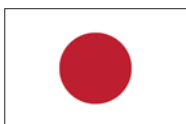


## Distinguished Guests

Chorus Call and Compunetix were pleased to welcome Mr. Teruo Shiina, CEO of e-Associates Inc.

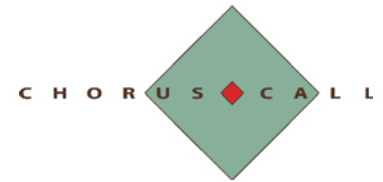
Mr. Teruo Shiina, CEO of e-Associates Inc. visited Pittsburgh to meet with President and CEO, Giorgio Coraluppi as well as with the staff of Chorus Call. The Chorus Call team was joined by employees from the Compunetix Video Systems Division and Communication Systems Division.

e-Associates is a very important partner for IR conferencing in Japan. Mr. Shiina stated, "We have big potential for Investor Relations business in Japan and collaborating with Chorus Call and Compunetix is a key success factor for us. I was very impressed during this visit."



### Did you know?

On an average work day, a typist's fingers travel about 12.6 miles.



## Our Customers Say It Best:

*Thanks everyone for your work on today's video conference. It came off pretty much flawlessly and the client was very pleased, a true success. I appreciate your attention to detail and professionalism and I would welcome the opportunity to work with any and all of you again.*

- Producer/Director

*Denise, thanks so much for your help yesterday. The live event was perfect. I know we asked a lot of you! The audio tech at the studio actually came over to me when we wrapped. He wanted to talk about how great you had been. He said they've done similar projects before and he'd never seen anybody handle it so well. He was so impressed that it was so seamless. I pointed out to him that you were also chatting with each speaker online, as well. I was not at all surprised that everything on your side was perfect, but it was super fun to see how impressed they all were!*

- Manager, Webcast Services

*Thank you so much for your responsiveness and quality of service in support of our recent event. This is especially appreciated in light of the very short notice for the event. Also, please pass on my thanks and appreciation to Robert. We really appreciated his thoroughness, professionalism and expertise in supporting our event and playing a key part in a successful production.*

- Team Member

*Thanks so much for all the tech support, I think this went swimmingly. So glad I could participate.*

- Professor of Surgery

*We were really impressed by how you handled the call on the air. Do you know whether it's possible to request that you host our future calls? I thought you had a very pleasing voice. Just thought you should know. Thanks again for your help today!*

- Investor Relations Officer



## Technology Leaders

As a member of the Pittsburgh Technology Council's Board of Directors, Dr. Giorgio Coraluppi was invited to attend a roundtable discussion about technology in the region and the country. The discussion was held at the Carnegie Science Center in association with the White House Frontiers Conference. It took place the day before the conference, led by a prestigious panel that included Director of the White House Office of Science and Technology Policy, Dr. John P. Holdren, Chief Technology Officer of the US, Megan Smith, University of Pittsburgh Chancellor, Patrick Gallagher and Carnegie Mellon University President, Subra Suresh.



**Dream Big**

Every project, great or small, starts with a dream. A dream to create and build. Engineers engage their creativity and technical know-how to transform dreams into reality. They are dreamers across the professional spectrum from transportation, to agriculture, to medicine and beyond. This year, during its annual Engineers Week, DiscoverE encouraged you to dream and to Dream Big!

Compunetix enjoyed celebrating this year's annual DiscoverE Engineering Week! Engineers Week is the only event of its kind and ran from February 19th through the 25th. The event is known for celebrating engineers and the difference they make in our world, increasing public dialogue about the need for engineers bringing engineering to life for kids, educators and parents. As is tradition, Compunetix participated by having various sessions of engineers presenting information on new technologies, products and innovations being worked on in-house at the company.

These events, technical brown-bag presentations, were held in the Mossie Boulevard Lunch Room. Each day at noon, everyone was welcome to bring a lunch and join the session.

On Tuesday: VSD, Speaker Jim Klueber, spoke about the WebRTC client and applications. On Wednesday, CSD, Speakers, Sundar Venkatesh and Chris Jenko, taught attendees about Olympus HD Mobile Applications and on Thursday, FSD engineer, Jason Tost, engaged the group with his fun-filled presentation of Pac Man, Pi, and Pizza Box Robots: Rediscovering your Passion for Engineering.



**Ooops, We Did It Again!**

Once again, Compunetix, Compunetics, Chorus Call and Sonexis encouraged employees to exercise their right and responsibility to vote in the general election. Continuing our non-partisan program of allowing all employees time off during the workday to vote, the companies repeated the successful turnout as in previous elections, with significant employee participation. All employees who presented valid proof that they voted received four additional hours of paid time off (PTO).

“We do not care whom they vote for, just that they vote,” Dr. Coraluppi explains. “We want to eliminate any barriers to the voting process.”

**Did you know?**

The average computer user blinks seven times a minute, the normal rate is twenty times per minute.

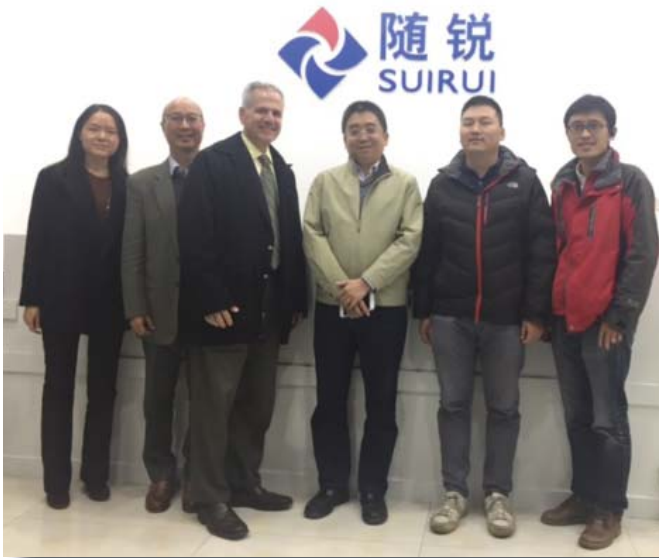
**compunetics**



**Good Luck, Lou!**

After a combined total of over 16 years in both the Instrumentation Systems Division and Printed Circuit Boards Division, Louis Hart retired from his position as Quality Assurance Manager at Compunetics, Inc. We are grateful to Lou for his many achievements and wish him well during retirement as he continues to enjoy and pursue his passions of music and higher education.





Left to right from Compunetix: Yin Yi, Raymond Cheung and Jerry Pompa. From Suirui: Jiang Sheng, Kevin Lu and Wang Xiao Guang

## Welcome Suirui



Compunetix' newest and 10th customer in China, Suirui Company Ltd., was founded in 2006 in Beijing, China. Suirui is one of the leading video conferencing service providers in China. The company provides both room system solution as well as cloud base solutions to their customers. In 2016 they decided to add audio conferencing capabilities into their cloud communication offer. After evaluating multiple suppliers, they selected the Olympus system from Compunetix.

## A Star Shines Among Us

Michael Christopher, known to us as Michael Palguta, found perseverance and grit during his childhood in rural Pennsylvania, and the lessons he learned along the way are right at home in the lyrics of today's most popular country music.

For the last decade, Michael's had a passion for music: writing, singing, and performing in clubs, amphitheaters, and festivals across the country. He began playing the guitar in college and has no

plans to stop anytime soon. He has what he describes as, "An insatiable appetite for the next big thing."

Michael readily acknowledges that he's had to overcome obstacles and make big sacrifices along the way. He travels frequently, thanks in large part to his patient wife, Jessica. He also enjoys the support of his two-year-old daughter, Alyssa, who loves to dance while her Daddy plays.

In his self-titled album, Michael worked with an exclusive group of hit songwriters and producers in Nashville including Dennis D'Amico (produced Paul McCartney) recording at Ronnie's Place/Black River Entertainment Studios, and Grammy-Award winning engineer Jamie Tate at The Rukkus Room. The result is a twelve-song anecdote of life and love that not only displays Michael's flexibility and ingenuity as a songwriter, but also expands the boundaries of the country music genre. Each song represents a story, a philosophy: it ventures into a new realm of country music.



With songs like "Mix It Up," "Weeknight," and "Looks Like Rain," Michael incorporated the traditional elements of the genre with an edgier sound, ultimately offering an album that is relevant to fans of all ages, styles, and generations.

"There is something for everyone on this record. We really tried to offer a

perspective, a sound, and a voice that is relatable for everyone... no matter what you're feeling, no matter what you've been through... this record has something for you," mentions Michael.

During the week, Compunetix appreciates and benefits from Michael's creative side, too. As the Corporate Web/Art Manager, Michael's devotion to aesthetics and composition are evident in the companies' websites and other marketing material.

In recent music news, the official music video for Michael's song "DNA" premiered on The Country Network on February 6, 2017. The song is included in the network's rotation, serving 40 markets with a reach of over 33 million households across the country. Michael is currently filming another music video in New York City for his "Looks Like Rain" song.

With a new album and a full tour schedule, Michael continues to excel on his way to the next chapter of his musical adventure. It's not a b o u t

accolades, it's about passion, and to some degree, a test of stamina. During "Festival Season", the Michael Christopher Band might play as many as four shows in four cities in a single weekend.

[www.michaelchristophercountry.com](http://www.michaelchristophercountry.com)

### Did you know?

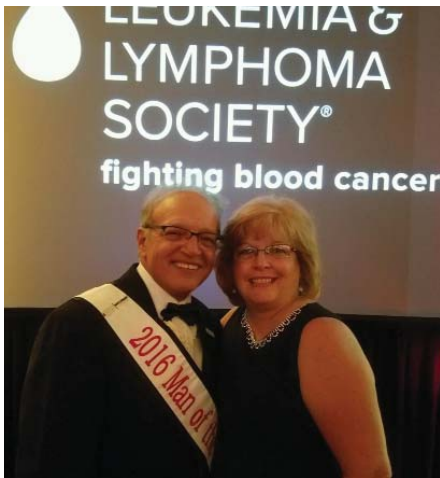
In 2004, the @ symbol used in emails (@) became the first new character to be added to Morse code in several decades! The new character, known as the "Commat" consists of the signals for both A (dot-dash), and C (dash-dot-dash-dot) with no space or break in between.

Women in CS



The University of Pittsburgh's Women in Computer Science club hosted a mentoring dinner for members on campus. Members will be given the opportunity to speak with women in Computer Science who will share their experiences and offer advice to help members be more successful during their academic and future professional careers.

This event was an informal dinner, allowing members and mentors to talk candidly about topics and take questions from the students. Many female Compunetix, Compunetics, Chorus Call and Sonexis software engineers, managers, and other strong role models joined the dinner and conversation.



**Diane Ferriero's Message**

On behalf of the Leukemia & Lymphoma Society, my brother Dan Chianese, and myself, we would like to thank everyone who made a donation to help raise over \$80,000 during the "Man/Woman of the Year" campaign. Your donations will go toward helping to find a cure for Blood Cancers. "Today is Someday" Thank you!

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**A Celebration**

Please congratulate Oscar Curtis and Marisse Naughton on their distinguished careers with Compunetics, Inc. Oscar recently celebrated 41 years and Marisse celebrated 40 years of employment with us. And what's a proper celebration without a cake?

**Pittsburgh Marathon 2017**



From left to right: Dana Rengers, Carrie Rosenbauer, Jerry Pompa, Jason Lemak, Randy Koslosky, Joe Nativio, Laura Wonderling, Craig Codeluppi, Brian Ciarimboli, Josh Zueger and Angela Eagle.

The Horse's Mouth

Halloween/Christmas 2016







**Welcome New Employees**



**Andrew Armstrong**  
Software Engineer, FSD  
Reports to Tony Grieco  
MS Computer Science  
University of Pittsburgh

**Chelsea Yeager**  
Stockroom Clerk, ISD  
Reports to Susan Gasbarro

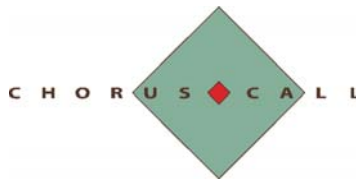


**Joshua Gockel**  
Shipping/Receiving/Stockroom Clerk  
Reports to Pam Skwarko



**Jared Bayer**  
Software QA Engineer  
Reports to Orlatha Duffy  
BS Information Systems  
Slippery Rock University

**Justin LaBatte**  
Customer Care/IT Engineer  
Reports to Steven Cleary  
BS Computer Information Systems  
Bentley University



**USA**

**Colt Beatty**  
Video Conference Specialist  
Reports to Chris Bordone  
BA Biology  
Waynesburg University

**William Rutledge**  
Audio Conference Specialist  
Reports to David London  
BA Creative and Professional Writing  
University of Pittsburgh

**InComm**

**Omer Orman**  
Conference Specialist  
Reports to David Wright  
BA Economics and Journalism  
Rutgers University

**Australia**

**Tami Coquet**  
Conference Administrator

**Ae.Net**

**Francesca Spegne**  
Account Executive

**India**

**Nilima Dwivedi**  
Manager- HR and Administration

**Tushar Kadam**

Conference Specialist

**Switzerland**

**Milutin Miljkovic**  
Conference Specialist



**Congratulations!**

To Mairobys Socorro and **Andres Lopez (CSD)** on the birth of their daughter, Adriana Isabella, born May 2, 2016.

To **Andrew Checchi (FSD)** and Anne Zimmerman on their marriage, May 28, 2016.



To **Jim Taggart (Chorus Call)** and Angela Farrell on their marriage, October 22, 2016.



To Javier and **Alice Mantovanelli (Chorus Call Switzerland)** on the birth of their son Martin, born November 1, 2016.

To Fangyu Ai and **Long Cheng (VSD)** on the birth of their daughter, Gloria Chuhan, born December 21, 2016.

To Andrea and **Leonard Dixon (ISD)** on the birth of their son, Kai Edward, born December 23, 2016.



To **Gregory Krasicki (PCB)** and Kelly Marie Morgan on their marriage, February 27, 2017.

To **Nick Scibilia**, Product Engineer-Compunetics, on the completion of his Six Sigma Lean Black Belt Professional Certificate.

To **Gerry Glatz** on his promotion to Quality Assurance Manager, Compunetics.

To **Antonio Capodieci (CSD)** on his promotion to Sales Manager-Video Solutions, Compunetix.



To **Crystal Trill (ISD)** on the completion of her AS Business Management degree from Community College of Allegheny County.

**Did you know?**

According to the Message Anti-Abuse Working Group, between 88 and 92% of all emails that were sent in the first half of 2010 were spam!

To **Richard Shank (ISD)** on the completion of his BS Degree in Electrical Engineering Technology from Point Park University.



**A Closer Look At  
Burhan Capar**

Compunetics is pleased to announce the appointment of Mr. Burhan Capar as its new General Manager. Burhan, a renowned PCB industry expert, is directing overall sales and operations at Compunetics. He brings an impressive set of credentials to his new position, including 26 years of experience in sales, marketing, operations management and executive management of a multi-site, high-end PCB manufacturing company. Mr. Capar also possesses an electrical engineering degree from SUNY New Paltz.

Mr. Capar explains, "I was honored to be chosen for this position. I am grateful to Dr. Coraluppi and Joe Kasunich for the opportunity. What drew me to Compunetics is their superb technology, advanced capabilities and some of the most talented workforce in the industry. Compunetics is a class act in the industry. I am confident that Compunetics will continue to be one of the best and most reliable printed circuit manufacturers in the future. Significant recent investments in equipment and planned future investments will make Compunetics one of the leading technology companies."

Early priorities of the new GM include accelerating operational excellence projects and building a network of sales professionals.

Joe Kasunich, Compunetix Chief Operating Officer said, "The dynamics of this multi-talented leader will have a tremendous impact on the growth and sustainability of the PCB division and the Compunetics company as a whole."



**Please Let Us  
Know!**



Did you get married? Welcome a child? Win a professional award? If you have exciting news to share, please let us know. Send your good news to:

[aimee.miller@compunetix.com](mailto:aimee.miller@compunetix.com)

Be sure to look in every issue of The Horse's Mouth for exciting announcements.



**Referral Bonus**

Great employees know other great employees, so tell your friends!

All employees are encouraged to refer qualified applicants for employment. Nearly every open position is eligible for the referral bonus. A successful referral could earn you \$500 - \$4,000!

There is no limit to the number of referrals an employee may submit, subject to the program guidelines. See details posted in company common areas or contact the HR department.



**Did you know?**

A red panda is an animal native to the Himalayas and southwestern China. The English word for red panda is 'Firefox' which is where the browser gets its name from – so the Firefox logo is actually a red panda, not a fox!



The Flags of Chorus Call



The Horse's Mouth is published by **compunetix, compunetics, sonexis and chorus call** for the benefit of its employees and friends.

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