

# Maybe It's Time to Rethink RTLS

Enterprise-Level Tracking Without the Traditional Cost and Complexity.



## BECKER'S HOSPITAL REVIEW

### 51 healthcare leaders' takes on doing more with less

By Allie Woldenberg, Kelly Gooch, Mariah Taylor, Giles Bruce, Kristin Kuchno, and Andrew Cass  
Thursday, July 17th, 2025

## BECKER'S HOSPITAL REVIEW

### From Crisis Culture to Proactive, Strategic Operations

In collaboration with symplr  
Monday, June 22nd, 2026

## BECKER'S HOSPITAL REVIEW

### Hospital finance leaders zero in on capacity optimization + workforce effectiveness as margins remain thin

In collaboration with LeanTaaS  
Wednesday, April 29th, 2026

## BECKER'S HEALTH IT

### Why hospitals should "make their assets sweat"

By Mohan Giridharadas, Founder and CEO, LeanTaaS  
Wednesday, February 22nd, 2017

The Affordable Care Act, increased government regulations and rising healthcare costs are forcing hospitals to do more with less. While such large-scale changes may seem like the obvious way to react based on visible P&L line items, I believe that hospitals can do better by solving one of the root causes of low operational productivity: the underutilization of expensive assets.

Many smaller healthcare organizations assumed RTLS wasn't built for them. As the industry has changed, that may no longer be true.



When RTLS first gained traction, it appealed to large health systems with sprawling campuses and large-scale technology. If you weren't managing hundreds of beds, you may not have given it much thought.

### **Healthcare looks different today.**

Community hospitals are under tremendous pressure to do more with fewer resources, while ambulatory surgery centers are growing rapidly as more procedures move out of traditional hospitals. Although their challenges differ, both depend on their ability to find equipment quickly and use it efficiently.



## **New Pressures for Community Hospitals**

Staffing shortages, reimbursement challenges and tight budgets are squeezing community hospitals, leaving little room for wasted time or underutilized equipment. When critical assets like wheelchairs or infusion pumps can't be found, the result is another drain on resources that are already limited.

## **Surgery Centers Depend on Efficiency**

For ambulatory surgery centers, every minute matters. Time spent searching for equipment means slower turnover, a disrupted schedule, and a reduction in the number of patients who can be treated in a day. Finding equipment quickly isn't just a convenience. It's a critical factor in staying on schedule.





## The Common Thread

Although they have different business models and face different challenges, both types of organizations share one reality: They depend on knowing where critical equipment is, how it's being used, and whether they have what they need to serve their patients. That's where RTLS delivers value.

## Start With One Problem

Most organizations don't start with a system-wide RTLS deployment. They begin by tackling one frustrating, recurring problem.

Instead of asking, "Should we use RTLS?" the better question is, "What operational problem would we like to solve?"

Just as healthcare has evolved, so has RTLS. Newer solutions are easier to deploy and maintain, making it practical for organizations that once assumed the technology was beyond their reach.

The question is not whether your organization is large enough for RTLS. It's whether you have operational problems worth solving.



**1 in 3** rural hospitals  
is at risk of closing.



Resources are constrained.  
**Waste matters.**



## 125 hours per year

If three people spend just 10 minutes a day searching for equipment over 250 operating days, this represents the time cost for ASCs, where the business model depends on keeping procedures moving. (If five people search 10 minutes a day, the total grows to 208 hours per year.)



10  
MINUTES  
PER DAY

250  
DAYS  
PER YEAR

750  
MINUTES  
PER YEAR

125  
HOURS  
PER YEAR

The time cost for ASCs, whose business depends on keeping procedures running.



10  
MINUTES  
PER DAY

250  
DAYS  
PER YEAR

1,250  
MINUTES  
PER YEAR

208  
HOURS  
PER YEAR

If five people spend 10 minutes a day searching for equipment, the total increases to 208 hours per year.

## How TrueSpot Helps

TrueSpot works with healthcare organizations to start small, measure results, and expand where it makes sense. Whether the goal is reducing equipment rentals, improving staff efficiency, or gaining better visibility into critical assets, the focus is always the same: solving operational problems that matter.



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