InfiniTech
Delivering Limitless Technology

Proven, cost-effective data management
solutions to improve patient care

Dell Storage Solutions for Healthcare

DELL

The power to do more

Optimize your healthcare data everywhere

The rapid, unpredictable growth of data is forcing healthcare providers to consider how their data storage decisions affect patient care. In particular, the increase of data-intensive image archiving has made predicting future storage needs challenging. To date, traditional IT storage solutions have added costs and complexities instead of reducing them.

Healthcare is a 24/7 operation. System outages are unacceptable and slow access to records impacts the speed at which doctors can treat patients. Plus, there are long-term storage needs to consider; data has to be rapidly available throughout the life of the patient in order for hospitals to comply with government regulations.

To date, traditional IT storage solutions have added costs and complexities instead of reducing them, effectively defeating the advances technology is intended to provide. To address these issues and provide better patient care, IT departments are moving beyond mere storage management and embracing the all-encompassing approach offered by Dell storage solutions for healthcare.

Maximum data efficiency

Slash the cost of purchasing and managing storage up to 80% by selecting the right technology for the years to come.

Greater IT agility

Instantly respond to change to increase and accelerate IT service levels.
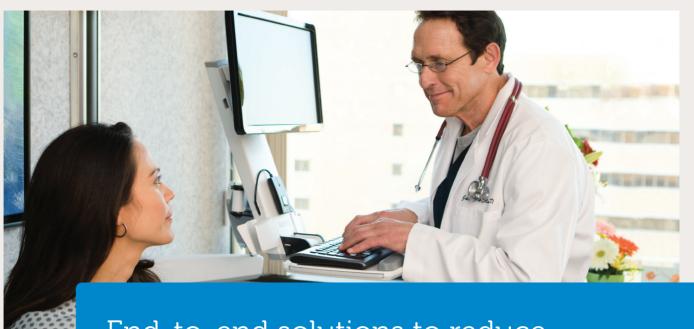
Dynamic business resiliency

Help ensure applications and information are always available to make decisions.

Better access to medical and patient information

A Dell storage portfolio powered by Intel® and designed specifically for the needs of healthcare organizations, can help you address the central challenges of our virtual era: access and availability of information, long-term data retention and cost. With a Dell storage portfolio, you can help your organization reduce storage complexity and optimize resources.

Our unique approach starts by understanding: the types of data used within your organization, where this data reside, who needs this data, where is this data used, how do you protect your critical patient data and how long it needs to be retained.

End-to-end solutions to reduce data complexity

From primary storage to backup and archive and everywhere in between, the products in the Dell Storage portfolio can optimize data everywhere and put it in reach of those who need it most: caregivers treating patients.

Better performance and storage management

Dell partnered with Intel to offer a powerful portfolio of storage solutions driven by the intelligent performance of Intel Xeon® processors. Together, they bring superior performance and data storage management.

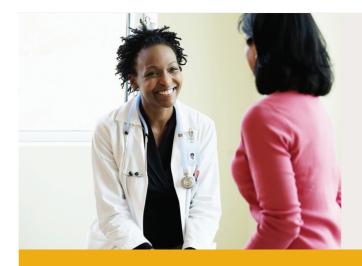## Store more data on less hardware

To handle today's massive data volumes while controlling costs, healthcare organizations need to store more data on less hardware. Featuring block-level intelligence, advanced tiering capabilities and modular, protocol-independent hardware, the Dell Compellent™ Storage Center SAN dynamically scales up or out to handle capacity increases without the need to replace hardware or undergo an expensive data migration.

Remove silos of digital images

Intelligently access, store and distribute fixed digital content with the vendor neutral DX Object storage platform. Remove isolated silos of data with a consolidated storage archive repository, so patient records can be accessed across providers and networks for better outcomes.

Virtualize data management

The Dell EqualLogic™ family of virtualized iSCSI storage solutions can change the way healthcare providers think about purchasing and managing storage. It offers a simple path to rapid deployment, comprehensive data protection, enterprise-class performance and reliability and seamless pay-as-you-grow expansion. In fact, healthcare organizations have helped propel EqualLogic into a leader position in virtualized data management.

> **"With other solutions, it might take half the morning to set up replication. With the Dell Compellent system, we can protect data and comply with all regulatory requirements in just six mouse clicks."**
>
> —Mike West, Storage Systems Administrator, Radiology Ltd.

Scalable storage to accommodate rapidly changing and growing data needs

With scalability and flexibility, Dell's portfolio of proven and reliable solutions simplifies data management while increasing capacity. Whether it involves dramatically expanding a system or scaling little by little, Dell's end-to-end solutions offer superb cost management and unparalleled configuration flexibility.

Electronic Medical Records

Making the move to Electronic Medical Records allows healthcare providers to share information across their care ecosystem. Access to this digital data is critical to saving patient lives, preventing medical errors and improving efficiency of healthcare delivery. The Dell Fluid Data architecture portfolio, including EqualLogic and Compellent product families, easily scales to accommodate the growth of structured and unstructured data so that the right patient information is available at the right place at the right time.

By utilizing storage virtualization along with server virtualization, healthcare environments can consolidate the storage requirements for multiple departments in a single SAN while avoiding the need for large-scale system upgrades when more capacity or performance is needed.
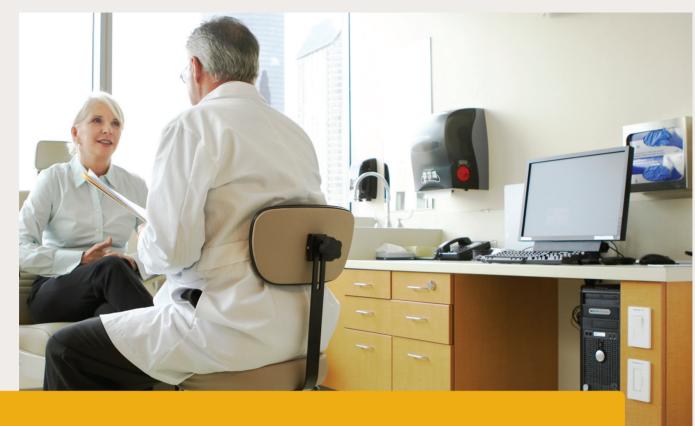
Unified Clinical Archive (UCA)

With the rapid growth in digital content, particularly in medical imaging, healthcare organizations today need solutions that can be scaled rapidly and maintained with minimum overheads. Furthermore, it should ensure compliance with regulatory mandates around data security and exchange while, at the same time providing a lower total cost of ownership (TCO) to address increasing cost pressures from declining reimbursements.

Unified Clinical Archive (UCA) addresses all these needs and provides a future-ready solution that empowers caregivers to easily access and securely share patient imaging information.

Dell's UCA includes the Dell Cloud Clinical Archive (DCCA) solution that consolidates and standardizes imaging content using a combination of on-premises and cloud-based platforms to store, access and securely share medical imaging data and associated patient information. The secure offsite archive provides a reliable disaster recovery strategy. The managed services model reduces upfront capital investment, as well as infrastructure acquisition and refresh costs. Additionally, it frees up resources to focus on other innovative projects and build a foundation for providers to adopt future healthcare trends and collaborative care delivery models.
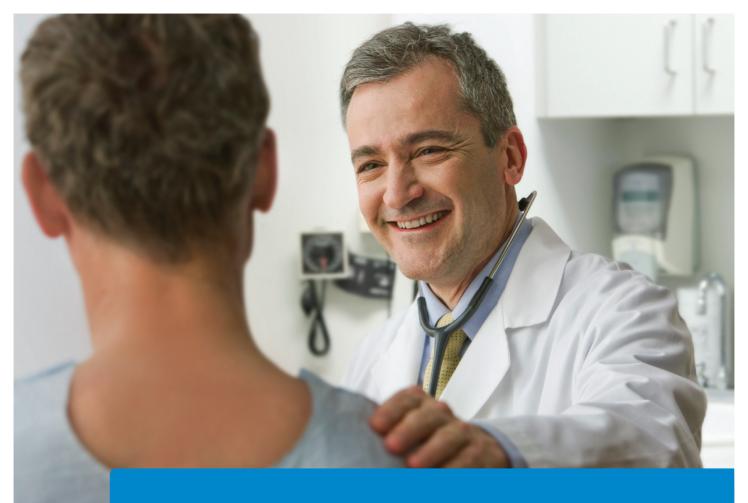
To learn more about how the Dell storage portfolio helps improve patient care, visit **Dell.com/DiscoverHealthcareIT**

Benefits of customized solutions

The Dell storage portfolio help you automate, scale, optimize and protect your storage infrastructures in order to evolve towards leveraging data as a strategic asset, an asset that will enable your organization to ultimately provide better patient care. Dell storage portfolio for healthcare, powered by Intel, will help your organization:

- Store increasing amounts of patient data and develop a retention strategy that accommodates budgets
- Streamline IT personnel productivity
- Grow performance and capacity as needed—not before
- Escape legacy hardware refresh cycles
- Protect data from downtime and disaster
- Integrate storage across healthcare organizations

Let's discuss your key challenges and focus on measurable outcomes

The Dell advantage

Dell's combination of healthcare experience and our unique approach to assessment can result in more precise, practical and cost-effective storage solutions tailored to your needs.

Get started today by contacting InfiniTech Consulting, LLC.

Talk to us, listen to them

Visit **Dell.com/CaseStudies** to see how the Dell storage portfolio has delivered real results for Dell customers.

"More timely access to information directly impacts patient care, because we're able to view trends and benchmarks and react faster."

"We'll be able to meet all of the Stage 1 criteria for Meaningful Use that HITECH requires by the 2013 deadline and we'll receive the maximum reimbursement in stimulus funds."

—Tom Hornburg, Director of IT,
Mason General Hospital

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