

NPS Cuts Application Response Time in Half and Datrium Delivers 50% More Effective Capacity for Half the Cost



NATIONAL PHYSICIAN SERVICES CASE STUDY



Healthcare, Technology
nationalphysicianservices.com

Challenge

Data-intensive clinical applications demand high-performance storage, stability, and hands-on IT resource management.

Results

- Doubled performance and reduced application response time by 50%
- Received unsolicited positive feedback from users and the ones who weren't upgraded to Automatrix asked for it
- 67% lower cost per effective terabyte
- 35-40% less time managing storage
- Required just 5% of the rack space compared to the incumbent solution, cutting colocation costs by 95% and saving \$24,000/year

“We were blown away by some of the advances in speed and performance we saw with Datrium Automatrix. The icing was the cost and supportability of the technology.”

Bryan Graven
CEO, NPS

Company Challenge

Managing Data-Intensive Healthcare Applications and Technology

Technology, while essential to achieving goals, also comes with its challenges. Electronic health records, imaging, and clinical analytics applications demand large volumes of complex data, and they require an appropriate storage infrastructure to ensure health professionals can access information quickly.

“Managing complex clinical applications requires peak performance and is dependent on having a solution that delivers speed, stability, and scalability,” said Bryan Graven, CEO of NPS. “If applications slow down and perform inconsistently, it’s noticeable and disrupts workflow, which has a direct impact on patient care.”

Over its 12-year company history, NPS has employed a variety of storage solutions to meet client needs, including EMC SAN devices, and more recently, HPE 3PAR StoreServ Storage. But the company experienced issues with performance and stability, as well as time-consuming LUN-based management.

Results

Cut Response Time in Half

To get the most out of investments in complex healthcare IT applications, response time matters. Consider a physician quickly checking boxes on a clinical application screen indicating he or she has completed healthcare steps. When response time slows, some of those fields may be missed or incorrectly selected, leading to inaccurate records and potentially poor treatment decisions.

Besides, more time spent looking at a computer screen waiting for a response means less time interacting directly with the patient. A faster system may also enable a doctor to see a couple more patients a day, improving the practice’s bottom line. The critical nature of application performance for Electronic Health Records can’t be overstated.

For NPS, Automatrix has accelerated application performance, cutting response time in half and drawing the attention and praise of physicians and staff. “One of our physicians came up to me today and said, ‘I don’t know what you did behind the scenes, but our system is faster than it’s ever been,’” Graven said. “Automatrix directly impacts our end users and their patients.”

“We replaced a rack full of array gear in our colocation facility with DVX. The footprint savings alone in our colocation facility paid for the system. The message to my old array suppliers: free is not cheap enough with Datrium on the scene.”

Michael Brown
Director of Technologies, NPS

VM-Centric Simplicity Eased Management Time by 35-40%

NPS also quickly noticed a decrease in IT staff resource management time with Automatrix, which simplifies the task of shifting server power when needed. IT team members at NPS and client organizations eliminated unproductive tasks like carving and managing LUNs and also were able to add more applications without increasing IT resources on the back end.

“We’ve seen a 35-40% drop in the time we have to dedicate to Automatrix compared to HPE 3PAR,” said Michael Brown, Director of Technologies at NPS. “It’s significantly improved our productivity.”

The Icing: Half the Cost

When NPS evaluated competitive storage options on the market, Datrium emerged as a compelling choice. “We were blown away by some of the advances in system speed and performance we saw with Automatrix,” Graven said. “The icing was the cost and supportability of the technology that added even more value to our transition. We’re extremely happy with our decision to go with Datrium.”

With Automatrix, customers can leverage existing servers as well as low-cost server flash, which reduces costs substantially. Also, NPS saw a 3:1 data reduction with Automatrix deduplication and compression, and it expects that as customers implement VDI, savings will multiply even further. Given these factors, NPS has found that 90TB of effective capacity from Datrium cost the company about half as much as the 65TB from HPE 3PAR – which means roughly one third the cost per terabyte of the hybrid 3PAR.

Capacity savings translate to space- and cost-savings for both NPS and customers using Automatrix on premises. The 3PAR SAN and other required equipment effectively consumed an entire rack. However, DVX required just 5% of that space, cutting colocation costs by 95% or approximately \$24,000 a year.

With Automatrix, NPS brings all these advantages to its customers, who can choose to deploy their solution on premises or benefit from colocation with NPS.

“As the data needs of our customers continue to expand, we see Datrium as the future of storage,” Graven said. “There are certain technologies that really change the game for healthcare IT, and we believe this is one of them. It’s innovation at its finest.”

About National Physician Services

The pressures on healthcare providers have never been greater – to increase the quality of care while keeping costs affordable. National Physician Services (NPS), formed in 2004, helps providers efficiently leverage technology to meet these demands.

NPS is a company formed by physicians and technology experts who understand the unique needs of the medical community. They excel at optimizing healthcare information technology and system performance to address the complex data challenges facing today’s healthcare providers.

Learn more about Datrium at www.datrium.com.

