

HEALTHCARE TECH HEADACHES HEALED WITH SECURE, SCALABLE INFRASTRUCTURE SOLUTION

Without sacrificing patient and physician needs, four innovative healthcare providers keep up with modern technology and infrastructure challenges while also cutting costs and time

 <p>450 EMPLOYEE PHYSICIAN GROUP COOS BAY, OREGON</p>	 <p>National Physician Services helps health providers efficiently leverage technology to increase the quality of care while keeping quality of care.</p>	 <p>Sound Mental Health (SMH) is a non-profit, state-licensed mental health provider that serves more than 19,000 men, women and children each year across Washington's Puget Sound.</p>	 <p>Tacoma-Pierce County Health Department tackles risks through policy, programs and treatment in order to protect public health for the 832,000 residents of Pierce County, Washington.</p>
--	---	---	---

CHALLENGES	CHALLENGES	CHALLENGES	CHALLENGES
<ul style="list-style-type: none">  Storage a bottleneck  Performance issues with existing solution  Limited storage scalability for expanding VDI infrastructure  Too many tradeoffs in trying to balance cost, flexibility and scalability 	<ul style="list-style-type: none">  Data-intensive clinical applications need high-performance storage  Lack of stability and ease of maintenance  Time consuming LUN-based management 	<ul style="list-style-type: none">  Reduce IT maintenance  Lack of a converged VM management tool  Support more users while minimizing manpower and costs  Storage performance and administration headaches 	<ul style="list-style-type: none">  Limited funding resources  Time consuming LUN-based management  Complex storage management

SOLUTION

<p>3</p> <p>Breakthrough Products in 1 Converged System</p>	 <p>Tier 1 Hyperconvergence</p> <p>+</p> <p>Scale-out Backup</p> <p>+</p> <p>Cloud DR</p>	 <p>Efficient End-to-End Security</p>  <p>Increased Performance</p>  <p>Zero-click Management</p>  <p>Huge cost Savings</p>
--	--	---

RESULTS	RESULTS	RESULTS	RESULTS
<ul style="list-style-type: none">  Massive 85% cost savings moving from array-based flash to host-based  Up to 100x space savings on flash with Datrium's data reduction  80-90% time-savings during maintenance windows  5-10X performance boost tasks completed in 2 minutes instead of 10-20 minutes 	<ul style="list-style-type: none">  2X performance reducing application response time by 50%  67% lower cost per effective terabyte  35-40% less time managing VMs  Required just 5% of the rack space vs. the incumbent storage  Co-location costs cut by 95%, nearly \$24,000/year 	<ul style="list-style-type: none">  2X faster than company's incumbent storage solution  Reduced data footprint  Direct CAPEX savings  Deploying new VMs now takes 2/3 less time 	<ul style="list-style-type: none">  Consolidated 6 arrays with 1 converged appliance  Accelerated VM creation by more than 10X  Eliminated a rack of equipment, resulting in \$10K/yr in power savings  2/3 reduction in used capacity  Lowered CapEx while gaining headroom for growth

<p>“We're able to complete tasks in less than half the time so providers stay focused on a patient and not worry about technology.”</p> <p>JOSHUA RABE Systems Architect</p>	<p>“We were blown away by some of the advances in speed and performance we saw with Datrium. The icing was the cost and supportability of the technology.”</p> <p>BRYAN GRAVEN CEO</p>	<p>“With Datrium, we don't have to worry about storage management. We simply manage VM's within vCenter—storage is totally invisible.”</p> <p>MATTHEW SHEEHAN Senior Systems Engineer</p>	<p>“When I saw the Datrium demo, my jaw dropped. What drew me is the ease of use with no LUNs to manage, increasing IOPs as I add hosts, the affordability, and the fact that there's no latency between the server and storage.”</p> <p>KEN PI Senior Engineer</p>
---	---	--	--

To learn more about how Datrium converges storage and compute across primary application and data management workloads—modeled on public cloud IaaS versus traditional converged infrastructure or hyperconvergence—for vastly simpler performance, predictability and protection, visit <http://www.datrium.com>.

