



## Daymark Solutions in Action

# Meeting Patient Needs and Stringent Healthcare Regulations with a Solid Storage Infrastructure

### CUSTOMER PROFILE

As one of the busiest acute care hospitals in the state, this regional medical center offers services in over 50 medical specialties and subspecialties. Its 2,500-plus employees serve over 15,000 patients annually through its emergency care centers, cancer, trauma, cardiac care and other practice areas. The facility has been recognized for consistently delivering high quality care to the communities it serves.

### CHALLENGE

To serve the needs of its patients and to meet stringent health care regulations, the hospital maintained a complex technology infrastructure with 150 servers, direct-attached storage, and multiple operating systems. The complexity of the environment made management and administration difficult and time-consuming. When the need arose to implement two new patient management applications to meet HIPAA regulations, the hospital seized the opportunity to realign its IT infrastructure. Its goal was to build a solid storage infrastructure that would support critical application growth and simplify management by decreasing the environment's complexity.

#### DAYMARK AT THE HELM

By minimizing the complexity of its storage infrastructure, this hospital is able to:

- ▼ Plan future storage purchases more efficiently
- ▼ Deploy new applications faster and more effectively
- ▼ Expand storage capacity economically
- ▼ Reduce administrative overhead and improve overall storage management

### SOLUTION

The hospital turned to Daymark Solutions for assistance in designing a new enterprise storage strategy. Daymark's experts conducted a detailed analysis of the facility's current infrastructure and future requirements, and made recommendations for a scalable solution that would allow new applications to be rolled out faster and more efficiently. It would also offer long-term cost savings by allowing the IT staff to quickly boost capacity when necessary by adding more disk drives, rather than purchasing additional servers, as they had in the past.

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By relying upon Daymark Solutions' extensive storage knowledge and experience, this medical center was able to build a scalable storage infrastructure that supports critical application growth and reduces ongoing management costs.

Daymark's extensive knowledge of storage technology was invaluable as the hospital evaluated solutions from several leading manufacturers. The professionals from Daymark offered insight into various products to help the hospital's IT team make educated decisions and streamline the acquisition process. This objective analysis led to a decision to implement a dual fabric Storage Area Network (SAN) and storage array that would meet critical availability and scalability requirements.

With the technology decisions made, Daymark continued to serve as project leader, coordinating engineers from multiple vendors throughout the process. Installation, which had to be completed during a 12-hour window of weekend downtime, went flawlessly, thanks to comprehensive advanced planning by Daymark. Leveraging the new SAN, the roll-out of the new patient management applications went just as smoothly. Within 30 days of a product decision, a new SAN consisting of two fabric switches and a scalable storage array was in production, supporting the new patient management applications. In addition, detailed project plans were finalized to move existing critical servers that could also benefit from SAN connectivity and scalability.

Today, Daymark continues to be a valuable resource for this medical center, offering ongoing support, knowledge and expertise for all its technology requirements.

#### **ABOUT DAYMARK SOLUTIONS, INC.**

Just as the nautical daymark ensures a safe arrival in port, Daymark Solutions can help you navigate the complex world of information technology to ensure your company achieves its business objectives. An experienced technology solutions provider serving the Northeastern United States, Daymark Solutions provides and implements best of breed primary server, disk, tape, and recovery solutions for open systems. Daymark designs, delivers, and deploys enterprise server, storage and backup infrastructures by objectively mapping the appropriate technology and methodology to customers' infrastructure requirements.