



Non-Profit Community Health System Reshaping Virtualized Healthcare with XtremIO



Choosing Sovereign was a no brainer. I've known Sovereign for a very long time, and I trust them with our business. We are very satisfied with the partnership and EMC. Their technical expertise as well as willingness to help with emergencies is what sets them apart from other vendors.



Summary:

Focusing on the benefits of cost savings and availability, Sovereign worked with a non-profit community health system to augment their underlying storage infrastructure to create a solution that was capable of delivering patient records, images and data with precision and speed. The solution freed up medical teams to focus on patient care while allowing IT staff to dedicate resources to productivity and overall well-being of the entire healthcare ecosystem.

The Situation:

With a medical staff of more than 500 physicians, this non-profit community health system was faced with the challenge of how to manage 650 physician desktops at their neighborhood clinics.

The health system originally ran their production environment and a small virtual desktop deployment on shared infrastructure using an EMC VMAX 20K. The future plans for virtual desktop infrastructure (VDI) expansion gave them an opportunity to analyze the price and performance options of new player, XtremIO, versus upgrading their existing infrastructure.

The Solution:

Sovereign and the health system coordinated an extended Proof of Concept (POC)/ pilot program to determine whether to upgrade the existing platforms or augment by splitting the VDI environment off with its own solid state approach.

The Principal Storage Architect for the organization, Steve, explained, "We didn't want to buy full, fat desktops, when we have a solution available to us - with the ease of management, ease of updating the operating systems and ease of rolling out it to the applications. It [VDI with XtremIO] just made life a lot easier for us."

When searching for a storage solution for their VDI environment, the wish list included: an affordable solid state disk solution with more than one controller that would deliver performance, availability and peace of mind. As a result, their implementation included rolling out 2 - 10 TB XtremIO X- Brick arrays.

Immediately, the entire team, including the system administrators loved the switch -- especially how simple it was to maintain. "The small amount of time managing the box is just amazing to me," said Steve. "Literally, it's 10 clicks or less inside the GUI to connect storage to the devices. To me, that's huge. As far as the business impact, we will be able to put significant loads on it. Just knowing and being comfortable with the amount of input/output operations per second (IOPS) this thing is going to be able to handle, raises my level of comfort with the system itself."

The Results:

- Reduced desktop deployment time from 30 minutes to less than a second, allowing nurses at remote stations to work uninterrupted
- Reduced costs through the implementation of EMC XtremIO, saving more than half the cost of upgrading the VMAX production and DR systems
- Initiated plans to integrate additional XtremIO X-bricks, completely moving away from VMAX altogether providing efficiency and costs savings

Why Sovereign Systems:

- Gold-level business partnership with EMC achieving numerous accolades over the tenure of partnership including North American Services Delivery Partner of the Year and annual recipient of EMC's Quality of Service Delivery Award
- Invested \$2 million+ in the Sovereign Briefing Center to test and validate all EMC technologies
- Completes 125+ EMC implementations each year
- Exemplary project management skills delivering clarity of vision and the ability to execute goals and exceed expectations