



Case Study

Datalink and healthcare: Next-generation IT for transformational patient experiences

The healthcare industry is on the cusp of a transformation. Leaders from all facets of healthcare are under intense pressure to deliver affordable, effective, and intelligent healthcare options.

Because technology is the catalyst for driving this transformation, Datalink can tap into our extensive expertise to help you navigate this path. Much of this change and innovation is tied to digital transformation, which means IT will need to adapt its technology and operational models in preparation to support and drive this transition.

Datalink is at the forefront of this dramatic change in IT healthcare, providing a robust portfolio of strategic services. From strategy and planning to operations and day-to-day management, we'll find what best works for you — while also improving the overall patient experience.

As a result, IT leaders are assessing technology-enabled strategies to:

- Improve quality of service
- Enhance customer experiences
- Drive new delivery models
- Reduce costs

Datalink is at the forefront of IT transformation across the healthcare industry.



550+
applications
moved

Reinvesting money in bigger, better data — instead of data centers

A national university's five healthcare centers launched an initiative to transform more than a dozen data centers located across the state. The project was intended to reduce costs of running multiple data centers, avoid the expense of earthquake-proofing mandated by the state, modernize data center infrastructure, simplify IT management, and set the stage for future integration of medical centers data for easy access to patient information across the university system.

Streamlined data centers and processes allowed Datalink to help the university accelerate and roll out applications more efficiently. By selling the vacated real estate that was accumulated through the consolidation, the university was able to reinvest that savings back in the institution's technology. Datalink's efforts laid the foundation for future IT transformation that supports simplified management and continuous improvement of the patient experience.

ZERO

operational
disruption impact

Transforming technology for a more efficient future

A modern insurance technology leader that provides dozens of SaaS products to the insurance industry required a data center migration and data center build-out to keep up with growth. Every day, thousands of insurance agencies, carriers, and 22 states use the technology provider to grow their businesses, process claims for their customers, and ensure the business of insurance continues its transformation.

As the company continued to grow, it sought out a next-generation technology strategy that modernized their current IT environments, and could be used across all their sites. Datalink worked together with the client to capitalize on a data center migration, moving more than 100 business-critical applications, relocating operations, and transporting more than 2,000 virtual machines. Together, we helped them prepare for more robust and scalable infrastructure as their business continues to grow — and allowed for a more streamlined and effective customer experience.



90%

less bandwidth
required
for replication

Consolidating data centers to extend global reach

A Fortune 500 company and one of the world's leading providers of medical technology offers a diverse array of innovative products and services that help improve patient and hospital outcomes. Over the last several years, the company had dealt with a number of acquisitions, which eventually led to the company having an excess of data centers around the globe.

We developed a global data migration and consolidation plan to reduce their data centers from 84 down to just four. The company was also able to quickly see the benefits of using an all-flash array, with significant reporting and data reduction. They are now able to run an inventory report that used to take more than 10 hours in just four minutes. They now have the ability to get information that provides accurate and almost real-time inventory management, allowing them to greatly reduce inventory on hand. As a result, the company will save roughly \$200M annually.

\$8M- \$12M

annual savings

Reorganizing operations to successfully deliver services — and savings

After much M&A activity, a Fortune 100 insurance provider decided to consolidate 11 IT and data centers into two: a primary and a backup data center. In addition to combining the footprint for savings, they wanted to move to a single best-practices operational model over the next 2-3 years.

With our expertise in data center migration and service management, we created a consolidation strategy of their multiple data centers, staff, and infrastructure, as well as implemented a new management structure on how the insurance provider could provide more efficient IT services across their organization. The consolidation plan helped them migrate to a cloud environment, as well as a managed service that the provider could use to streamline their operations from a single IT model. Savings will continue to come through continued consolidation, while accelerating the move to a single best practices operational model.

Meaningful solutions driving business outcomes

We provide expert guidance on cloud integration and data center transformation to organizations of any stage or maturity. By holistically supporting the adoption of new technologies, we enable companies to meet business challenges, improve service levels and efficiency, support growth, and reduce risk.

Learn more at:
datalink.com | insight.com