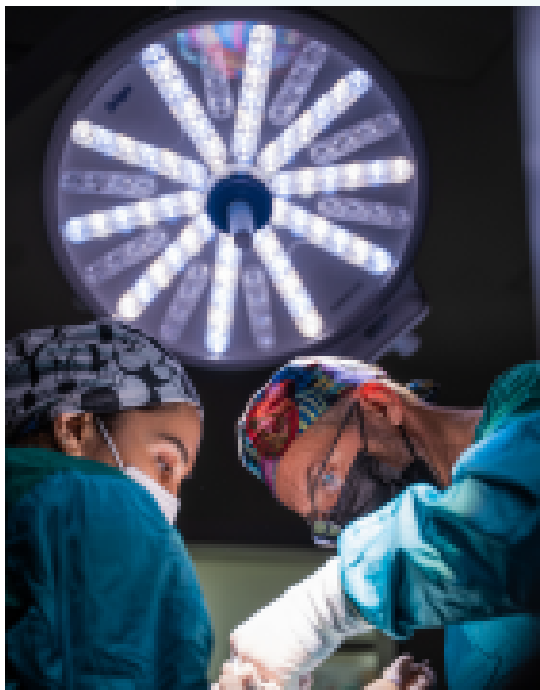**Redington**

How **Redington & HPE GreenLake**
helped a multi speciality quaternary care hospital
to stay on-premise while delivering the Flexibility,
Agility & Scalability of Cloud

INDUSTRY
Healthcare

APPROACH
We made it possible for the company to shedits legacy infrastructure and enjoy the flexibility and scalability of a private cloud.

BUSINESS CHALLENGES
- Built a private cloud in customer's data center.
- Reduced procurement lag.
- Lower footprint.
- Decreased capital expenditure.

RESULTS
- Provided scalability and agility with cloud-like experience.
- Helped customer scale as per its requirement, they have grown at least 3-4x to what the company had expected earlier.
- Met the required transaction spends.
- Support on regular IT lifts & shifts.

A leading healthcare company,
optimizes the power of HPE GreenLake for short and long-term business outcomes.

ABOUT CLIENT
Established in 2014 in south Indian city, owned & managed by Group of Institutions to offer quality and affordable medical care to the society. This facility is well laid out in a 40-acre green landscape & performs highly complex procedures such as transplants, functional surgery, Bone Marrow Transplantation general medicine, and more.

This 500+ bedded facility has physicians, specialists and nurses. In the short span of its existence, Hospital has created its niche on the map of quality healthcare delivery in South India by touching nearly 2 million lives. As such, the hospital contends with high volumes of sensitive patient data, processing over nos of medical orders per day. The hospital realized it needed to accelerate its digital transformation due to its growing patient population, increasing modernization of procedures and records, and intensifying regulatory mandates on patient informations. Existing systems also were slow and less reliable.

"The hospital's IT leaders wanted the **speed and flexibility of a cloud based solution; avoiding costly and time-consuming on-prem build-outs**, but migrating to a public cloud was untenable due to sensitive data, applications concerns".

The Prime requirements

- Client had its fair share of challenges when it comes to infrastructure budgets & procuring hardware to meet its demands.

- Prior to the deployment, each time the company added a new infra, it had to order and install new hardware, and this resulted in slowing both the sales and the development process.

- A major portion of customer's IT team challenges stemmed from having to deal with a physical environment. The company faced the pain points of operating with traditional IT infrastructure such as physical servers and switches.

- They observed 6-8 weeks of procurement lag.

- Many nations, One destination.

- The Hospital is expanding its services to international patients. The International Patient Care Helpdesk at Hospital functions as a single-window to all the services offered. They look to offer all its services with more seamlessly from end to end, and offer the best of medical care with best practices. With a future plan to start operations in other regions.

Solutions

- Customer's close association with us & HPE has made it possible for the company to get a cloud-like, pay-per-use fee model for the on-prem solution.

- We offered them new next-generation infrastructure solution, GreenLake solution which consisted of Servers, Storage and SAN Switches for their HIS & PACS Solution.

- HPE ProLiant DL380 Gen10+ Servers, HPE Primera 600 are densely populated with compute-this enabled customer draw a much higher output and unleashed more from a very small space.

- Enabling 100% uptime and a streamlined experience.

- Being up to four times faster than the previous system.

- A centralized system of Greenlake.

- Central reduces platform complexity, and scaling and adding servers can be done more quickly.

- Dedicated team allows the hospital to spend less time and resources on data storage and operations and improve its cutting-edge, lifesaving services.

Furthermore, From the technology point of view, **Hospital has evolved from physical to hyperconverged infrastructure**.

In the last **8 months now, the growth observed in company's performance & efficiency is at least 3-4x** more than the company had expected earlier.