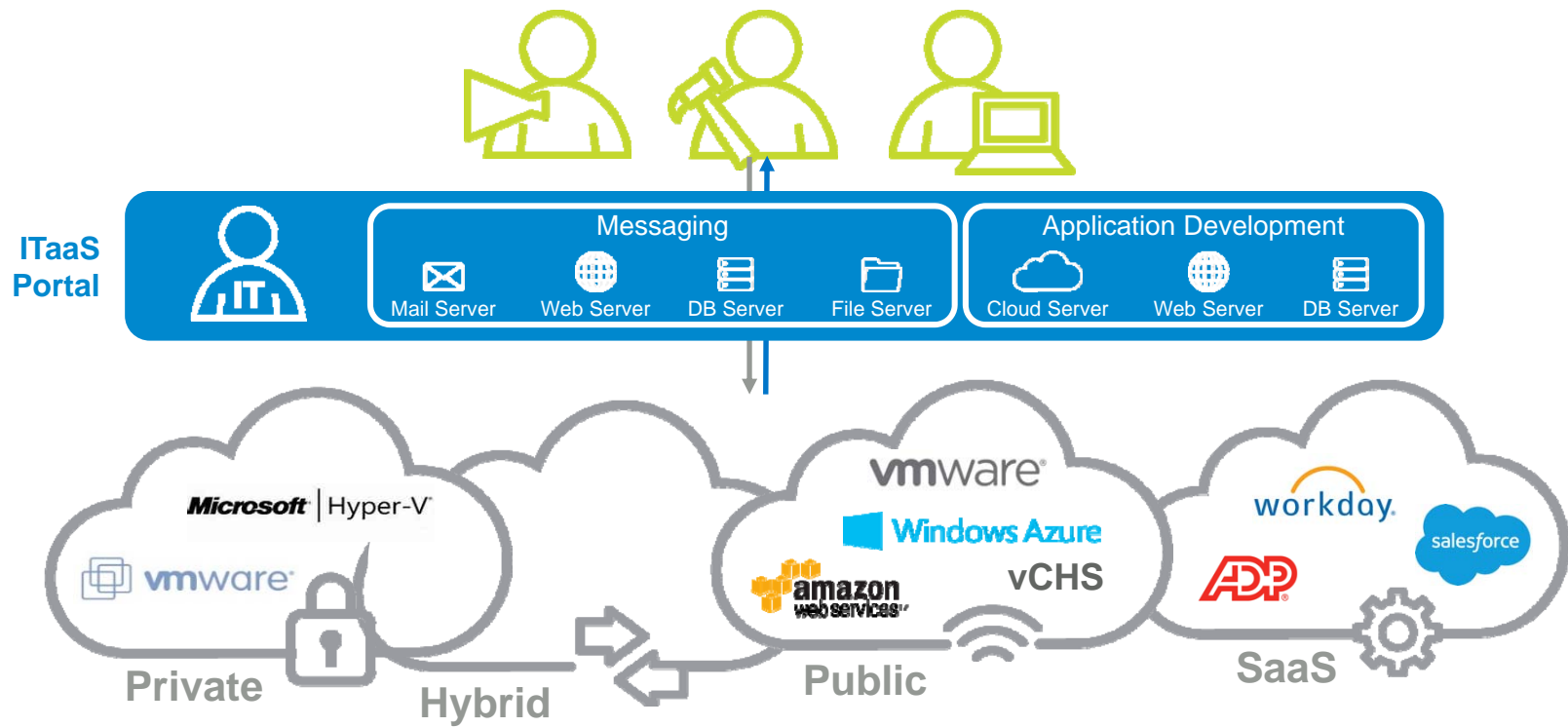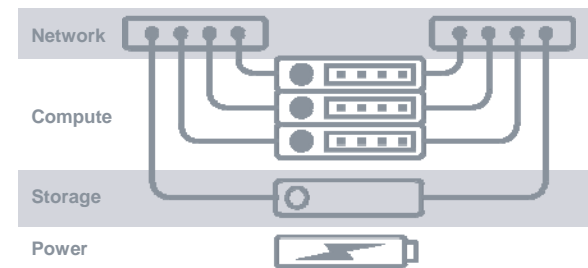# Your Cloud

Be the broker of IT (cloud) services | Own your cloud

Baseline unified architecture

- a.k.a. Fabric-based infrastructure
- A number of solutions derived from leading Cisco DC
  - FlexPod
  - Vblock
  - UCP Select
  - SmartStack
  - FlashStack
- Provides validated architectures
  - Integrated development and product Validated solutions
  - Coordinated roadmaps

- Benefits
  - Reduce risk in product integration and deployment
  - Reduce time-to-market for application platforms
  - Improve SLAs including uptime, performance, and management

Major County Hospital System

- Transformed IT to state of the art private cloud
- Consolidate multiple server environments
- Leveraged FlexPod unified architecture
- Reduced doctor and patient wait time across systems
- Provides clinicians anywhere access to systems
- Extends to cloud provider for clinics
- $5.4M savings over five years

When Healthcare becomes a Provider

- Build on principals for converged infrastructure
- Saleable simple to manage infrastructure
- Remove risk
- Improve SLA
- Faster time to service
- Reduced costs

Do you want to leverage cloud?

- Major medical clinic and research organization
- Adopted major SaaS EMR system
  - Reduced need for data center
  - Drives to "cloud first" strategy
- How do we analyze application needs for cloud platforming
- Filters to address requirements and profile cloud destination
  - Private
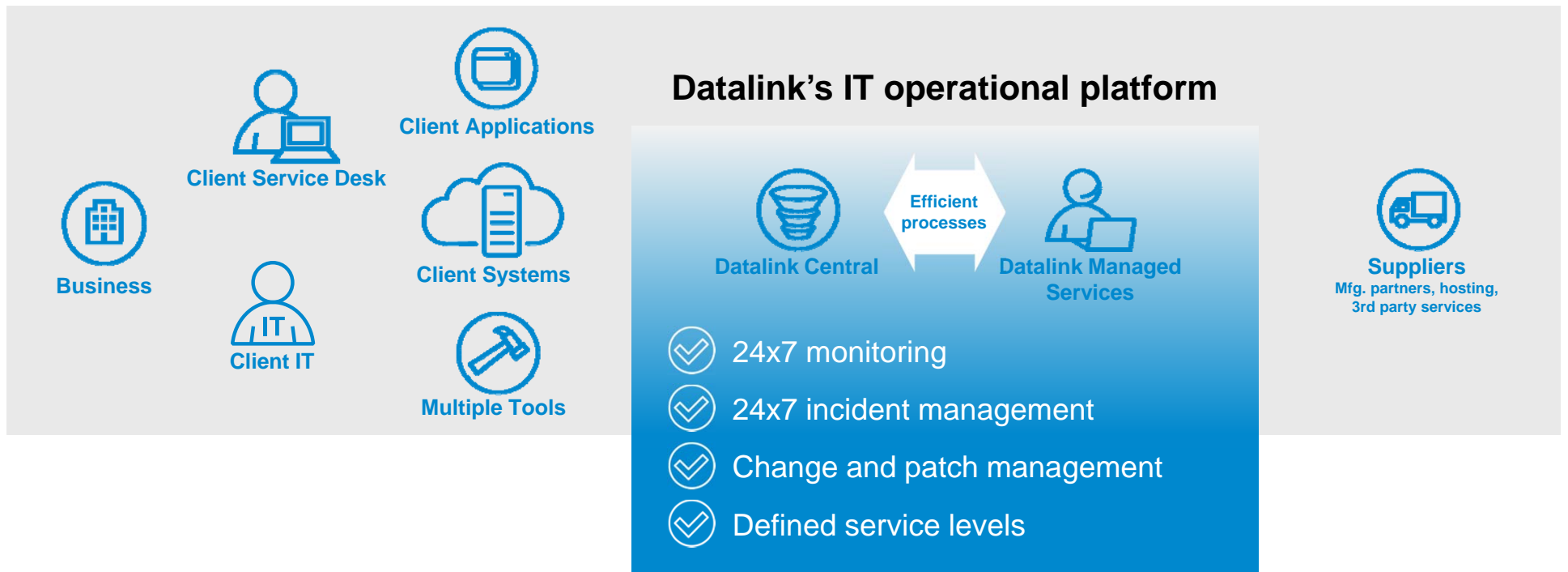 - SaaS
  - Public

Common client operational model

Client Applications

Client Service Desk

Business

Client IT

Client Systems

Multiple Tools

Desired business outcomes

Control costs

Growth

Improve outcomes

Common client operational model

Client Applications

Client Service Desk

Business

Client Systems

Client IT

Multiple Tools

Current situation

(!) Struggle to staff 24x7 operations

(!) Unable to meet project and business demands

(!) Mired in mundane day-to-day operations

(!) Difficult to recruit/hire/train/retain good talent

There is a better way...

Client Applications

Client Service Desk

Business

Client IT

Client Systems

Multiple Tools

Datalink's IT operational platform

Datalink Central

Efficient processes

Datalink Managed Services

Suppliers
Mfg. partners, hosting, 3rd party services

- 24x7 monitoring
- 24x7 incident management
- Change and patch management
- Defined service levels

X as a service

Business

Client Service Desk

Client Applications

Client IT

XaaS delivers
Capacity
Availability
Performance
Service levels

Converged Infrastructure

Multiple Tools

Datalink Central

Datalink Managed Services

Suppliers
Mfg. partners, hosting,
3rd party services

Case Study: SigmaCare

Health Care Software as a Service

Business and IT challenges

- Seeking to move all infrastructure out to the cloud
- Seeking an OpEx financial option
- Security requirements proved a public cloud option was not viable
- Challenged with limited IT resources that need to focus on the business
- Solution requires HA and regional distribution of service

DTLK Private Cloud

- Datalink Professional Services design, build, and implement an active-active Flexpod solution
- Datalink Managed Services included operational management, hosting, and infrastructure as a monthly fee

Result and impact

- $3.7M 5 year contract of Infrastructure and Services
- Delivered higher service levels to the business
- Solution architected across multiple regions
- Enabled their IT team to deliver more value to their growing business
- Eliminated a significant capital expenditure of infrastructure

An Industry in Transformation

- Global move from paper to electronic records
- The facebook generation want a consumer experience
- Hospitals are competing to attract the best employees

vmware

Patients

- Patient Satisfaction also a critical indicator

- Leading hospitals incorporating tablet devices into patient experience

- IT having to secure and support even broader environment

To Be Successful…

- "Tap Turn and Treat" workflow
- A single familiar workspace
- "The right access at the right time to the right provider in the right format"

Transforming the Cost, Quality and Delivery of Patient Care

A Strategic Partnership

Windows

Native Tablet Applications

Single Workspace

Content

Secure

Single Management View
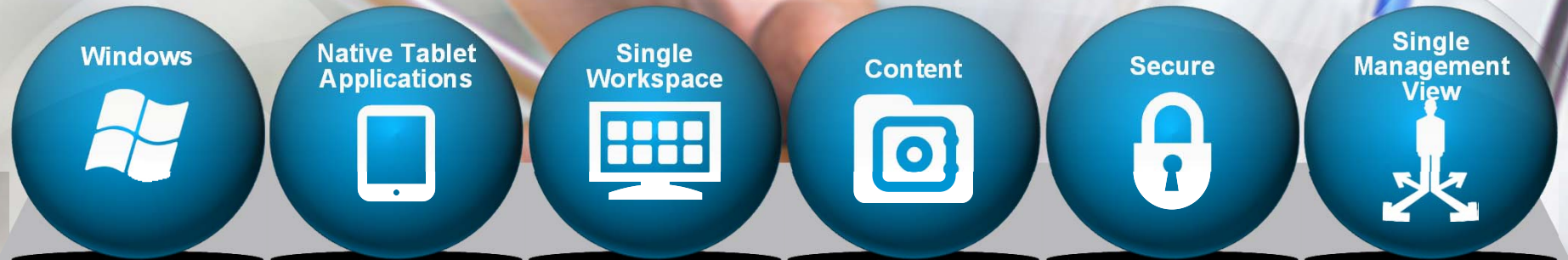
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Thank you