

Advanced imaging boosts patient outcomes

Agfa HealthCare took a more holistic, patient-centric approach to medical imaging, assisted by Dell Technologies OEM Solutions and Global Alliances, and cut turnaround times significantly.



Healthcare

United States

Business needs

With medical imaging growing exponentially, Agfa HealthCare needed a strategic tech partner to help it develop and take to market a powerful storage solution for its innovative and disruptive Enterprise Imaging platform, which offers the sophisticated data processing, analytics and consolidated retention needed for patients' lifelong imaging records.

Solutions at a glance

[Dell Technologies OEM Solutions](#)

- [Dell EMC Unity storage](#)
- [Dell EMC Isilon storage \(now part of the PowerScale family\)](#)
- [Dell EMC ECS object storage](#)
- [Dell ProDeployPlus](#)
- [Dell ProSupport](#)

Business results

- Reduced imaging turnaround times significantly.
- Improves the speed of the diagnostic process and patient satisfaction.
- Gains greater competitive advantage.
- Opens doors to new sales opportunities.

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Mike Benol, Vice President,
Strategic Partnerships, Agfa HealthCare North America

With a rapidly aging population and an increasing demand for early-stage diagnosis of chronic disease, the world's medical imaging market has exploded in the past few decades. Doctors have more technology choices than ever about how to get a look inside their patients: traditional X-rays, ultrasound, computerized tomography (CT), positron emission tomography (PET) and magnetic resonance imaging (MRI), to name just some of the technologies used by the more than 70 different service lines that deploy imaging in the diagnostic process.

In fact, the global medical imaging market is expected to double by 2022 to \$45 billion.¹ Agfa HealthCare, with its Enterprise Imaging (Agfa EI) platform, is not just a market leader capitalizing on this trend but also a disruptive force in the industry.

We help enable healthcare providers to deliver high-quality patient care by reducing the complexity of image data management across their clinical, operational and business domains," says Mike Benol, vice president of strategic partnerships at Agfa HealthCare. "Our single-codestream, single-database platform is designed specifically for imaging services to enable fast image acquisition, IT-centric image storage, diagnostic reading functionality, enterprise clinical access to imaging and secure image sharing."

Game-changing diagnostic imaging model

According to Miriam Ladin, Agfa HealthCare's director of marketing and communications, the platform offers healthcare providers location-agnostic access to patients' comprehensive longitudinal imaging records across different departments and specialties at both the diagnostic and clinical (EHR) level. "Too often, patients' imaging data is siloed," Ladin says. "But our solution consolidates it and presents the data in the form of an imaging timeline, embedded inside their EMR/EHR, so both they and their caregivers can have timely and easy access to both the visual images and the reports."

She adds, "Our converged platform, known as Agfa EI, simplifies both the technical back-end infrastructure and the user interface front end. This results in easily accessible, clinically relevant imaging content to help improve the delivery of patient care. What's more, our scalable, modular platform technology gives our customers control over their total cost of ownership for imaging services."

In developing its Agfa EI—one of the fastest-selling solutions in the market—Agfa HealthCare needed high-performance storage technology that was reliable and highly scalable. With an average 64-slice CT scan generating about 250MB of data, today's medical imaging procedures produce enormous amounts of data. Then there's the sheer number of advanced imaging scans, with an estimated 600 million a year in the U.S. alone.²

Simplifies
image processing,
analysis and archiving.



"Our Agfa Enterprise Imaging platform cut our customers' imaging turnaround times significantly, using the Dell EMC storage solutions optimized via our OEM and Global Alliances relationship."

Miriam Ladin,
Director of Marketing and Communications,
Agfa HealthCare North America

1. *Medical/Diagnostic Imaging Market, "Global Opportunity Analysis and Industry Forecast, 2015–2022."* Allied Market Research <https://www.alliedmarketresearch.com/medical-diagnostic-imaging-market>

2. "Average File Size of CT Scan." <https://ctscanmachines.blogspot.com/2018/05/average-file-size-of-ct-scan.html>

“We can tailor our Enterprise Imaging platform to just about any storage requirements, using these three high-performance yet extremely cost-effective Dell EMC solutions.”

Mike Benol,
Vice President, Strategic Partnerships,
Agfa HealthCare North America



Boosts
clinician efficiency
and productivity.

Seeking a strategic OEM partner, not just a supplier

To source its storage hardware, “Agfa HealthCare wanted more than a commodity supplier; it sought a strategic partner to help propel its go-to-market plans. “We were looking for a supplier that could engineer its storage solutions to our exacting specifications, plus be aligned with our long-term goals and co-sell with us,” says Benol. “We found a perfect match for our technology stack’s requirements, including the future addition of artificial intelligence, with Dell Technologies—leveraging their Global Alliances and OEM Solutions teams.”

Agfa HealthCare can incorporate any of three Dell EMC storage products into its platform, which also allows the company’s front-end software to manage image storage, retrieval, security, and storage needs for regulatory compliance:

- Dell EMC Unity storage for the PACS (picture archiving and communication system) part of the solution, using hybrid flash technology to cost-effectively deliver up to 16PB in raw capacity and automated tiering. PACS holds patient images from the many different imaging source technologies in short-term storage for the duration of treatment.
- Dell EMC Isilon storage (now part of the PowerScale family) for the VNA (vendor neutral archive) part of the solution, providing highly efficient, scale-out file support and simplified management for longer-term archival image storage.
- Dell EMC ECS object storage platform for software-defined, cloud-scale capabilities, as well as for longer-term image archiving that may be more cost-effective.

“We can tailor our Enterprise Imaging platform to just about any storage requirements, using these three high-performance yet extremely cost-effective Dell EMC solutions,” Benol says. Agfa HealthCare also uses Dell ProSupport to provide global technical support for the hardware and ProDeploy Plus for site readiness review and implementation, onsite hardware installation, product orientation, and other related deployment services.

“We have a symbiotic relationship with Dell Technologies that goes far beyond technology and ultimately benefits our customers and their patients.”

Miriam Ladin,
Director of Marketing and Communications,
Agfa HealthCare North America

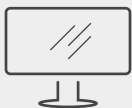
Greater clinician efficiency, boosting the delivery of patient care

Ladin cites one example to illustrate how the company's platform can improve clinician efficiency and potentially patient outcomes: a typical large North American network of 30+ hospitals conducts millions of imaging procedures a year. In today's environment, the provider's storage struggles to keep pace with the dramatic growth in CT and MRI.

Slower retrieval of scans impacts radiologist and doctor productivity and reduces overall patient flow, with obvious cost and revenue implications for the health system. Patient satisfaction is also typically affected, if treatment is delayed or specialists demand redundant imaging to meet their own schedules.

“Our Agfa Enterprise Imaging platform can help cut our customers' imaging turnaround times significantly, using the Dell EMC storage solutions optimized via our OEM and Global Alliances relationship,” Ladin says. “Faster turnarounds can speed the diagnostic process, while also boosting clinician efficiency and productivity. Faster delivery of care to the patient may in certain cases produce more favorable patient outcomes. All of these result from simplified image processing, analysis and archiving.”

Both Benol and Ladin value the tight relationship, from co-engineering to co-selling, that Agfa HealthCare has with Dell Technologies in North America and worldwide. “When we talk with our customers, it's like we're one company,” Ladin says. “We have a symbiotic relationship with Dell Technologies that goes far beyond technology and ultimately benefits our customers and their patients. That sharpens our competitive edge and helps extend our market leadership.”



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