

Scaling patient-centered, tech-driven healthcare for better outcomes

By uniting cutting-edge technology with a bold vision for patient-centered care, The Guthrie Clinic is building a model for scalable, data-driven healthcare innovation, powered by its partnership with Dell Technologies.



Business needs

The Guthrie Clinic strives to deliver exceptional patient care and be a national model for rural healthcare. To provide personalized, elevated care, it needed to overcome staffing shortages, streamline operations across 11,000 square miles, and adopt scalable and secure technology.

Business results

- Cuts ER visits by over 80 minutes while overcoming workforce shortages to deliver innovative care.
- Reduces average ICU stay by half a day while improving care outcomes with AI-powered tools.
- Provides systemwide visibility across 11,000 square miles.
- Offers a national model for effective, patient-centered healthcare in rural regions.
- Lowers patient falls with injuries by 70% while driving innovation to elevate patient experiences and care.

Solutions at a glance

- [Dell AI Factory with NVIDIA](#)
- [Dell PowerEdge R750 Servers with NVIDIA GPUs](#)
- [Dell OptiPlex Desktops](#)
- [Dell Latitude Laptops](#)
- [Dell Storage](#)
- [Dell UltraSharp Monitors](#)
- [Dell Professional Services](#)



\$7 million reduction in spending on traveling nursing staff.

Healthcare organizations across the U.S. face ongoing workforce shortages. But for rural systems like The Guthrie Clinic, geography adds another layer of complexity. Spanning 11,000 square miles across New York and Pennsylvania, Guthrie serves almost 2 million patient visits per year through 76 offices and six hospital campuses.

“Our vision for The Guthrie Clinic is to be a national model for rural healthcare,” explains Dr. Edmund Sabanegh, president and chief executive officer of The Guthrie Clinic. “That means we have to be innovative and stay laser-focused on patient safety, quality and experience.”

Dr. Sabanegh believes that technology can alleviate some of the staffing challenges Guthrie faces and even improve patient care. But the organization needed a technology partner to create new ways to support clinicians and provide more personalized, efficient care across its system.

Empowering care with AI-ready infrastructure

Guthrie partnered with Dell Technologies and worked with Dell Professional Services to design a secure AI infrastructure. “AI will be increasingly important for us as we continue to address staffing gaps,” says Dr. Sabanegh. “It will help us ensure the success of our caregivers.”

The healthcare provider implemented the Dell AI Factory with NVIDIA. The solution includes Dell PowerEdge R750 servers with NVIDIA GPUs, OptiPlex desktops, Latitude laptops, Dell storage and UltraSharp monitors. With healthcare edge solutions from Dell Technologies, Guthrie has implemented a purpose-built IT infrastructure at the point of care, delivering real-time clinical insights, ensuring seamless connectivity, and powering secure, personalized, data-driven care.

Reducing falls with injuries by almost 70%

Guthrie integrated Artisight, an AI-enabled platform that monitors patient movement and assesses fall risk. Dell PowerEdge R750

servers with NVIDIA GPUs power the analysis, providing the speed and scalability needed for immediate insights.

“Dell PowerEdge servers with NVIDIA GPUs allow us to process real-time data and predict fall risk,” says Terri Coutts, executive vice president and chief digital information officer of The Guthrie Clinic. According to Coutts, the impact on patient care has been significant. She explains, “We reduced falls with injuries by almost 70% last fiscal year because we had this technology to improve care.”

Connecting rural care with real-time coordination

To address the care coordination burden, Guthrie launched The Guthrie Pulse Center, a virtual hub where AI-powered systems and clinical teams work together. In The Guthrie Pulse Center, virtual nurses, electronic ICU staff, and telesitters help manage patient monitoring, documentation, and logistical tasks like bed assignments and transfers. Guthrie integrated Sickbay, a virtual care analytics and monitoring platform by Medical Informatics Corp., to support scale and clinical visibility of all monitored patients across every Guthrie facility.

Driving this effort calls for data access that is fast, secure and scalable. “We rely on Dell storage for two key reasons,” Coutts explains. “It allows us to scale seamlessly while managing the vast amounts of data we need to access quickly. Plus, Dell Technologies ensures our data is secured in real time.”

The result is better visibility across the system and more time for clinicians to focus on patient care. “The Guthrie Pulse Center has allowed us to standardize care and gain complete transparency across the 11,000 square miles of our service area,” says Dr. Sabanegh.

This level of coordination also depends on the reliable tools the clinicians use every day. “Dell workstations are the only workstations that we use across our facilities,” shares Coutts. “They’re dependable and easily supported.”

“The Dell AI Factory with NVIDIA has made a huge difference in how we can enable technology to provide the kind of care we want to deliver.”

Terri Coutts,
Executive Vice President and
Chief Digital Information Officer,
The Guthrie Clinic

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Smarter, safer patient care that also benefits staff

The clinic's adoption of AI and centralized coordination has driven further improvements in patient care. Guthrie cut the average ICU stay by half a day and shortened emergency room visit times by over 80 minutes.

The technology has also helped Guthrie decrease costs. "We've had a \$7 million reduction in spend on traveler nurses," says Coutts. "Our caregivers feel more connected and supported through the technology." That support extends into clinical decision-making as well. Providers use computer vision technologies and clinical notes to guide discharge decisions,

improve efficiency and help patients transition safely and on time. "The Dell AI Factory with NVIDIA has made a huge difference in how we can enable technology to provide the kind of care we want to deliver," says Coutts.

Building a future of smarter, seamless care

Guthrie is redefining what's possible in rural healthcare, with innovation and partnership at the root of its success. "We've been privileged to collaborate and work closely with Dell Technologies," Dr. Sabanegh shares. "Working with Dell Technologies has enabled us to be more responsive, pivot our healthcare system and drive home the most-trusted healthcare partner goal that we have in our program."

Guthrie's journey is far from over as the organization continues charting a bold new course — one where caregivers are empowered, patients feel supported and communities benefit from the full potential of technology. Dell Technologies will continue to play a critical role in helping Guthrie provide more equitable, personalized and accessible care for every patient it serves. Coutts says, "In the future, our partnership with Dell Technologies will allow us to scale technology and innovation, co-developing smarter healthcare solutions."

“ The responsiveness of Dell Technologies has been instrumental in our success.”

Dr. Edmund Sabanegh,
President and CEO,
The Guthrie Clinic

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