DELL EMC

Did you know?

60%

of healthcare apps will apply some form of analytics and intelligence to help discover patterns, offloading as much as **30%** of a clinician's time by 2019[1]

Health IT Transformation

Digital transformation is a top priority across all industries, and healthcare is no exception. Today, every healthcare organization is examining how best to apply rapidly emerging digital technologies to improve care, reduce risks, and cut costs. To achieve digital transformation, organizations must effectively maximize health IT (HIT) value through the use of modernized technology, automated processes, and streamlined IT operations to accelerate innovation. Dell EMC is uniquely positioned to help your organization move its digital transformation journey forward through the power of multi-cloud solutions, converged and hyper-converged strategies, and optimized and cloud native clinical applications.

Overcoming Common Barriers

Healthcare organizations are in the process of moving from episodic care to a constant flow of interconnected data throughout the patient life cycle, leveraging the proliferation of new technologies like IoT, telehealth and genomics. For most, the transition is not without its challenges. Transformation typically begins with assessing the current state environment, operational practices, and culture. As a result, there are common barriers that must be overcome, including:

- **HIT legacy burden:** Legacy applications, systems, processes, and organizational structures can slow down IT transformation efforts. In fact, as much as 75 percent of IT staff time can be spent just keeping the lights on[4] which leaves precious few resources available to invest in new initiatives and innovation. Additionally, costs can go up due to the need to keep obsolete applications that hold critical historical data accessible, often requiring support from aging infrastructure.

- **Limited resources and time horizons for delivering results:** The ability to fund new initiatives, hire or replace staff, or acquire new expertise or skill sets can be limited by budget constraints, even as pressures grow from executives and departments to deliver new capabilities.

- **Rapid, unpredictable change and uncertainty:** Every aspect of healthcare today is affected by drivers of change and uncertainty—including market changes such as mergers and acquisitions, new and changing regulatory and reimbursement policies, quickly evolving technology advancements from computation to convergence, and the explosion of data that is filtering into the healthcare system on a daily basis, bringing with it a greater attack surface and escalating security risks.

>265K

mobile health apps are in the market today.[2]

>80%

of healthcare data is unstructured.[3]

2X

more ransomware attacks will be targeted at healthcare organizations in 2018.[1]

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1. IDC FutureScape: "Worldwide Healthcare IT 2017 Predictions" November 2016. DOC # US41864316.
2. Gorenstein, D. Marketplace. "A health care app that'll prescribe you other apps." January 2, 2017.
3. Stanford Medicine 2017 Health Trends Report. "Harnessing the Power of Data in Health." June 2017
4. Tech Target, "The Roadmap to IT Transformation," sponsored by Dell EMC, March 2017.

Solutions to Power Your HIT Transformation

Healthcare organizations need integrated solutions, not point products, to address HIT's difficult demands. No company is better positioned to power your HIT Transformation than Dell EMC. We deliver end-to-end solutions integrated with clinical and business applications to help modernize, automate and transform your HIT operations and infrastructure.

Clinical Application Optimization

Drive high efficiency, availability, and performance for key clinical ISV applications such as EMR and PACS with modern flash storage-based technology, advanced replication and availability services, and virtualization for a consistent set of tools across the application environment.

Hyper (HCI) and Converged Infrastructure (CI) | All-Flash Technology

Consolidate compute, network, and virtualization silos into single, simple to maintain solutions that allow HIT organizations to easily manage their infrastructure. Use HCI/CI to also create in-a-box approaches to application management. With our industry-leading software features and all-flash designed architectures, we deliver high performance, low TCO, and improved outcomes for you, your organization, and your patients.

Multi-Cloud Solutions including Virtustream Healthcare Cloud

Gain the flexibility, performance, security and availability to manage and access data from a variety of cloud sources—from shared storage as a service to back-end DevOps development efforts to specific application services for a variety of different workloads. The Dell EMC multi-cloud portfolio allows you to balance risk, cost, and uptime by providing flexibility to select the desired clinical and business workloads in the appropriate user-centric configurations.

Turn to the Virtustream Healthcare Cloud for mission-critical application performance, from EMR to ERP, gaining availability in a secure and compliant cloud computing environment. Experience increased performance, improved agility and flexibility, and reduced costs due to our elastic consumption-based model.

Making HIT Transformation a Reality

Dell EMC has the most extensive portfolio of products, solutions, services, and partnerships spanning the entire HIT ecosystem—from the point of care to the data center to the cloud—bringing together seven technology leaders focused on delivering the highest levels of performance, availability, security, and automation to the healthcare industry. Our healthcare consultants, solution architects, and delivery teams bring experience in both healthcare and information technology to help HIT organizations accelerate transformation.
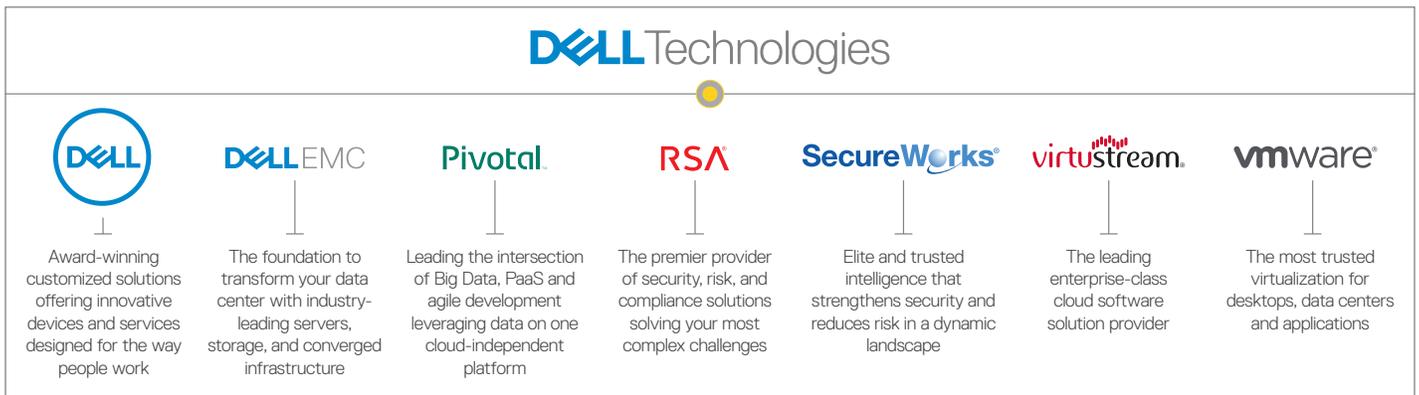
WHY DELL EMC FOR HIT TRANSFORMATION

1 HIT planning support from practical roadmaps to hands-on services

2 Industry-leading infrastructure with 30% HCI market share[6]

3 One point of integration, service & support across Dell Technologies network of healthcare partners

4 Reduced risk and lower costs with up to 98% fewer migration errors and upwards of 81% ROI[7]

Run your mission-critical clinical applications on Dell EMC All-Flash storage and gain up to

80% lower TCO than disk[5]

50% lower OPEX and CAPEX[5]

DELL Technologies

DELL
Award-winning customized solutions offering innovative devices and services designed for the way people work

DELL EMC
The foundation to transform your data center with industry-leading servers, storage, and converged infrastructure

Pivotal
Leading the intersection of Big Data, PaaS and agile development leveraging data on one cloud-independent platform

RSA
The premier provider of security, risk, and compliance solutions solving your most complex challenges

SecureWorks
Elite and trusted intelligence that strengthens security and reduces risk in a dynamic landscape

virtustream
The leading enterprise-class cloud software solution provider

vmware
The most trusted virtualization for desktops, data centers and applications

Learn more about Dell EMC solutions for healthcare

Contact a Dell EMC healthcare expert

Connect with Dell EMC

5. Based on an ESG Lab Review commissioned by EMC, "EMC XtremIO: Lower TCO Through Consolidation," July 2015.
6. Based on IDC WW Quarterly Converged Systems Tracker, Q3 2017, December 2017, Vendor Revenue.
7. https://infocus.emc.com/tedstreck/data-center-consolidation-multi-cloud-forrester/

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