

# Dell EMC Data Protection for Healthcare

Reliable, better quality care through multi-cloud optimized data protection

## Essentials

- Transform your data protection and management in the multi-cloud world to help drive value-based care leveraging capabilities provided by Dell Technologies' data protection products and solutions, years of healthcare experience, and methodologies.
- Invest in solutions that meet the most rigorous application, user, and business demands to speed performance, simplify management, enhance data protection, and increase productivity.
- Minimize their risk with the IT infrastructure supporting key applications with optimized data protection solutions to simplify implementation, reduce risk, and shorten time to solution value.

## Healthcare IT Protected

With the volume of online patient data continuing to grow along with stringent requirements from HIPAA, HITECH, and the EU Data Protection Directives for the protection of health information and contingency planning for disaster recovery, healthcare providers need data protection solutions that help minimize risk; simplify recovery across users, applications, data centers, and clouds; scale to meet the needs of growing clinical applications and shrinking RPOs and RTOs, while maximizing application uptime; and ensure compliance with complex government regulations – all while ensuring timely data recovery in the response to advanced cybersecurity attacks.

To ensure the most complete, effective protection of organizational healthcare data, health systems therefore need the ability to Protect Data in a multi-cloud world where no matter what cloud consumption model, edge to core to cloud, and regardless of the RPO & RTO requirements; from continuous availability all the way to archiving. In response to these needs, Dell EMC offers a single-vendor approach to data protection that spans the continuum of your data protection needs.

## Dell EMC Knows Healthcare

Dell EMC has a dedicated Healthcare practice, serving the unique needs of our Healthcare customers and strategic partners, while contributing to the development of best-of-breed solutions for this market. Dell EMC's Healthcare's market share leadership with over 8,000+ healthcare customers worldwide demonstrates our first-hand knowledge and experience with Health IT data management and patient care delivery. Our team is well versed in the unique requirements of clinical and business applications, regulatory compliance requirements, and modern data protection strategies. We provide a one stop shop to cover the complete continuum of data protection with cost-effective solutions ranging from availability, replication, snapshots, backup, archive and more to meet any service level, any time.

## Integrated Data Protection

Dell EMC's portfolio of data protection solutions provide an integrated suite of tools for backup, control, and version management, together with storage and data protection reporting. This single unified support approach, including web-enabled and mobile device ready applications encompass all aspects of the data protection environment - backup and restore data from anywhere, anytime. Healthcare organizations will need far less infrastructure to meet both performance and retention requirements at scale, when utilizing a fully integrated purpose-built data protection solution, with deduplication natively integrated into the architecture - from the ground up.

## Lower Total Cost of Ownership

Our superior deduplication technology and efficient architecture helps to drive positive TCO results and lower costs than our competition. The application of variable length deduplication technology results in significant improvements with reduced bandwidth for both backup and replication, less complexity at scale, with reduced power and cooling. These capabilities drive long term cost reductions with the scalability of global deduplication to ensure success at any scale. Additionally, our architecture does not dictate the use of backup servers and additional hardware to scale your environment, but instead efficiently moves data directly from the source to the protection storage. These same economic efficiencies translate to protecting your data in the public cloud, with recent studies done by ESG proving that Dell EMC architecture can be used to reduce monthly in-cloud data protection costs by 50% or more.

## Data Protection: Anywhere - Anytime

Advancing a data protection strategy across the healthcare system is a top CIO priority, regardless of how it's consumed. Dell EMC supports on-premise physical servers, SAN & NAS; virtualized VMware & HyperV workloads; Private or Public hybrid clouds; all types of applications. Our broadest range of solutions support emerging cloud use cases: backup to/from the cloud, long term cloud retention, and backup within the cloud. This means choice and flexibility for our healthcare customers, with 100% assurance that their data is protected, everywhere and at all times.

## Ransomware Data Protection

With Healthcare being the most targeted industry for ransomware attacks, these attacks are exposing sensitive and confidential protected health information, and often leading to destruction or disruption of patient care. The clinical and business impacts of not being able to recover from data loss can be devastating. Understanding this, Dell EMC put a corporate focus on a layered data protection solutions approach that helps healthcare customers quickly recover their data in the face of a successful cybersecurity attack. We help healthcare organizations assess their current security posture as it relates to data protection and consult on a Good, Better, Best strategy that includes advanced threat protections such as Isolated Recovery, which provides an off-network copy of your most critical data for quick recovery upon detection of an attack. This focus on the emerging and advanced cybersecurity threats gives customers confidence in leveraging our technology for protecting their enterprise.

## Integration with VMware

Virtualized environments are driving Health IT transformation. Our tight integration with VMware simplifies the administration of data protection. Backup and vAdmins control and monitor the process, leveraging the system they know with the corporate policies they design – data protection has never been easier, more secure, or more assured.