

TOP REASONS HEALTHCARE PROVIDERS CHOOSE DELL EMC DATA PROTECTION SOLUTIONS

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Dell EMC offers a comprehensive, single-vendor approach that you can trust to protect your healthcare and business data. Our solutions help minimize risk, maximize uptime, and simplify recovery, no matter the RTO and RPO. You can protect data everywhere, scale to meet the needs of growing clinical applications, and comply with HIPAA, HITECH, and the EU Data Protection Directives, using tested and certified Dell EMC solutions. Here are some of the top reasons why healthcare providers choose Dell EMC for data protection.

1 | Data Protection for the Whole Organization

Advancing a data protection strategy across the healthcare system is a top CIO priority, regardless of how it's consumed. Dell EMC Data Protection solutions work with on-premises physical servers, SAN and NAS, virtualized VMware & HyperV workloads; private, hybrid and public clouds. We have a broad range of solutions to support multi-cloud environment use cases: backup to/from the cloud, long-term cloud retention, and backup within the cloud. You have choice and flexibility and your data is protected, everywhere and at all times.

2 | Data Protection Built for the Multi-Cloud World

Dell EMC delivers data protection where you need it – from on-premises to virtualized infrastructure, to converged systems, to private, hybrid and public cloud – providing you the agility your environment requires. As your deployment needs change, we can adapt and grow with you as a partner.

3 | Less Risk with Validated Solutions

Dell EMC has a dedicated Healthcare practice, with people well versed in the requirements of clinical and business applications, regulatory compliance, and modern data protection strategies. Our dedicated Healthcare iLab gives our technical teams access to the latest technologies, where our solutions are tested, qualified, certified and approved with standard enterprise applications as well as leading medical imaging and EMR applications. Using test harnesses for applications including Epic, MEDITECH, Cerner, and Allscripts, we can deliver a proof-of-concept for a custom solution that matches your workload patterns. We develop best practices documentation to simplify implementation of our solutions, accelerate time-to-impact and minimize risk.

4 | MEDITECH Integration and Certification

Dell EMC Data Protection Suite is tightly integrated with MEDITECH, providing a tapeless infrastructure with full daily backup and recovery and maximized performance for large MEDITECH databases. You get end-to-end duplication, offsite replication for disaster recovery, long-term retention capabilities, and simplified management in a single solution you can use for both your MEDITECH and your enterprise data. Data Protection Suite includes MEDITECH-certified NetWorker software for unified backup and recovery that protects both physical and virtual environments.

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5 | Epic ‘High Comfort’ Rated Backup Solution

Dell EMC Data Protection solutions meet the Epic challenge – and scale to meet the rest of your data protection needs across the enterprise. We provide a layered data protection strategy, with the flexibility to protect all Epic workloads of all sizes, whatever the architecture and RPO/RTO requirements. ProtectPoint sends data directly from Dell EMC PowerMax storage to Data Domain protection storage, boosting backup performance to deliver dramatically short backup windows for large Caché databases. Epic has given Dell EMC Data Protection backup solutions their High Comfort rating, giving you confidence when evaluating and purchasing a data protection solution for this critical application.

6 | More Secure

Our Healthcare IT and life sciences security solutions can help you transform the way you secure patient and organizational data and implement a successful, comprehensive security strategy. Our Cyber Recovery solution provides automated data isolation and secure vaulting for recovery from malware and other cyber-incident attacks. Choose Data Domain protection storage, or the Integrated Data Protection Appliance for a turnkey solution that combines search, data analytics and software, and protection storage in an easy-to-deploy appliance.

7 | Tight 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.

8 | Faster Backup and Recovery

We are truly in a “Data Era” in which data under management is growing from 0.99PB in 2016 to 11.32PB in 2018¹. Dell EMC Data Protection solutions make it possible to complete more backups in less time, and reliably provides up to 71% faster data recovery window². For solutions that can meet your changing requirements, Dell EMC offers protection at scale, leveraging the Data Domain Operating System (DD OS) as the intelligence within the Data Domain Appliances, so you can maintain your daily backup windows even as your data grows.

9 | Lower Costs, Smaller Footprint

Dell EMC superior deduplication technology and efficient architecture helps to drive positive TCO results and lower costs than our competition. Our Data Domain appliances deliver a lower cost-to-protect thanks to leading deduplication and bandwidth utilization. Our architecture does not require backup servers and additional hardware to scale your environment. This reduces complexity and associated power and cooling requirements. You lower costs and operate with a smaller footprint.

10 | Flexible Consumption

How you deploy and consume Dell EMC data protection solutions is your choice – from traditional, best-of-breed hardware and software, to converged systems, to software-defined and as-a-service solutions, whether you deploy on premises or across multi-cloud ecosystems. We offer a range of consumption models structured for CAPEX and OPEX so you can leverage the options that best fit your requirements.

¹ Based on the Dell EMC Global Data Protection Index Survey commissioned by Dell EMC in 2018.

² IDC White Paper commissioned by Dell EMC - The Business Value of Data Protection in IT Transformation, Sept. 2018. Results based on a survey of 1,000 participants medium to large scale organizations from major economic zones and twelve interviewed organizations using Dell EMC Data Protection solutions. Actual results will vary.