



CASE STUDY

Optimizing Data Centers for Hospitals and Clinics



CLIENT BACKGROUND

A large, \$3B medical healthcare provider with 10+ hospitals, 150+ clinics, and 60+ pharmacies desired a data center assessment and future data center strategy. Their current facility was aged (25+ years) and was only a Tier I facility, which was not suitable in terms of healthcare standards.

THE CHALLENGE

- **Complex IT Infrastructure:** The healthcare provider was managing a complex and outdated IT infrastructure that included various systems and technologies.
- **Regulatory Compliance:** Ensuring compliance with stringent healthcare regulations and standards was a significant challenge.
- **Disaster Recovery:** The existing disaster recovery plans were inadequate, risking business continuity.
- **Cost Management:** Controlling and reducing operational costs while maintaining high service quality was a persistent issue.
- **Vendor Management:** Handling multiple vendor contracts and ensuring optimal terms and conditions was cumbersome.

WHY EXCIPPIO WAS SELECTED

- **Proven Methodology (EAMM® Process):** Excipio's EAMM® process provides a thorough understanding of the data center's technical, business, and financial state, which is crucial for healthcare organizations needing precise and reliable assessments.
- **Comprehensive Assessments:** Excipio offers in-depth assessments of the entire technology structure, identifying and ranking critical technology services.
- **Disaster Recovery Strategy:** The ability to develop robust disaster recovery strategies tailored to the specific needs of healthcare facilities.
- **Financial Impact Forecasting:** Accurate financial forecasting of the impact of recommended changes, providing clear visualization of potential cost savings and ROI.

THE SOLUTION

- **Modern Tier III Facility:** A new facility with 500kW of usable UPS power, scalable to 1MW.
- **Cost Savings:** Saved the client \$3MM from design to final commissioning.
- **Scalable Design:** A modular, scalable facility, initially designed as a DR facility, later became the production data center.
- **Efficient Cooling:** Hot aisle containment with in-row cooling, allowing for free cooling for 7 months of the year.

TESTIMONIAL

"Our engagement with Excipio was very positive. Excipio was able to accomplish within 3 years what we as an enterprise could not accomplish on our own over an 8-year span. We found that the expertise of the Excipio staff assisted us in a better understanding of the market, and available options in technology, and encouraged us to look at new innovative approaches to our delivery of technology services. The Excipio team not only offered consulting services but also worked alongside our staff implementing the solutions as well as offering training when needed. Excipio went above and beyond to make sure we had overall success as well as realizing needed cost reductions."

LEARN MORE

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