

Case Study

Infrastructure Assessment



Client

Healthcare Organization

The client is a large, complex healthcare organization that is navigating transformational change as a result of ongoing consolidation in the industry, a complex regulatory environment, and intensive focus on delivering positive patient outcomes.

Challenge	CBTS Solution	Results
<ul style="list-style-type: none">• The client and their IT organization had several challenges as a result of the aging, disparate IT infrastructure• The client regularly experienced downtime for critical applications, and their IT organization was spending considerable time focusing on infrastructure challenges rather than needed digital initiatives.	<ul style="list-style-type: none">• CBTS started with a 30-day deep dive into the client's infrastructure, then recommended a multi-phased approach and architecture for the client's storage needs, and proposed a competitive intelligence (CI) solution• CBTS continues to work with the client to implement the next phase, which will include automation and orchestration with professional services, Disaster Recovery as a Service, and remote monitoring and management	<ul style="list-style-type: none">• CBTS uncovered and documented IT areas of risk• Subsequent improvements provided the necessary performance, scale, stability, and flexibility across the client's business lines• CBTS increased bandwidth for the client's IT organization, allowing them to focus on digital initiatives to support business outcomes and improve patient care

Business Challenge

The client and their IT organization had several challenges as a result of the aging, disparate IT infrastructure. The infrastructure offered limited opportunities to scale – a necessity in this vertical that is seeing massive consolidation – and the IT organization struggled to support the client's existing lines of business. The client regularly experienced downtime for critical applications, and their IT organization was spending considerable time focusing on infrastructure challenges, as opposed to value-added digital initiatives to support business outcomes and improve the quality of patient care.

CBTS Solution

The client engaged the CBTS Infrastructure practice to analyze its infrastructure, and produce a phased architectural roadmap to address its pain points and support future growth. CBTS started with a 30-day, deep dive into the client's infrastructure in order to:

- Identify the infrastructure's current state.
- Identify pain points across the client's business lines.
- Analyze future IT needs for the client with a focus on storage, compute, virtualization, and data protection.

CBTS next recommended a multi-phased approach. CBTS:

- Provided an architecture for the client's high-performance computing (HPC) storage needs comprised of 2PB of Isilon.
- Compared and contrasted three top competitive intelligence (CI) vendor solutions that focused on consolidation, simplification, reporting, compliance, availability, and scalability.
- Proposed a multi-million dollar CI solution based on Flexpod, along with complete Cisco FC SAN refresh and associated services.

CBTS is now working with the client to implement the next phase of this project, which will include:

- Addressing automation and orchestration with Vmware vCloud Suite licensing and associated professional services.
- Disaster Recovery as a Service.
- Remote monitoring and management of the environment.

Results

The CBTS Infrastructure practice served as a trusted advisor to the client's CIO, bringing the following benefits to the business:

- CBTS uncovered and documented IT areas of risk to the business.
- CBTS validated the CIO's business case to executive management and supported the recommendation to invest in the infrastructure improvements.
- The subsequent improvements provided the necessary performance, scale, stability, and flexibility across the client's multiple business lines.
- Increased bandwidth for the client's IT organization, which can better focus on digital initiatives that support business outcomes and further improve patient care.