Healthcare Agency aaS Solutions

Challenges

Outdated legacy systems, excessive downtime, and maintenance costs

Delayed response times and high error rates

Complex contracting process for storage provisioning

Results

Agile financial acquisition model for storage

Reduced application downtime

Modern IT storage delivery in an OPEX funding model

Scalable Storage Infrastructure

ViON's as-a-Service approach accelerated the deployment of enterprise storage technology through a flexible acquisition model for increased capacity and lower costs.

Business Problems

This federal healthcare agency was challenged to provide secure, highly available, enterprise disk storage to meet the rapidly expanding requirements of its client agencies. Their IT department was managing multiple data centers with outdated legacy infrastructure, and budgets were overrun with excessive maintenance costs. In addition, the agency lacked resources to provide acceptable response times.
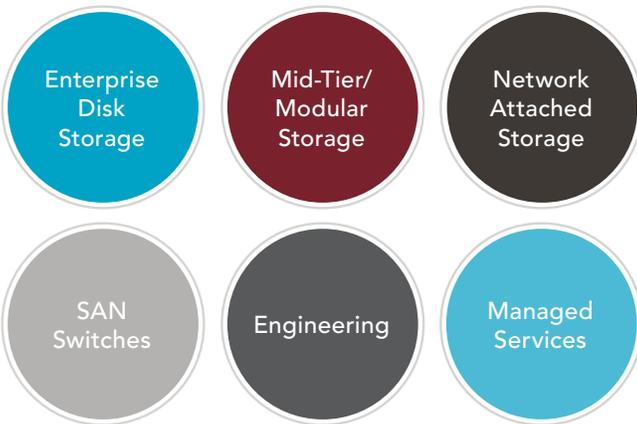
Solution: Storage Infrastructure as-a-Service

How ViON® delivers. ViON provided a flexible, highly reliable, and cost-effective storage infrastructure as-a-Service enabling the agency to scale capacity up or down, as needed. ViON worked with the agency to plan for migration and deployment of new storage technology to replace outdated legacy systems, reduce downtime, and eliminate excessive maintenance costs throughout the contract. ViON closely monitored and proactively managed the infrastructure to improve response times and reduce error rates, ensuring the highest level of availability and efficiency for the agency's evolving workloads.

How ViON manages. ViON's fixed price service provided for the acquisition, shipment, unpacking, installation, initial configuration, and maintenance of storage infrastructure. It minimized storage administration and logistics workload for the agency. Through ViON's contract management processes, the agency managed project schedules and budgets with 100 percent accuracy for both cost estimates and invoice submissions. ViON consistently exceeded Service Level Agreements (SLAs) with faster delivery timeframes for either new equipment or the addition of capacity.

ViON Solution:

✔ Cost-effective enterprise storage as-a-Service

✔ Effective quality control program including management reporting

✔ Stringent SLAs for inventory management, delivery and uptime requirements

✔ Reduced capacity provisioning timelines from 6 months to less than 20 days

✔ 24x7 problem resolution support for all solutions

On Demand vs. Traditional

• Traditional: OPEX upfront cost

• On Demand: OPEX 5-year model - pay only for capacity used

5 Year Results

• Saved a total of $5M or 34% over 5 year period

• Refreshes ensured modern technology

• Reduced acquisition time from 6 months to 15 minutes

Solution Included:

Enterprise Disk Storage

Mid-Tier/ Modular Storage

Network Attached Storage

SAN Switches

Engineering

Managed Services

What ViON Delivered:

Lower cost of computing, networking, and storage capacity

Greater **efficiency** in scaling solutions to meet changes in demand

Rapid elasticity with measured SLAs

US-based **Support Center** staffed by **TS/SCI** cleared engineers

ViON®
Building your enterprise solutions

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