

Replacing multiple storage products with a single, easy-to-manage, solution to help enhance efficiency and reduce maintenance costs.



## The customer's challenge

Solis Mammography is the largest independent mammography group in the United States, currently operating in 50 centers across seven major markets. With over three decades in breast imaging and nearly 700,000 procedures a year, Solis makes patient care, patient experience, patient satisfaction, technology, and innovation its top priorities.

Solis is saving lives with data, and their developments are improving the continuity of care and the quality of life for patients. Solis offers highly-specialized imaging services including screening and diagnostic mammography (2D and 3D), computer-aided detection, breast ultrasound, stereotactic biopsy and ultrasound-guided biopsy. All of this technology - and in particular the imaging services - created petabytes of data - all of which needed to be secured and accessible to varying audiences.

With a new CIO in place, and given all of the patient diagnostic and care opportunities technology provides, they were anxious to upgrade their IT environment. Their current storage environment was up for a refresh and their network environment was being managed by multiple vendors. This made for a cumbersome and costly environment that needed to be simplified. Solis was also experiencing overcharges for services they weren't receiving. They needed a partner who understood their market and requirements that could provide the solutions they needed, with services they could count on.

## How DataEndure helped

DataEndure started its relationship with Solis the way it does with every customer, by listening to their needs and understanding their drivers. With a diverse set of healthcare clients, DataEndure brought experience and expertise to help guide Solis' decision making.

Solis' CIO requested to see how different technologies stacked up against each other. DataEndure provided the client with various options and helped determine what would work best for their environment. NetApp was the clear winner. DataEndure then helped architect and deploy the solution for Solis to ensure it delivered the business and technology outcomes they desired.

Many healthcare organizations, including Solis, have multiple vendors and technologies operating within the organization because every department acts autonomously. However, this adds cost and complication to the environment. DataEndure's solution eliminated the need for multiple people to manage each technology by deploying a single NetApp environment that included storage as well as the start of a data fabric setup.



### CHALLENGE

- Multiple products being used to manage storage.
- Paying for maintenance and services that were not being received.

### SOLUTION

Deploy NetApp storage solution to help the client manage their environment more easily and reduce maintenance and service costs.

### BENEFITS

- Less complex storage environment for IT to manage.
- Cost savings on tech refreshes and storage services.
- Helped eliminate maintenance and service expense.



## How did the customer benefit?

**Solis Mammography has optimized its infrastructure, driving down cost and increasing access to exceptional preventative care.**

- Simplified management of storage environment
- Consolidated storage platform from multiple products to one solution
- Eliminated 36-month tech refresh, maintenance and service bills

After working with DataEndure, Solis Mammography moved away from multiple systems, migrating to a unified storage platform, leading to easier manageability and cost management. In addition, Solis was able to eliminate the maintenance bill with their previous provider, leading to further cost savings.

With DataEndure as their partner, Solis now has a five-year deal with NetApp, breaking the costly "36-month tech refresh" cycle. With the successful completion of this engagement, DataEndure is now helping the Solis team explore additional opportunities with data fabric, data migration and compliance to keep their information secure, accessible and cost-effective. And ultimately – help them to continue the services and innovation that garnered them the 2017 Innovation Award from NetApp. Visit <https://nt-ap.com/2luRLWU> to learn more.



Easier to manage storage environment for IT



Consolidated storage platform from multiple products to one solution



Removed the need for tech refresh, leading to cost savings



Helped client get out of maintenance and service bills

## Why DataEndure?

Any reseller can sell you technology, but DataEndure goes a step further. Our priority is to enable our clients to better manage their IT risks, respond well when assets are threatened, and protect and access critical information wherever it resides.

We do this by delivering the best customer service in our industry; service that is led by customer needs. We are, by design, technology agnostic – allowing us to put our customers and their objectives front and center – and designing a technology solution that will deliver the best outcomes.

## How can you experience the same benefits?

If you're interested in what DataEndure can do for you, give us a call at **1-800-969-4268** and see how our relationships with the right vendors and knowledge of cutting edge technology can help you meet your goals and more.

DataEndure helps companies build digital resilience so that their critical information assets are protected and available to the right people, at the right time. We take a holistic approach in architecting and delivering a data management and protection strategy designed to simplify enterprise environments and accomplish specific customer goals.

