

## Solution at a Glance

# EMC and Sungard Availability Services Deliver Trusted IT Infrastructure for Healthcare

## Always On, Always Available, and Always Protected

Healthcare providers are shifting from fee-for-service to value-based care models. As they make the transition to accountable care, hospitals and physician practices are looking for a way to consolidate systems to gain a complete patient view across the care continuum.

Against this backdrop, healthcare data is growing faster than ever before – 48 percent<sup>1</sup> per year. Ensuring all of this patient data is highly available when caregivers need it most leads to better decisions *and* better outcomes. To help manage their data more effectively, healthcare providers are turning to the cloud leveraging trusted on-premise and trusted off-premise strategies. IT teams are also investing in solutions to better manage and protect data coming from Electronic Medical Record (EMR), business, and clinical applications.

**The Goal:** Deliver the right information directly to point of care, empower healthcare providers to continuously improve care delivery, and drive new business efficiencies and savings.

## MOVING TO THE CLOUD WITH CONFIDENCE



Sungard Availability Services® (Sungard AS) and EMC have partnered to combine Sungard AS Managed Cloud Services, Sungard AS Managed Recovery Services, and Sungard AS Managed Services with EMC IT Infrastructure Solutions. Together, we provide comprehensive services to support your healthcare environment, helping to ensure **high availability, ease of management, and business continuity** for mission-critical clinical applications and business operations.

Our integrated solutions provide a foundation for the availability and management of EMR applications and other tier-one applications requiring enterprise recovery. Our business continuity solutions, change management, and other customized managed services provide critical IT components required for today's healthcare environments. In addition, our capabilities to support production hosting and other enterprise technology requirements/models are tested and proven by some of today's largest healthcare providers.

<sup>1</sup> Source: <http://www.emc.com/analyst-report/digital-universe-healthcare-vertical-report-ar.pdf>





## Responding to Healthcare Provider Needs

We offer a choice of IT delivery and consumption models to accelerate business and clinical goals – on-premise, in the cloud, or a hybrid approach.

Plus, our solutions work seamlessly with business and clinical applications to provide agility and resiliency. We adhere to an extensive list of compliance and certification standards, including HIPAA, HITECH, PCI, ISO, FISMA/ NIST, SOC, and NERC-CIP.



## Powering Rapid Innovation

We provide use case-driven solutions, joint reference architectures, and repeatable deployment methodologies that **simplify** and **accelerate** deployments, as well as reduce deployment costs up to 20-30 percent.<sup>2</sup>

This means healthcare providers can deploy new technology more rapidly and with less risk – innovating as quickly as new advances in care and treatment options emerge.

## RESPONSIVE. SEAMLESS. PROVEN.

Sungard AS and EMC provide network, data, and application security, with managed and consulting services, that seamlessly integrate with existing security measures. Our solution components include:

- **EMC IT Infrastructure Solutions:** Healthcare workload requirements are enabled with high-performance storage platforms, software-defined storage, Flash, data protection, and hybrid cloud, and big data analytics products and services
- **Sungard AS Managed Cloud Services:** Cloud services including dedicated and multi-tenant, with or without managed services with an SLA of 99.95%
- **Sungard AS Managed Recovery Services:** Variable recovery time objectives (RTOs) corresponding to the criticality of the application; designed with EMC compatibility and optimal recovery in mind
- **Sungard AS Managed Services:** Managed OS, security, network, managed storage, and managed application services (for SAP and Oracle) provided to cover the entire IT stack

## TRANSFORMING HEALTHCARE

Progress depends on data. Sungard AS and EMC partner with healthcare providers to keep their data always on, always available, and always protected.

<sup>2</sup> IDG Research Services



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SUNGARDAS-EMC-HEALTHCARE-IT-INFRASTRUCTURE-GEN-SGL-001



**15 year** Sungard and EMC partnership

**34** secure data centers

**20-30%** deployment cost reductions

**99.95%** uptime

**4-hour** RTOs\*

\*Dependent upon number of servers protected

