



Saving lives is
serious business.
Is your
healthcare IT
up to the task?

For nearly two decades, Logicalis Healthcare Solutions has devoted its extensive expertise in the healthcare IT market to helping providers like you align their technical and business needs in ways that enhance both business results and clinical outcomes.

Because of our history in healthcare IT solutions, we understand the problems you're facing right now and we *know how to solve them*.

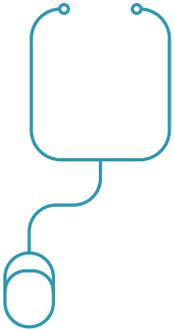
Industrywide, changes ranging from electronic regulatory requirements to decreased reimbursements are causing significant disruptions and adjustments to healthcare business models. Despite these changes, you need to manage your technology investments in a way that fulfills your business needs. To do that, you need a trusted partner with solid advice and business-driven IT solutions that can help you evaluate and choose among a wide variety of solutions those which will best resolve your specific business challenges and simultaneously deliver the strongest return on investment.

No One-Size-Fits-All Solution Here

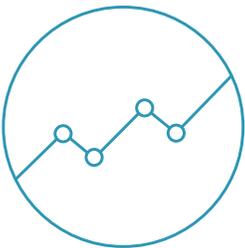
Industry professionals know all too well: there is no one-size-fits-all healthcare IT solution.

That's why Logicalis' healthcare offerings comprises a wide variety of products and services based on real-world experience and a history of security and trust. At Logicalis, we align our technology solutions to your goals in strategic areas of business and clinical importance—areas we think of as “healthcare pillars.”

Five Pillars of Healthcare IT



1. Infrastructure: In today's new services-led healthcare IT business model, "infrastructure" means more than just servers, storage and networking, though components like these are, of course, still the backbone of any enterprise compute environment. Today, in an era when CEOs and Boards of Directors want to see a services-led IT model, your healthcare infrastructure must also include a host of services dedicated to both business and clinical data management. Logicalis' healthcare infrastructure approach meets your organization's every IT need, from building data centers to installing networks, designing and implementing high-availability systems and providing IT services. Important solutions in this pillar include services such as managing a hospital or healthcare system's service desk, using the cloud for back up, implementing any one of a variety of disaster recovery options, system implementation, data integration/interoperability, system migration, application hosting, database management, performance monitoring, workflow process evaluation, and, technologically speaking, creating ICD-10 and meaningful use readiness plans.



2. Analytics: The buzz around the IT water cooler may be all about analytics and "big data" today, but these tools are much more than just hot topics. Business-critical and patient care decisions are made based on this deep, content-rich information. Before you can provide it, you've got to address the clinical and technical issues associated with gathering and analyzing it. That's where Logicalis comes in. We help you:

- Identify the kind of data you need
- Establish your data governance policies
- Ensure the right data is being captured
- Create appropriate access paths to the specified data
- Create output of data in a meaningful and useful format

The Logicalis services team can assist with any or all of these steps, providing a pathway to an enhanced financial position, improved clinical outcomes and the health management of targeted patient populations. Our offerings range from HP, IBM and Cisco solutions to a Logicalis-hosted Health Care Dataworks (HCD) software analytics platform.

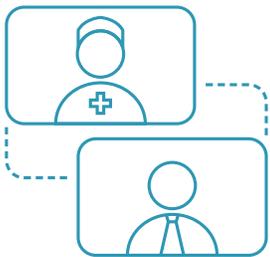


3. Imaging: If a picture's worth a thousand words, then medical images can tell a patient's life story. At Logicalis, we know how critical it is to be able to capture, store, archive and access each patient's entire image library, regardless of modality, and share that information with an array of healthcare providers. You need an enterprise imaging strategy that allows you to manage patient images, whether those images come from a Picture Archiving and Communication System (PACS) or are stored in a Vendor Neutral Archive (VNA). Since PACS vendors are embracing vendor neutrality, the traditional distinction between PACS and VNA is beginning to blur. At the same time, many new images are being created on digital cameras, portable ultrasounds and any number of new modalities that don't have PACS or workflow systems. At Logicalis, we have the infrastructure skills in storage and networking, managed services capabilities such as disaster recovery and whole-system monitoring, and the know-how to help you present these images in a thoughtful, patient-centric way, regardless of the underlying technology.

Five Pillars of Healthcare IT



4. Any Access: If you have doctors who want to use their own mobile phones or tablets to access patient data or collaborate electronically with associates, then you are more than familiar with the idea of bring-your-own-device (BYOD) and the headaches this causes for healthcare IT pros required to comply with HIPAA regulations. While clinicians want the freedom to use the electronic tools they are most familiar with, they struggle with remembering dozens of passwords and want to reduce the number and complexity of security credentials needed to access disparate data systems. Sometimes that means using their own devices. Despite the desire and expectation for employee-owned and corporate devices to co-exist, you've got to secure patient and corporate data while providing the same seamless user experience on every device as if it were available directly through the network. Logicalis has both the technology and workflow expertise to help you with an array of access requirements from mobile device management to network access control, identity services such as single sign-on and virtual desktop infrastructure (VDI) implementations. It's our goal to help support all your "behind-the-scenes" technologies with a variety of services that allow you to authenticate wired, wireless and VPN users and devices on your network, to evaluate and remediate a device for policy compliance before permitting it to access the network, to differentiate access based on users' specific roles, and to audit and report who is on your network.



5. Telehealth: The healthcare market has been promoting the idea of telehealth—providing remote care for patients via audio and video technology to capture and monitor health management data—for several years. In many cases, reimbursement¹ is available for these e-visits. And, now that hospitals are being penalized for readmissions, they need a way to extend care after discharge that will result in continuing good outcomes. As a result, telehealth has been thought of as the technology that will change the industry. However, due in part to regulatory and reimbursement hurdles, healthcare providers and Accountable Care Organizations (ACOs) have been slow to embrace telehealth and the technologies that support it. As an experienced consultant, Logicalis can help you analyze your organization's need for telehealth services, as well as recommend and provide the underlying networking, video systems, call center systems and managed service desk offerings to help you meet your telehealth goals.

Because saving
lives is serious
business.
And so is
healthcare IT.



Below are examples of some of the challenges we have helped our healthcare industry clients overcome.

Logicalis + You

Things are changing in healthcare IT. Your CEO wants you to do more with less, users want to extend the network to every device imaginable, and you're losing sleep worrying about security breaches, regulatory compliance and meaningful use. To move from what was originally an asset management role to that of a strategic business advisor, you're driving a services-led IT transformation to close the gap between business expectations and IT delivery capacity and capability.

At Logicalis, we understand who you are and what you're trying to accomplish. The kind of personal attention we deliver to our clients has earned us a reputation as their trusted advisor, and we can be that for you too. We get to know you and your business so we can help you assess the issues you're facing and identify ways to use technology to solve them. At Logicalis, it's not about the speeds and feeds. It's about finding solutions to your toughest IT challenges.

Learn more

Visit

us.logicalis.com/healthcareit

Call

866.456.4422

Paul is the President and Chief Executive Officer of a 500-bed suburban hospital. Like most CEOs, he is concerned with the financial challenges his hospital faces. He wants to enhance operations, but he has a limited budget for new technology and needs a strong ROI for every investment. He isn't sure if his team has a good handle on healthcare reform, and with all the new government regulations, he wants some assurances that they're prepared to meet the dynamic challenges ahead.

As Chief Medical Officer, Robert's biggest challenge is to provide his physicians with the tools they need to serve their patients. This not only includes an enterprise Hospital Information System (HIS) and Electronic Medical Records (EMR) system with a single-sign on from any device into a longitudinal patient record, but it also includes the insight and guidance to ensure that all necessary steps are being taken to address government requirements and regulations. Robert relies heavily on his director of quality and the hospital's Chief Compliance Officer to keep him abreast of relevant changes so he can communicate proactively with the hospital's providers.

Kathy is the Chief Security Officer of a large healthcare network in the Southeast. The ever-increasing threat of cyber-security breaches has created a mandate from the Board to do whatever it takes to keep patient data secure, but the network's expansion of technology offerings to both providers and patients has challenged her with implementing, monitoring and thwarting any and all security risks. With physicians wanting to use a variety of devices for EMR access and texting, and with patients demanding better access to their personal health records (PHR) and physician's office, Kathy is trying to prioritize, analyze and implement solutions that address all of her concerns.

Susan is the Chief Financial Officer of a five-hospital, 1,200-bed regional healthcare network. With increasing government cuts, decreasing reimbursements and a changing business model, it's a balancing act between her current fee-for-service model and an impending shared risk/managed cost model. She also needs to carefully plan the transition to ICD-10 so she can make smart financial decisions when taking on additional debt.

Dan is the CIO of mid-sized, 370-bed hospital on the West coast. His project list will keep him and his limited staff busy for the next two years. His CEO is pressuring him to update current technology to keep the physicians happy, but he has been warned by the CFO that he has a limited budget. The physicians want a "one look" EMR system with data from a variety of sources, but he's not sure how to implement this. With the right IT strategy, he knows he could save money by enhancing some of his current processes and delivering innovative solutions to help physicians target patients that need to be managed more effectively. Dan is troubled by the various problems and limited options.

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1. Reimbursement is subject to change; please consult CMS and payor rules and requirements.