

# A Southwestern Health Network Saves \$1 Million a Year from Migrating to a New Archive Storage Solution

## Business Challenge

A Southwestern health network, with more than 10,000 employees, wanted to simplify its archive storage solution while reducing costs. With 55 locations, including primary care, specialty care, immediate and urgent care locations, this Southwestern health network had three data centers that housed 450 TB of patient records and operational data. The organization's data includes 65 TB of X-Ray and other imaging data that must be stored and managed according to federal and state regulations, including HIPPA. This was a critical consideration when the organization was selecting a storage solution and a storage migration company.

When searching for a new archive storage solution, this organization's key concerns were designing a cost-effective solution that simplified their complex storage architecture in order to reduce IT personnel hours, and ensuring HIPPA compliance for confidentiality and data integrity. Like other health networks nationwide, this health network organization faced drastic cuts in Medicare and Access reimbursements. The organization faced \$40 million in cuts - yet its aging IT infrastructure was becoming more costly to manage and maintain. With a very complex system comprised of EMC's Centera Content-Addressable Storage (CAS), DMX and Symmetrix systems, the organization had data replicated across the entire environment, creating a solution that was complicated and time-consuming to manage.

The organization's two Centera systems were first implemented in the 1990s. Nearing end-of-life, the systems store data generated by Fuji PACS (Picture Archiving and Communication Systems), WITS (Web Infrastructure for Treatment Services) and DX (mobile imaging) systems that housed 65 TB of X-ray, CT (Computer Tomography) and other imaging data. The Fuji systems were causing problems, with regular performance issues and data loss. With data growth of 20 percent a year, driven largely by 10-12 percent annual growth in imaging data, costs were rising and data management was requiring increasingly more personnel hours.

## The Opportunity

The organization was in the process of completing a new energy-efficient storage center. With three data centers located in different locations, the organization wanted to move from its complex and costly IT infrastructure to a less expensive and more flexible environment with better support for the PACS systems. This move would reduce the costs and the complexity of the archive data storage solution to help absorb some of the almost \$40 million drop in Medicare reimbursements. By reducing costs and increasing efficiency, the organization could absorb the revenue drop with no impact on patient care.

The organization evaluated vendors for almost two years, investigating solutions proposed by IBM, Hitachi, HP and NetApp. It ultimately chose NetApp because of its tightly-integrated systems and modular storage platform that performs de-duplication on the front end, not just in the backup environment, thus eliminating the need for 2-3 FTEs to manage the environment.

## Data Migration - A Technical Challenge

With the new data center complete and the decision to move to a NetApp solution made, the organization needed to move 450 TB of data to the new environment. The organization's primary concern was migrating the PACS data from the EMC Centera systems without loss of data or interruptions in service and data access. The IT team was already dealing with the inexplicable loss of 10 percent of the Centera data, and needed to ensure no further data was lost.

When NetApp came in to develop the migration plan, they brought in Interlock Technology to handle the data migration. Interlock completed the data migration in just three months. The organization was thrilled when Interlock recovered the 10 percent of missing data. In addition, after the migration, the organization saw a 3x improvement in PACS performance.

## ROI and Beyond

When all system and data migrations were complete, the organization had one new energy-efficient primary data center and one Disaster Recovery (DR) site, while the third data center was eliminated for additional savings. Furthermore, the new energy-efficient storage center combined with a new Electronic Medical Records (EMR) system and an upgraded back-up system, all combined to reduce costs and increase operational efficiencies. Since the cost of the NetApp solution was less than the old EMC Centera, and the new simplified architecture reduced personnel costs, the new archive storage solution produces a yearly savings in the range of \$1 million!

**Interlock Technology** is the leading provider of archive data migrations from EMC Centera®, and other object-based storage systems, to the storage infrastructure of your choice. Interlock's field-tested, proprietary technology bypasses the applications so it migrates archive data at 10x the speed of host-based migrations, as well as supports a broader range of file types than any other provider. We make archive data migration simple, safe, fast and effective. For more information on Interlock, contact us at **888.369.1024** or [info@interlock-tech.com](mailto:info@interlock-tech.com).



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