New York Hospital standardizes on Hive Fabric

Teams at a leading New York healthcare provider can now securely access their desktops from any device with a superior desktop experience anywhere they go.

GAVS Solutions zDesk powered by HIVE Fabric replaced their traditional 3-tier architecture with a powerful VDI solution. The cost savings enabled by this solution was a key driver for selection and adoption.

With a traditional desktop estate that was rapidly aging, the healthcare provider had to decide how to refresh their desktop estate and meet the ever-increasing demands of security, end user experience, and HIPAA compliance. After evaluating solutions from several vendors, it chose to deploy a next generation Virtual Desktop through a managed desktop provided by GAVS Technologies (GAVS) a leading managed service provider in healthcare.

The core of the service deployed by GAVS is powered by Hive Fabric a complete software defined data-center solution. Deploying this service solved a number of key challenges for the healthcare provider:

- Users have superior performance and flexibility.
- Actively mitigate potential security threats.
- HIPAA compliance challenges were solved immediately.
- Scaling the solution became easy, matching user demand.

Managing multiple vendors, multiple contracts, and multiple licenses was frustrating and time consuming. Ensuring all the different products worked in a cohesive manner added cost, complexity, and risk to the business.

The burden of compliance was also mounting, with multiple systems, applications, and records to track, update, and secure. The healthcare provider could not sustain the ongoing cost and risk to the business and set out to find a better solution.

CHALLENGES

- Aging Desktop Estate
- Increasingly demanding applications
- HIPAA compliance
- Reducing Cost

HIVEIO PRODUCT

- Hive Fabric

SOLUTION SCALE

- 3,500 Users

"We actually had doctors calling us up to say how much faster their desktop and applications are running and could the speed of rollout be increased"

GAVS Technologies

CHALLENGE

Information Technology is an integral part of today's healthcare services and growing in importance each day. With the continued advancements in clinical technologies, millions of patient visits, ever increasing demands from power-hungry applications, and ever-increasing data and security risks, the healthcare provider was facing an uphill task.

Providing the required performance and flexibility to the users within the traditional three tier IT architecture on an aging desktop estate was proving a challenge. In addition, they were tasked with cost reduction while facing ever increasing costs for the current solution. The need for a robust, nimble, and scalable infrastructure was clear.

BUSINESS NEEDS

HIPAA compliance. With multiple systems, applications, and records to track across an aging distributed desktop estate, compliance was becoming complex and costly making it difficult to meet the rigorous requirements of HIPAA compliance

Support increasingly demanding applications. The users across a wide spectrum of units including Dental, Oncology, Radiology and Surgical had increasing demands on their desktop to view multi-media rich applications, an area where the traditional desktop was struggling to keep up and deploying Microsoft Windows 10 was a challenge.

Cost reduction. In the highly competitive healthcare market, the IT team was tasked with a need for cost reduction while hindered by an ever-increasing cost from the current solution.

SOLUTION

HiveIO and GAVS teamed up to provide a virtual desktop solution for over 3,500 users which transitions the healthcare provider from its traditional PC to a fully managed virtual desktop. This removed data from local machines, centralized storage, improved security and eased the burden of compliance.

The solution provided a 5x improvement in application performance reducing desktop login times to under 5 seconds. The per user per month OPEX model associated with a managed desktop was highly attractive to the healthcare provider turning significant CAPEX investment into ongoing monthly OPEX.