

□ Strategic Financing Makes IT Upgrades Affordable

Challenge

In 2009, Nicholas H. Noyes Memorial Hospital had business initiatives that required investment in two major IT projects. The hospital faced challenges developing a strategic solution and a financing plan that would allow it to move forward in a challenging budgetary time. The initiatives involved:

- 1 Upgrading its outdated hospital-wide wireless system, and
- 2 Creating a virtualized data center to improve performance and energy efficiency while reducing costs and equipment.

Solution

consilium1 leveraged its relationship with the vendors to work out a creative 36-month, 0% financing package through Cisco Leasing for both projects, including significant discounts on many of the components in the solution stack. **consilium1** evaluated all technology options available and architected a solution using its strategic relationships with Cisco and VMware. These industry leading technology partners will assist Noyes Memorial Hospital in achieving its business goals, while extending the lifecycle of the hardware and software.

The proposal designed by **consilium1** enables Noyes Memorial Hospital to finance and complete both projects simultaneously, creating savings now and in the future.

“consilium1 really takes the time to understand how our organization works and finds IT and financing solutions to best fit our business needs. They work shoulder-to-shoulder with us in a collaborative fashion and speak in terms relevant to our business, not the techno-speak we have experienced with other technology suppliers.”

-Travis Masonis, Nicholas H. Noyes Memorial Hospital, Director of IT

Results

The hospital was able to get both projects completed immediately at 0% financing, freeing up capital for other projects. The cost is amortized out over three years as an operating expense, further reducing tax liabilities. **consilium1's** shepherding of both projects enables the hospital to better serve its patients and medical staff:

- The updated wireless system allows the hospital to use cutting edge technologies for managing patients and sharing diagnoses. It ensures that the medical staff is able to stay current on applications such as Meditech, which creates a unified electronic medical records (EMR) system throughout the hospital. Managing and updating the system is more efficient.
- Virtualization of the data center reduces the number of physical servers needed, meaning less equipment, space, and power consumption, and more system stability.
- The lifecycle management of a cohesive standardized platform is extended. The technology works together better, for longer.

About consilium1

We create unique business value and competitive advantage for our clients by designing and implementing strategic information technology solutions around software development, business intelligence, data center automation, cloud computing, next generation networking and open source adoption. We also deliver traditional managed IT services that are guaranteed to reduce operating expense in your business environment through effective application support, data center and network monitoring, help desk and hosting services.

When we engage, we identify your business objectives and design measurable solutions around those key business drivers. We leverage our partnerships with industry leading technology suppliers and provide in-house expertise to discover, design, implement and support business solutions. Every one of our solutions considers Risk Mitigation; Return on IT Investment and, Resource Management.

For more information, contact us

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