



ClubDrive Systems



CLIENT: The largest and fastest growing private retina practice in North Carolina with specialty training in diseases of the Retina, Macula, and Vitreous. They treat over 150,000 patients annually, they boast a 99% error-free claims submission record, and have recently been chosen for Regeneron/Bayer VEGF Trap clinical trial. Their practice includes 3 Doctors, over 19 Support Staff, and 5 Locations

SPECIALIZED SOFTWARE: HCIT Retina Plus/HCIT Practice Mgmt/Ziess VISUPAC Retinal Imaging

CHALLENGE: Practice Administrator Leo Swift faced two major issues: 1) an aging infrastructure that was increasingly unstable and delivered poor performance; 2) the inability to view retinal scan images from multiple office locations. "We were most concerned about catastrophic data loss, and our systems had become extremely complex, slow, and very difficult to maintain," according to Swift. A capital cost of over \$50,000 would have been required just to get back up to par on performance with a system that still would not have enabled them to view retinal images across their 5 offices, nor did it address the issue of data protection. That data was trapped in silos that could only be accessed from the office in which it was stored. To add to their concerns, they were plagued by the fact that "all network connections came through the main office, so if it went down, then all offices were down." Swift said "we needed someone with deep expertise who could help us centralize and simplify our IT."

SOLUTION: Rather than investing over \$50,000 in an incomplete solution, North Carolina Retina moved all of their applications and data to "the Cloud" with ClubDrive's Virtual Enterprise IT Service. By choosing ClubDrive, the client is now able to leverage secure, enterprise-class IT platform that provides their Doctors and Staff with vastly better performance, data security, data backup, compliance and expert support, and for one simple per user monthly fee. Now, problems in one office do not affect the other offices. "Even Zeiss couldn't figure out how to make their imaging system work across locations, but ClubDrive was able to make it happen, and now everything works together seamlessly and can be accessed from anywhere, anytime. I would recommend them to anyone" says Cindi Swift the IT and office manager.

COMPLIANCE: North Carolina Retina now has the peace of mind of knowing their IT is always in compliance with the latest Government Regulations and best practices. With ClubDrive's experience in the special requirements for maintaining records under federal privacy laws, and with federal mandates for maintenance of electronic patient records about to take effect, ClubDrive's "cloud computing" techniques offered the fastest, easiest and least expensive route to compliance for North Carolina Retina. In the end, for North Carolina Retina going with ClubDrive was about being able to refocus more of their resources on providing their patients with the best care possible.

Most importantly, Leo Swift indicated that "we have been able to get out of managing IT and get back to practicing medicine."