



## Healthcare Services Case Study:

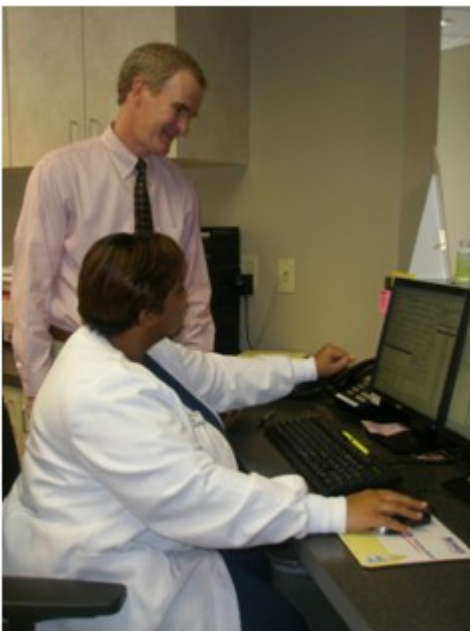
GEORGIA RETINA

**CLIENT:** Busy medical practice with seven offices scattered throughout metro Atlanta area for advanced research and treatment of eye diseases managing nearly 300 patient visits each workday.

**NUMBER OF USERS:** 9 Doctors and more than 70 support staff.

**SPECIALIZED SOFTWARE:** HCIT Practice Management

**CHALLENGE:** Practice Administrator Paul Lucas was confronted with 10-year-old servers that had become increasingly unreliable. "We were continually having network problems," he said. "All the connections were in one office, so when that one was down, everybody was down."



Replacing the servers could have cost more than \$65,000 including installation, maintenance, trouble-shooting and software licenses. With their network infrastructure failing, the expense appeared unavoidable.

**SOLUTION:** ClubDrive Systems offered an enterprise-class, virtualized IT network that required no capital investment and supplied greatly enhanced performance, data security, compliance and expert support for a single per-user fee. When one of Georgia Retina's servers failed during the transition, ClubDrive Systems supplied immediate disaster recovery that minimized business disruption. Meantime, Georgia Retina's data and applications were safely transferred to the safety of ClubDrive's Enterprise Application Delivery Center. Now, problems in one office do not affect the other offices. Doctors have access to patient records anytime, anywhere and from virtually any device for easy consultation between offices and instant emergency response.

"Our doctors quickly saw the advantages ClubDrive offers, particularly the peace of mind," he said. Without technology distractions, Paul Lucas can devote his time to more productive aspects of practice management, and medical staff can tend to their patient responsibilities with greater confidence. Significant energy savings from not powering servers provides "gravy" to the cost savings, he added.

**COMPLIANCE:** ClubDrive's experience in the special requirements for maintaining records under federal privacy laws provided Georgia Retina with extra assurance. With federal mandates for maintenance of electronic patient records about to take effect, ClubDrive's "cloud computing" techniques offer the fastest, easiest and least expensive route to compliance for Georgia Retina and other healthcare providers. "As healthcare continues to change with electronic medical records soon to be required and reimbursements continuing to fall, I think the current business climate only further defines the niche ClubDrive can fill for healthcare companies," Paul Lucas said.