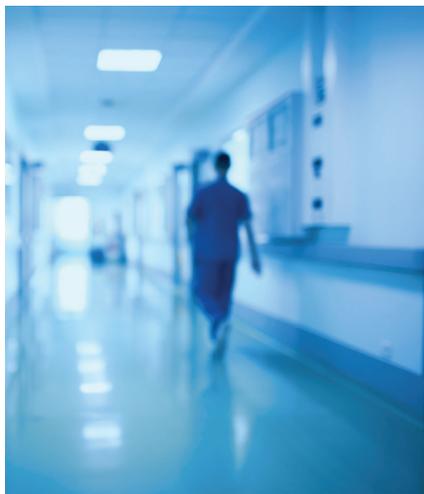


# Kaminario Healthcare Data Management



Data is vital in the complex interchange of healthcare services, patient records, benefits processing, research, and advanced medicine.

## Kaminario Helps Advance Quality Patient Care and Reduce Costs

Healthcare & Life Sciences (HCLS) are vital social and economic forces that touch every one of us. They are information intensive industries subject to extreme scrutiny and pressures to innovate. Positive health outcomes compete with the challenges of rising costs, time, communications, efficiency, privacy and fiscal responsibility. And critical data underpins the quality of care. Data is vital in the complex interchange of healthcare services, patient records, benefits processing, research, and advanced medicine. Health informatics, Telehealth, and adherence to complex healthcare regulations all impact efficient delivery of services. In all of this, reliable and immediately accessible information is critical to improving patient experiences and outcomes. Data is at the core of efficient healthcare delivery.

## Change

One of the biggest challenges in healthcare is the pace of change brought on by the shift to digital and electronic technologies required to deliver a full continuum of quality care. Hospitals have become clinically integrated with their IT systems. The Emergency Department, Surgery, and Clinics must interoperate with Electronic Health Records (EHR) to present a complete patient record.

Improving a patient's healthcare experience is a collaboration among, nurses, doctors, insurers and a phalanx of financial and administrative functions. Data is the common element that ties the entire process and system together. Patients are the top priority. All-flash storage helps to deliver quality patient care with the performance, scalability, and security that will transform healthcare services. And when medical professionals have faster data access, they can make improved treatment decisions.

The performance, simplicity, and efficiency of all-flash storage technology also mean that healthcare IT teams are better able to address changing demands with a new level of flexibility and speed. Patient outcomes and clinical productivity improve. Real-time analytics enhance innovation and advance treatment potential. All-flash is becoming a new foundation for progressive healthcare organizations across all facets of healthcare delivery.



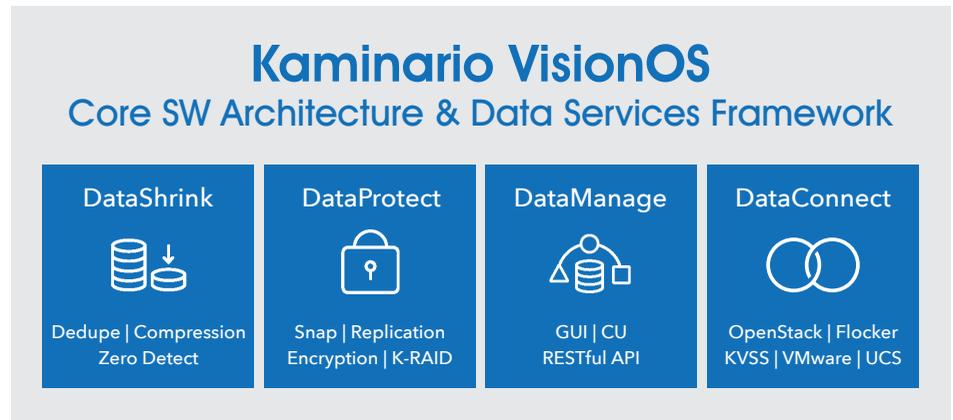
## Improving Every Patient's Experience

“We measure our technology costs by how the benefits contribute to patient care. Better performing queries that shave a few seconds mean every visit is smoother, faster, less intrusive. Time saved adds up to more people being seen, more people getting quality healthcare.”

Todd Portz,  
El Rio Technology Manger  
El Rio Community Health Center

## VisionOS Modular Data Services – Lowering the Cost of Care

Designed from the ground up to utilize flash, Kaminario's VisionOS supports healthcare clients with a set of rich data services and enterprise functionality to protect data, maximize cost-efficiency, easily manage EHR environments and connect with a comprehensive set of ecosystem partners.



## Software-defined Flexibility for Enterprise and Cloud-Scale Applications

VisionOS is Kaminario's all-flash software-defined core architecture and framework for delivering advanced data services. It's a perfect fit for healthcare, the secret sauce that binds best-of-breed enterprise hardware components to the Gen6 K2 all-flash array. Quite simply, VisionOS is the software architecture that powers the most advanced all-flash array platform in the industry.

## Advancing Healthcare Innovation

Kaminario's Healthcare & Life Sciences customers have significantly reduced costs while delivering better service levels, which enable transformational business models. They are using flexible, advanced, all-flash data storage platforms to create a new data management edge. With a single system, they can simultaneously support production applications, development, and test, backup, disaster recovery, analytics, archive and more.

All-flash storage benefits healthcare IT in multiple dimensions. High-performance systems make data immediately available and shareable. Built-in data compression and deduplication mean less capacity required - and less cost. Because advanced all-flash architectures are simpler and less demanding to manage, the IT team has more time to focus on higher priorities.

Kaminario's innovative 6th generation all-flash platform is ready for today and tomorrow with the performance, scale, efficiency, availability, and agility to facilitate your innovation. Your future. And it's backed by the most comprehensive business assurance program in the storage industry.

Our goal is to play a small part in helping to transform the lives of patients, providers, and customers.

## Kaminario Benefits for Healthcare



### Performance:

All-flash provides faster data access at the point of care. That translates to improved patient outcomes through consistent, reliable and immediate access to patient records, X-rays, MRIs and test results.



### Mixed workloads and Analytics:

Kaminario all-flash storage enables Adaptive Block Size optimized to support mixed workload environments with no performance impact. This capability is key to delivering consistently high performance in complex workload environments such as EHR systems or running real-time analytics on production databases. It provides new operational efficiencies, improves patient care delivery, enhances clinical research and develops greater insight into population health trends.



### Desktop virtualization and mobility:

Virtual Desktop Infrastructure (VDI) is an important and growing element in successful healthcare delivery. Any latency lag at the point of treatment interferes with productivity and timely care. It effects time management for health professionals. Every day, Kaminario helps to speed patient consultations and improve the opportunity for greater clinical efficiency.



### Better Data, Better Results:

All-flash platforms are helping clinical researchers analyze data faster and get results sooner. That means more data can be analyzed to improve results and lead more quickly to practical and innovative treatment outcomes.



### Operational and Financial Benefits Reduced Costs:

Flash storage costs are declining but most importantly, flash changes storage economics overall. The combination of real-time data compression and deduplication means that less total capacity is required to store an equivalent amount of information. And just to be certain, Kaminario guarantees customers a specific useable storage capacity on every array. That also reduces the expense of data center space and energy.



## Improving Practitioner Satisfaction and Patient's Care

“Kaminario technology is improving patient satisfaction and helping us to deliver better health care. It's done wonders.”

Todd Portz,  
El Rio Technology Manger  
El Rio Community Health Center

## Better Technology Providing Better Healthcare

### Kaminario Healthcare Clients Achieve **IMMEDIATE BENEFITS**

- Cost-effective all-inclusive packaging - one price for the complete hardware and software functionality.
- Scale up - Scale-out architecture that lets you start small and continue building capacity and/or performance without interruption.
- Consistent, predictable and reliable high-performance - EHR latency: -1ms typical.
- VDI desktop acceleration: images and applications load immediately.
- Guaranteed useable capacity.
- High-performance adaptive block size across disparate application workloads.
- Innovative all-flash designed architecture.
- Ease of use, including powerful monitoring tools and analytics.
- Data compression, deduplication, encryption, and native replication, all included.
- A comprehensive partner ecosystem, including SAP, IBM, Microsoft, Oracle, VMware, and Cisco.

## El Rio Community Health

### Partnering with Kaminario to accelerate patient care

For El Rio Community Health, an Arizona-based non-profit healthcare organization with 40 locations, the critical importance of Electronic Health Records (EHR) places technology at the center of healthcare excellence. Like healthcare providers nationwide, that means serving practitioners and patients with the greatest reliability and the highest application performance possible.

When they selected Kaminario to overcome severe latency issues in their mission critical EHR application, El Rio achieved the performance they wanted, while improving practitioner satisfaction along with improvements in the daily delivery of patient care.



“Kaminario makes all-flash affordable within a unique, elegant, flexible architecture. They understand that cost is a significant issue and, as an innovative, nimble company, they’ve balanced cost without sacrificing performance or functionality.”

Gene Thomas,  
Memorial Hospital,  
CIO



“The Kaminario system has eliminated multiple steps in provisioning and managing the storage platform. It’s made life easier. We see simplicity in our growth path. We’re also helping our doctors to be more productive, to save time and see more patients. Those are huge considerations as our organization evolves.”

Alan Walker,  
Manager of IT Services,  
Revere Health



## VDI Performance Cost-Effective & Predictable

Memorial Hospital and Physician Clinics is a not-for-profit multi-specialty medical complex in Gulfport, Mississippi supporting a comprehensive range of health and wellness services including a hospital and 95 Physician Clinics across the region. To improve patient care, they modernized IT infrastructure, consolidating EHR systems and healthcare applications. That included high-performance storage implementation to support 1800 virtual desktops.

Using Kaminario K2 all-flash storage Memorial achieved their performance goals at an affordable cost with a clear path to future growth. And Kaminario satisfied more than primary performance requirements. Doctors gained immediate access to current MRI and X-ray images. And, the all-inclusive K2 package means no more separate licenses adding a drip, drip, drip of added costs for each bit of functionality

## High-Performance Healthcare

### Revere Health IT advances physician efficiency

Revere Health is a privately held multi-specialty health clinic operating from over 100 locations in Utah, Nevada, and Arizona. With family practices and 29 medical specialties, the clinic provides patients with comprehensive healthcare services including surgery care and specialty medicine. The clinic has grown steadily to incorporate new locations that depend on a high-performance IT infrastructure and support system.

Growth included the size, scope, and complexity of Revere’s Electronic Medical Records (EMR) application. Regulations for records retention combined with increased use of medical imaging systems to accelerate data growth. It had them hitting the wall on performance and running out of storage capacity. Selecting Kaminario all-flash storage provided Revere with the flexibility, scalability, and the performance required to accommodate continued growth while delivering time savings that allows doctors to see more patients.



## Contact

Contact a business development representative to answer any questions you may have.



## Schedule a Demo

Schedule a demo with an engineer and learn if Kaminario's solution works for you.



## Request a Quote

Request a quote for your application from our business development team.

## About Kaminario

Kaminario, the leading all-flash storage company, is redefining the future of modern data centers. Its unique solution enables organizations to succeed in today's on-demand world and prepares them to seamlessly handle tomorrow's innovations. Only Kaminario K2 delivers the agility, scalability, performance and economics a data center requires to deal with today's cloud-first, dynamic world and provide real-time data access -- anywhere, anytime. Hundreds of customers rely on the Kaminario K2 all-flash array to power their mission critical applications and safeguard their digital ecosystem.

Headquartered in Needham, MA, Kaminario works with an extensive network of resellers and distributors, globally.

For more information, visit [www.kaminario.com](http://www.kaminario.com).

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