

**WHO:**

SSI is a Revenue Cycle Management company for Healthcare Providers.

CHALLENGES:

SaaS application performance
Data encryption
Management complexity
Cost - equipment, maintenance,
space, energy

IT ENVIRONMENT:

Two data centers - production/DR,
Cisco UCS, Cisco Networking,
VMware, MS SQL, SaaS-based
medical claims application

SOLUTION:

Kaminario K2 in two data
centers (1.2PB)

ADVANTAGES:

- All-flash performance
- Smooth capacity growth
- Dedup, compression, and
data encryption
- Excellent support

Speed, Security, and Savings

Versatile Technology Advances for a Healthcare SaaS provider

Executive Summary

SSI provides a SaaS-based billing solution to healthcare providers to expedite accurate claims processing. The high volume of transactions and growing number of users were impacting application performance and causing user complaints. A short Proof of Concept (POC) demonstrated that Kaminario K2 all-flash storage would deliver a 10X performance improvement. Combined with deduplication, compression, data encryption, and a modest cost, Kaminario was the obvious choice.

SSI Group Overview

A leading provider of revenue cycle management solutions and analytics, SSI partners with healthcare providers, payers, and ambulatory surgery centers. Their specialized SaaS solutions streamline workflow on the front-end of the revenue cycle and include intelligent guidance to reduce costly errors. By taking advantage of SSI solutions, organizations can accelerate reimbursement, minimize denials and establish successful core practices that achieve a 99.94% clean claim rate.

The Challenge

SSI annually processes 680 million medical insurance claims worth more than a trillion dollars. Their Software as a Service (SaaS) solution serves over 1,000 insurance payers and thousands of hospitals. However, their growing user base was putting strains on the system, slowing the application, and driving up performance complaints. The new CTO began by reviewing every element of the existing systems and examined emerging technology for every potential means to gain milliseconds and lower costs.

While improving application performance was at the top of his list, other issues also needed attention. Dealing with patient information demanded strict adherence to HIPAA data encryption regulations. He wanted to lower costs at their colo DR site while finding a way to increase data storage capacity economically.

"We had application performance issues that needed to be solved quickly. Kaminario did that and gave us a 10X speed improvement. They also did it at a lower cost, in a smaller footprint, using less energy. The platform includes dedup, compression and encryption with no performance impact. It's a complete package that made Kaminario an easy purchase decision."

Eric Nilsson,
SSI Chief Technology Officer

IMMEDIATE BENEFITS:

- Performance increased 10X
- Disk level data encryption
- Included compression and deduplication reduces needed capacity
- Cost per GB reduced 90%
- Energy consumption reduced 90%
- Storage footprint reduced 75% while capacity increased by 300TB to 1.2PB
- Kaminario's responsive support
- Non-disruptive scale-up, scale-out enables unconstrained infrastructure growth



The Solution

The team at SSI wanted every element of their IT operation to be the best available. They had already selected Cisco UCS as their server of choice. And they were looking at NetApp storage when their consultant, Soaring Eagle, suggested Kaminario.

The Kaminario sales team was responsive. "In less than ten days we had data on a K2 and a Proof of Concept (POC) underway. That was phenomenal in our experience compared to any other vendor we were dealing with," said Childs.

Within 30 days SSI was convinced, and they made the decision to buy 200TB of Kaminario all-flash storage for their production databases. The immediate result was a 10X performance improvement. Data compression and deduplication help manage capacity, and the built-in encryption handles the data-at-rest requirements of HIPAA.

Shortly after their initial purchase, SSI took advantage of K2's nondisruptive scalability to increased their total capacity to 1.2PB. All their critical data moved to the platform, followed by additional web applications and web servers.

"The combined move to UCS and K2 has greatly improved our economics. Our entire production facility in the colo is down to four racks from twenty. We're saving on equipment cost, space, energy, and maintenance while we gain impressive performance and ease of management," said Nilsson.

"Kaminario service has been spot on. They're aware of issues before we are. Every aspect of support has been superb."

Andy Childs,
VP of Information Technology

"The K2 is an elegant solution that's easy to manage. And Kaminario has been an easy vendor to work with from proposal, to contracting, to delivery and support. I wish all our vendors were like them."

Eric Nilsson,
SSI Chief Technology Officer

What's Next

SSI plans to take advantage of their expanded Kaminario all-flash storage capacity to modify the function of their DR site. The result will be an Active/Active design using both data center locations as production environments.



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.

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