

Industry:
Healthcare

A Prescription for IT Success

National Diagnostics Leader Extends Its Successful Relationship with ePlus® Technology

Working with ePlus brought many benefits to the diagnostics company, including huge efficiency increases, cost savings across a wide range of technology from multiple manufacturers, and support through deep technical expertise.



The nation's leading provider of diagnostic testing, information, and services has more than 2,000 patient service centers, 100+ rapid response laboratories, and dozens of regional laboratories and esoteric testing laboratories on both coasts.

Proud to Partner with

Platinum Business Partner



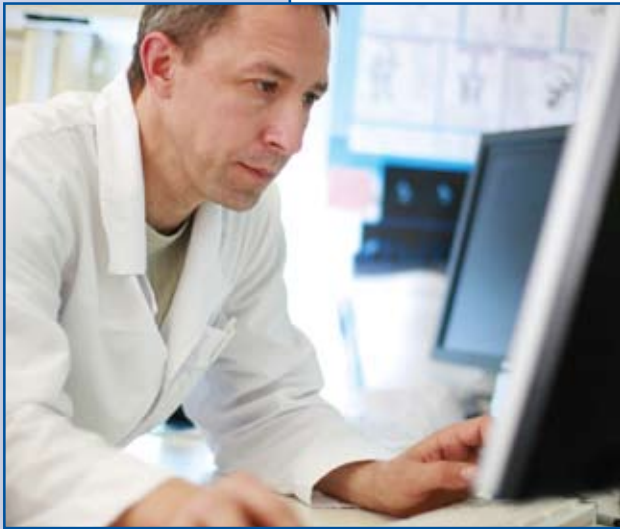
A “Bundled” Approach to Efficiency

The company has utilized the expertise of ePlus Technology over the past six years for a variety of its IT needs. It first tapped the experience of ePlus to assist with bundled IT equipment that is sent to doctors’ offices (of which there are approximately 25,000 across the United States). The bundle includes equipment from HP, Okidata, NEC, Dell, and Netopia and is comprised of printers, a PC, a monitor, and a router. ePlus images and configures the equipment, shrink wraps the bundle, and ships to the company’s local business units nationwide (who then install the equipment at the doctors’ offices).

To best manage the high volume of printing activity required for each print component of the IT bundle, ePlus provides Okidata printers that are well-suited for the extensive daily print activity of each facility. In addition to being able to provide a printed watermark, the Okidata printers deliver high-speed, high-resolution, high-quality print output and unmatched media flexibility. Each item in the bundle is sourced and specified to deliver the greatest benefit for each doctor’s office.

This arrangement with ePlus saves the company a great deal of time and money. With the bundled equipment on hand from ePlus, whenever the local business units make a sale, everything is ready for install. There is no delay or pulling pieces together. The organization is pleased with the related efficiency improvements from this system, not to mention the cost savings.





An Expanding Engagement

In addition to the IT bundles for doctors' offices, the company again turned to ePlus Technology—this time for its network infrastructure. Over the past several years, ePlus has assisted the organization in the design, purchase, and pre-installation of Cisco routers and switches. The Cisco solution from ePlus helps securely integrate applications in a collaborative system that is easy to manage, allowing the company to take advantage of new applications quickly, secure them easily, and manage them efficiently.

The organization is confident in its network's ability to identify, prevent, and adapt to security threats. The Cisco network components that ePlus delivered ensure information privacy and control access to corporate data and resources.

More recently, the company has utilized the expertise of ePlus to source and install HP Blade servers. The BladeSystem has enabled it to save time, power, and money by reducing energy consumption, streamlining connectivity, rapidly deploying systems, and monitoring overall system health. To help the customer gain maximum value from its IT investment, ePlus Professional Services were on hand to assist with the HP Blades installation through chassis builds and rack installation.

Broad Benefits from Wide Ranging Solutions

The diagnostics leader has seen significant benefits from working with ePlus. The organization initially selected ePlus for aggressive pricing and local warehouses as well as local engineering support. As it has expanded its working relationship with ePlus, the related advantages have increased.

The company was first drawn to ePlus for price point discounts and the ease of supporting its IT equipment bundles. Then it realized that it had much more to gain from ePlus, including huge efficiency increases, cost savings across a wide range of technology from multiple manufacturers, and support through deep technical expertise.

For information on how ePlus can help your organization realize significant savings, contact us at 888-482-1122 or visit us on the Web at www.eplus.com/datacenter.

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Client Success Summary

Organization:
National Diagnostics Leader

Industry:
Healthcare

Solution:
IT Fulfillment, Network and Data Center Infrastructure, Professional Services

ROI:
Increased efficiencies, significant cost savings, single vendor to manage wide range of IT needs