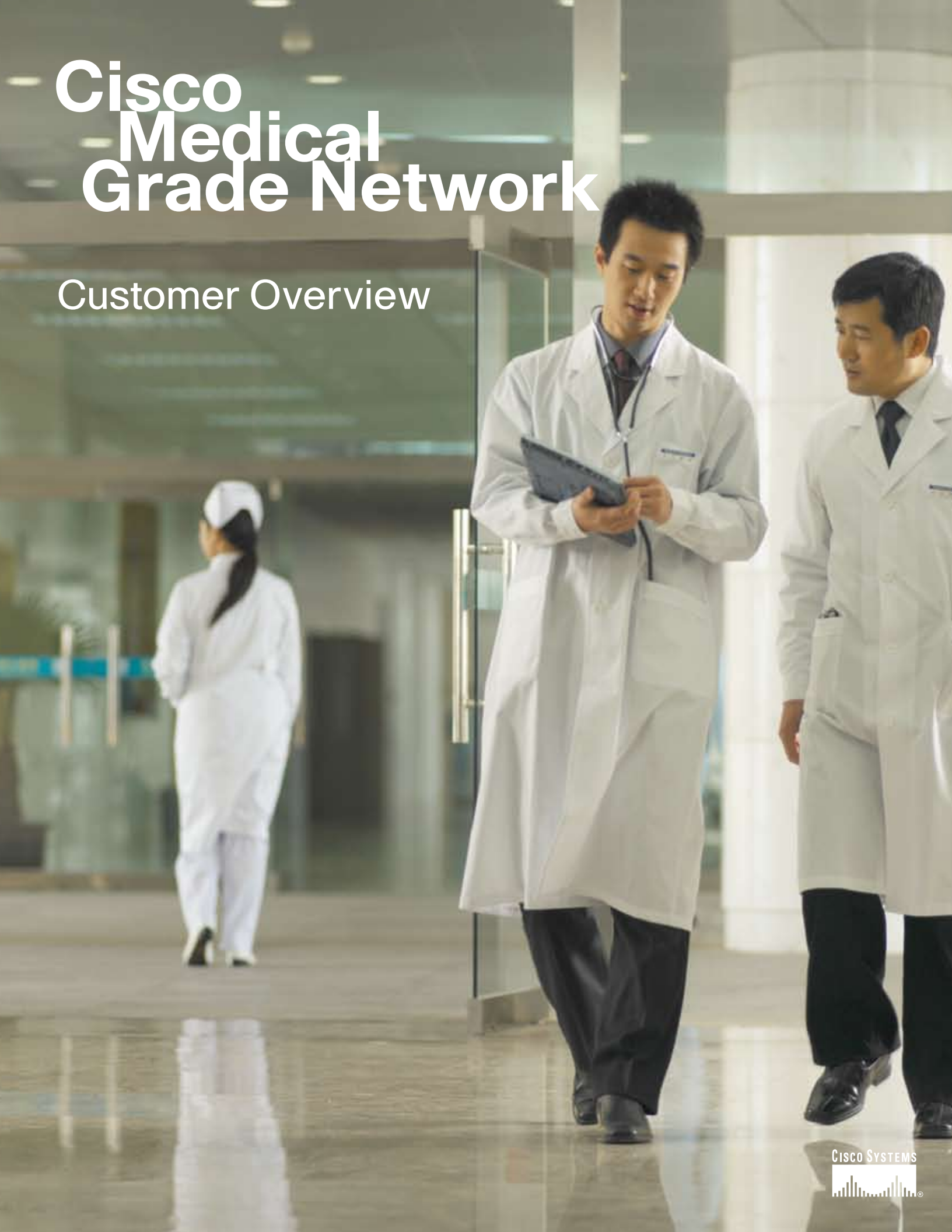


Cisco Medical Grade Network

Customer Overview





From multi-hospital installations to independent physician practices, healthcare organizations worldwide are facing the same daunting challenge: providing rapid access to patient information so that medical personnel can deliver timely, high-quality patient care. To meet this challenge, most healthcare organizations are adopting advanced technologies such as electronic medical records (EMRs) and digital imaging systems that help streamline and expedite the patient care process.

Yet these organizations might not be realizing the full benefits of their technology investments. Many organizations lack a high-performance infrastructure and integration of vital applications, systems, and devices—prerequisites for ensuring that the right information is delivered to the right person at the right time. How can you confirm that your network is capable of supporting advanced clinical and business applications that you have deployed or plan to deploy?

You Need a Cisco Medical-Grade Network

As a healthcare provider, you understand that advanced technology is critical to achieving measurable improvements in patient safety, quality of care, and operational efficiencies. To fully capitalize on your advanced technology investments, your organization needs a 21st century healthcare technology infrastructure—you need a Cisco® Medical-Grade Network.

The **Cisco Medical-Grade Network** is a secure, high-performance infrastructure that incorporates numerous partner solutions to give caregivers rapid access to patient information. It provides the advanced technologies and infrastructure you need to support your business capabilities and meet your business objectives. The Cisco Medical-Grade Network is an emerging, health industry-specific architecture that defines an optimally performing healthcare network based on four key factors:

- **Resilience**—High-quality health services depend on uninterrupted access to clinical systems and data. With a focus on maintaining continuous uptime, the Cisco Medical-Grade Network optimizes the accessibility and transmission of vital—often lifesaving—information, to and from the point of care.
- **Protection**—Fully embedded networkwide security enables the Cisco Medical-Grade Network to provide comprehensive protection of information and applications through the use of identity authentication tools, firewalls, intrusion detection systems (IDSs), and self-healing capabilities.
- **Responsiveness**—Doctors and other medical personnel can access information at any time, from any location, through wireless-enabled and remote-ready applications and devices. A VLAN “guest network” enables business partners and other nonemployees to gain secure network access.
- **Interaction**—By converging voice, video, and data on a single system and dynamically connecting in-house and remote medical staff to one another, the Cisco Medical-Grade Network strengthens communication among caregivers and allows for higher-quality patient care.

Customer Benefits

The Cisco Medical-Grade Network provides a scalable, end-to-end solution that simplifies operations and network management and provides the program support needed to assure regulatory compliance. It supports unified communications and multiple services for medical applications including health information systems, Picture Archive Communication System (PACS), EMRs, and computerized physician order entry. Through enhanced operational efficiency, the Cisco Medical-Grade Network helps you reduce costs and significantly improve the patient experience.

Patient Care Benefits

- Promotes faster test results and treatment by giving medical personnel anytime, anywhere access to patient information
- Enhances patient safety with timely, more accurate results and protection of private patient information
- Improves patient satisfaction by reducing wait times and streamlining patient care processes
- Facilitates greater knowledge sharing among caregivers and enables instant communications through wireless technology, video conferencing, and Web conferencing

Financial Benefits

- Optimizes your technology investments by fully integrating with existing systems and applications
- Provides a single, converged infrastructure that requires minimal maintenance
- Reduces operational costs through streamlined processes and centralized network management
- Minimizes the risk of costly downtime through intelligent network protection and self-healing capabilities

Is Your Network Medical-Grade?

Cisco Systems® offers you a fast, easy method for determining whether your current network technology is capable of supporting your organization's IT applications and systems. The **Cisco Medical-Grade Network Assessment** is an efficient, high-value appraisal process that helps you gain consensus on key business initiatives and associated technology investments. By mapping your network capabilities to the delivery of healthcare

services, Cisco helps you assess your technology infrastructure relative to the applications required to support your desired business capabilities.

The complimentary Cisco Medical-Grade Network Assessment helps your organization's decision makers see disparities in your infrastructure that will impact the ability to deliver business results. It provides a comparative analysis with peers and best practices and serves as a guide for technology investments over a three-year period to support your business goals.

The Assessment includes these simple steps:

- **An initial session** with the project sponsor (usually your CIO), who is given a list of assessment questions in advance
- **A two-hour, in-person meeting** with the CIO and key medical and business leaders in which answers to the assessment questions are discussed and consensus is reached
- **A one-hour session with** your IT director to assess existing and planned network capabilities
- **A gap analysis report** tailored to your specific environment, produced by your Cisco representative after entering your answers in the assessment tool
- **A follow-up review** of the Assessment report with your key leaders

It's Time for a Medical-Grade Assessment

The quality of your patient care—and the health of your bottom line—depend in large part on whether your organization's advanced technology can support the advanced clinical systems you currently have and are planning to deploy. You need a secure, high-performance Cisco Medical-Grade Network to integrate your system wide technology and streamline your business processes. And you need a Cisco Medical-Grade Network Assessment in order to identify gaps in your current infrastructure and to forge a path toward more efficient operations.

Why Cisco for Healthcare?

- Cisco aligns with leading healthcare partner resources, processes, services, and tools to maximize the level of patient care and minimize overall costs for the healthcare organization.
- Cisco enables the optimization of all infrastructure components including networks, applications, and devices—and provides award-winning service and support.
- Cisco provides a comprehensive, converged solution for every healthcare environment, extending from the data center to patient, offsite facilities, specialty clinics, and research labs.
- Cisco provides a comprehensive, converged solution for every healthcare environment, extending from multi-hospital data centers to physician office practice management systems, offsite facilities, specialty clinics, diagnostic centers, and research labs.

Find Out More

For more information, call your Cisco representative or reseller today, or visit us on the web at

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