



US pediatric hospital leveraged ePlus and Rubrik strategy and tools to effectively manage its explosive data growth.

The Situation

When a large children's hospital responsible for the health and well-being of millions of young patients experienced an explosive, unplanned growth of data in one year—at an increase of nearly 60%—they found themselves hindered by an ineffective legacy IT system that couldn't handle the load. The pediatric hospital lacked resources for the petabytes of data it needed to manage, protect, access and archive. The legacy system ran extremely slowly, was not quick to restore, and had zero automation. It had become cost-prohibitive to add functionality to the outdated environment.

From a security perspective, the legacy environment did not provide the hospital with end-to-end encryption and was not capable of safeguarding against cyberthreats and ransomware. The hospital reached out for help in meeting its compliance and regulatory obligations. It was also participating in large-scale, multi-site clinical trials, and needed data to be accurate, secure and readily available to anyone who needed it—whenever they needed it.

The Solution

Because of its dedicated healthcare practice, ePlus had a long-term relationship with this hospital and had worked with them to resolve several issues over the course of 15 years. ePlus was asked to evaluate the hospital's ever-growing data situation and determine the best solution—knowing there wasn't adequate budget for the calendar year. ePlus teamed with Rubrik, and after a comprehensive, strategic assessment, determined that a "start small / scale on demand / and secure it all," approach should be taken. That would allow the hospital to leverage its initial investment and grow with predictable spend. The hospital also leveraged ePlus's financial solutions, so it was able to make three annual payments, without needing budget upfront.

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The ePlus Rubrik solution included streamlined workload and data migration as well as in-depth training, so hospital IT professionals learned quickly to utilize the Rubrik technology. The new cloud solution gave the hospital a way to archive, back up and retrieve petabytes of data with accuracy, security and ease. The system was more scalable and delivered a more efficient way to manage, access and protect all the data in the hospital's environment.



The pediatric hospital now has a security-centric solution that safeguards against cyberthreats and ransomware. It has more automation, and can retrieve data faster, which is critical to researchers, healthcare providers and end-users alike.

The Results

The ePlus Rubrik solution gave the pediatric hospital instantaneous access to its data, allowing stakeholders to have the confidence and peace of mind they needed to succeed. The hospital achieved 45% in overall savings within the first two years alone. The data environment continues to grow as ePlus and Rubrik predicted it would, and the hospital is now solidly prepared to scale for current and future needs.

To see how ePlus & Rubrik can help your healthcare IT scale for future needs, contact healthcare@eplus.com



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