



10X Performance Increase with Gridstore Helps Warren Memorial Hospital Improve Patient Care While Saving 66%



Customer Overview

Warren Memorial Hospital, located in Friend, Nebraska, is an integral part of the community it has served over the past 80 years. Dedicated to supporting and healing its community by providing quality and progressive healthcare services, Warren Memorial Hospital's vision is to continue to be a trusted healthcare partner and to meet the needs of its entire community through incomparable care and wellness services.

Challenge: Updating to a technology solution that would provide more functionality and capacity within a community hospital's budget

Included in its vision of the future is Warren Memorial Hospital's drive to acquire state-of-the-art technology in order to provide the optimum healthcare experience for every patient. With today's technology, this rural hospital can access global resources as easily as a big city hospital. Warren Memorial has begun the integration of the newest systems and technologies into its hospital setting, including wireless communication, electronic medical records that provide seamless transitions between points of care, enhanced security systems, and interfaced nurse call systems, all integrated to enhance the quality of care it provides.

In its modernization efforts, Warren Memorial decided that prohibitively high licensing fees were reason enough for it to search for an alternative to its NetApp and VMware environment. CIO Matt Scott notes that Gridstore appeared at the right time and provided a potential solution to the hospital's need for improved performance and scalability as well as reduced acquisition and maintenance costs.

"Warren Memorial is a small, critical-access hospital. We licensed VMware and purchased NetApp, and the annual fees were huge—\$50K per year—and we did not need that expense. It was time to consider other options. We briefly looked at HP and EMC, and then Gridstore came calling."

While recurring fees were the issue that got Gridstore through the door, it didn't take long to see that Gridstore's Performance Nodes would provide both the additional storage needed, as well as the performance they were looking for, while reducing costs.



Solution Highlights

- A move from VMware to Hyper-V
- NetApp storage replaced with three Gridstore Performance Storage nodes with a capacity of 36 terabytes
- Microsoft System Center supporting Hyper-V

Warren Memorial Hospital made the move away from VMware to Hyper-V with a key goal of optimizing I/Os on VMs. Its new platform includes Microsoft System Center managing Hyper-V servers clustered together with three Gridstore Performance Nodes for storage in a company-wide installation, supporting all of the IT functions within the hospital including 40 virtual servers and upwards of 30 desktops.

“When I compared Gridstore to the 36 terabytes of NetApp we had previously used, Gridstore was one third the cost at the same capacity. We made a date for the Gridstore install and found out that the nodes were delivered to the wrong address. In an exceptional effort to keep us on our timetable, Gridstore built and delivered three new devices on the fly—going way beyond the call of duty. If that were not impressive enough, the three performance nodes we purchased were extremely easy to install. We set aside an entire day to do the installation, but they were up and running in a couple of hours. It was the best install I’ve ever seen.”

Solution: Gridstore helps Warren Hospital provide better patient care

There have been several benefits from the Gridstore installation at Warren Memorial Hospital. The first is that all new scanned documents are now instantly available. The Gridstore system with additional capacity provided the hospital with the ability to expand its electronic storage where digital x-rays, once archived, can now be called up onsite as needed. Additionally, the hospital is now in compliance with Medicare and Medicaid incentive programs for the “meaningful use” of certified technology to improve patient care. To receive these incentives, providers must show that they are meaningfully using their technology by meeting certain measurement thresholds that range from recording patient information as structured data to exchanging summary care records. Gridstore helped this process by providing Warren Memorial with the necessary capacity to exchange and store data onsite with real-time recall.

“Our primary gain is performance improvements,” said Scott. “We are at wire speed and running in real time since the Gridstore installation. Our SQL database and exchange servers are performing much better. It used to take three to five minutes for our staff to log in, now the same function takes 30 seconds at most. Gridstore is easy to manage and is way simpler than NetApp. By being able to establish and manage QoS on our most critical apps, we can now spend less time with technology and more time treating our patients, which is of utmost importance to us.”

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Matt Scott, CIO
Warren Memorial Hospital

Certification

Microsoft®
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Results: Gridstore provides 6-10X performance improvement

Warren Memorial Hospital realized several benefits in implementing Gridstore:

- Performance enhancements from the Gridstore installation were significant. The hospital has realized a 6-10X improvement in performance with a two-thirds reduction in cost.
- 40 virtual servers and 30 to 40 desktops are now up and ready to use on demand
- Digital x-rays are now available and electronically stored onsite, rather than archived
- Warren Memorial Hospital is now compliant with “meaningful use” regulations

“The experience with Gridstore has been very positive. We’ve seen real performance increases at a significant cost savings. And when a potential delay came up, Gridstore delivered more systems to our specifications to keep us on schedule; they did an awesome job of saving the day, said Scott. “And finally, the install was as easy as Gridstore said it would be.”

“Storage is like a closet, eventually you are going to fill it up and need more space. We can see how it will be straightforward to expand the Gridstore grid here at Warren Memorial in the future. We would not hesitate to add more Gridstore as we need it.”

Results Highlights

- Performance Improvements of six to ten times
- Ease of installation
- One-third the cost of their existing system
- QoS for the most critical applications for guaranteed performance
- Medicare/Medicaid “meaningful use” compliant
- Prohibitive licensing costs have been solved



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