

Case Study / Health Care



## Advancing Patient Treatment and Care

According to a Fitch Rating report, the “magnitude and costs” of the COVID pandemic on the U.S. healthcare system “are inestimable” with shock waves continuing across the entire industry.

When this nationally renowned, research-led hospital made a strategic technology investment that enabled them to efficaciously accomplish a multi-year migration of their applications to a hybrid-cloud environment, they were unexpectedly hit by the processing and data collection requirements of COVID tracking.

Their brilliant foresight to repurpose their on-premise, non-production, IBM Z mainframe as a dynamic COVID data collection system, allowed them to manage, store, analyze and archive in an efficient and cost-effective manner.

As their analytical data processing increased during the wake of the pandemic, the institution was unexpectedly faced with having to outlay \$1.5M to increase their capacity after learning that IBM was no longer selling upgrades for their legacy z13. Upon discovering Top Gun’s ability to architect solutions, source hardware and support older generation mainframes, the institution embraced an alternative hardware upgrade strategy that leveraged a preowned mainframe rather than purchasing off the production line.

As a result, they doubled their capacity and reduced their CapEx by over \$980,000 in three years compared to purchasing new equipment; plus saving \$300,000 in OpEx by leveraging Top Gun’s OverWatch. By conducting a TrueView<sup>SM</sup> Analysis of their IBM Z’s software stack, Top Gun also identified non-disruptive alternatives to their SoftwareXcel, once again lowering their software and subscription fees.

### Challenges /

- » Unexpected capacity demands
- » OEM pressures to buy more capacity than needed
- » Identifying a total solution from a single vendor

### Integrated Solution /

- » Upgraded to an IBM z13 mainframe with 2x MIPS
- » Hardware maintenance for production and disaster recovery systems
- » IBM enterprise storage and VTS storage support
- » Integrated services for migration, transition and onsite installation

### Results /

- » \$1.3M overall three year savings
- » Maximized hardware trade-in value
- » Turnkey implementation

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