



## Accelerating Healthcare Business Growth with SD-WAN

A national dental practice that provides accessible, high-quality dentistry and orthodontics to patients of all ages needed to transform its legacy infrastructure to address multiple challenges related to its ongoing expansion: WAN resiliency, demand for availability and security compliance adherence.

### Problem

With the practice rapidly growing, it needed to support its 41 dental offices with direct internet access, hosted voice, data storage and applications for billing, insurance and patient records. All offices also needed to meet necessary security and HIPAA compliance. With new locations on the horizon, additional issues that could impede future growth needed to be addressed including:

### INDUSTRY

Healthcare

### OBJECTIVES

- Centralize operations
- Reduce IT costs
- Increase bandwidth across the enterprise
- Ensure consistent internet connectivity in all locations
- Automate consistent data and compliance management
- Accelerate time-to-service

1. Better internet connectivity in underserved areas. Offices needed to provide highly available connections for workforce collaboration tools including hosted voice to improve customer service and reduce response times.
2. HIPAA compliance management is a complex and arduous task taking months to handle software upgrades for the practice's national footprint after internal validation. Deployments and documentation needed to be more efficient.
3. Opening up new offices used to take as long as 90 days due to provider circuit and vendor equipment lead times. Time-to-market had to be improved to meet patient and practice demand.



## CUSTOMER CASE STUDY | Healthcare

### RESULTS

#### Centralized

management of all locations and connection types through a single pane of glass

#### 40% Reduced

maintenance and support costs

#### Doubled

bandwidth capacity per office through load sharing and aggregation across multiple connections

#### 60% Improved

reliability per office with the Versa SD-WAN's seamless failover and mission based routing capabilities

#### 100% Automated

data and compliance management

#### Accelerated

time-to-service with centralized, zero-touch provisioning and mass deployment capabilities

### Solution: Managed SD-WAN

After a careful assessment of the dental practice's unique business needs, it was determined that a managed SD-WAN service was the best technological solution. SD-WAN enabled the enterprise to reduce both its Capex and Opex costs, effectively increased bandwidth and improved IT responsiveness. The time and effort required to manage the practice's network and application performance was minimized dramatically and overall enterprise security was enhanced as a result of this managed SD-WAN deployment.

This strategy significantly reduced the practice's overall IT spend, improved and secured its site-to-site connectivity, and efficiently increased overall bandwidth — all while enabling the management of the entire network as well as standardized security policies in an active-active environment through a single pane of glass.

### Large Enough to Deliver, Small Enough to Care

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