

Health Management Associates Begin Rollout of Plasmon Archives Across 57 Hospitals

QuickView

Organization

> Health Management Associates, Inc.

Industry

> Healthcare

Application

> Storage optimization and disaster recovery

Integrator

> GE Healthcare

Solution

> GE Centricity PACS with Plasmon UDO Archive Appliance™ 60GB UDO2 drives and media

ROI

- > Increased IT optimization and storage productivity
- > Minimal learning curve for IT staff because of ease of use
- > Diminished risk associated with compliance and disaster recovery
- > Better efficiency and low total cost of ownership over the life of the data
- > Significant power consumption savings
- > Peace of mind due to proven high-reliability for critical business assets

Health Management Associates, Inc. (NYSE:HMA) is a premier operator of 57 acute-care hospitals in 15 states, headquartered in Naples, Florida. HMA hospitals are predominantly located in non-urban areas across the southeastern United States. HMA is committed to improving the quality of life for its patients, physicians, and the local communities in which it serves.

Part of HMA's growth strategy involves investing in state-of-the-art medical equipment to provide excellent patient services, expanded medical services, and ultimately to continually increase the standards at its hospitals. The hospitals in the HMA network produce an enormous amount of data compiled from their various systems.



With Picture Archiving and Communication Systems (PACS) putting new demands on the management of this important data, it was imperative that HMA implement a storage solution that would provide a secure, long-term solution to help the business meet industry requirements, while maintaining a reasonable cost of ownership that was in-line with the business growth strategy.

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For anyone who is concerned about the overall affordability, performance, and flexibility of their archiving solution, I would strongly recommend exploring Plasmon's UDO Archive Appliance.”

Jim Jordan

Chief Information Officer
Health Management Associates, Inc.

Business Challenge

Over the last few years, HMA had purchased EMC's Centera technology to serve as a primary data store for their highly confidential patient records and images, with an older direct-attached, DVD media technology as its secondary disaster-recovery tier. During

an extensive evaluation, HMA found that this architecture was relatively expensive when compared to its functionality and didn't mitigate all of their risks related to management's compliance expectations for the business. Due to the ever-growing volume of image data that HMA was archiving from PACS exams, capacities on the EMC Centera systems were quickly consumed and 9.4GB DVD media for the disaster-recovery tier was quickly being consumed and becoming burdensome to manage. This required HMA to purchase additional Centera capacity much sooner than expected, which required more power investment, and consumed more tile space in the hospital data centers than planned for or allocated. Such a high reliance on a growing EMC Centera RAID disk environment also did not provide the permanence HMA needed to protect this data under multiple types of failure or disaster scenarios. As a result, the HMA IT team was regularly exceeding allocated storage budgets and caught in a cycle of playing catch-up acquiring and deploying RAID disk capacity.

Compounding the problem were concerns about the hospitals' storage facilities, and the possibility of structural damage and outages which could jeopardize the security of the data.

Health Management Associates, Inc.
Naples, Florida
USA

HMA began a search for a solution to replace the existing EMC Centera technology, not only to protect its mission-critical information, but also to mitigate risks associated with unanticipated disasters.

Solution

In addition to performance, reliability, scalability, cost, and longevity requirements, HMA needed to make sure that the new solution was compatible with its PACS. After speaking with GE Healthcare and its other PACS vendors, HMA learned of Plasmon's archiving solutions, which not only offered a price-point that appealed to them, but also fit their project requirements.

Jim Jordan, Chief Information Officer for HMA said, "improving our IT storage productivity, while reducing the cost of managing critical data was imperative to our growth strategy. Add to this the need to make sure that we were meeting strict compliance requirements for archiving medical data, and we needed a solution that was more than just RAID disk. We were also committed to finding a solution that was supported and complementary with our existing technology investments in GE Healthcare and Agfa PACS. All of the recommendations I heard pointed to Plasmon's UDO Archive Appliance™."

Another attractive aspect of the Plasmon UDO Archive Appliance solution for HMA was its ability to support the growth of HMA over time, without having to purchase new storage units regularly. Plasmon's backward-read-compatible roadmap and system expandability meant fewer units and less maintenance time, all adding up to dramatically lower maintenance costs.

With the daily flow of patient images and other critical data entering HMA's storage infrastructure, archive-capacity storage models pointed to exponential growth demanding an immediate change in course in HMA's storage strategy. Plus, with HIPPA requirements and FDA regulation oversight becoming more demanding, Jim Jordan and his team of HMA IT professionals quickly realized that choosing a solution that offered longevity, authenticity, ease of access, and scalability was the only choice. "The Plasmon UDO Archive Appliance provides us with functionality that wasn't available with other options we explored and with which we had experience," continued Jordan.

Results

HMA has been implementing Plasmon's UDO Archive Appliance throughout its 57 acute care hospitals in 15 states. For the larger hospitals, HMA is utilizing two Plasmon units for each hospital, with one serving as the primary archive and the other mirroring the primary in a shadow offsite location, for disaster-recovery purposes. This redundant scenario provides maximum security in case anything happens to the main archive.

In the smaller hospitals, HMA is employing one Plasmon unit for each hospital, housing them at an alternate location from the production GE or Agfa PACS server to protect against any damage that the production server site might incur. Ultimately, HMA may consider replicating the data on each Plasmon unit at the smaller hospital sites to a regional Plasmon unit with a discreet volume for each hospital in order to increase data protection and ensure the best possible disaster-recovery model.

"For anyone who is concerned about the overall affordability, performance, and flexibility of their archiving solution, I would strongly recommend Plasmon's UDO Archive Appliance," said Jordan. "Plasmon's technology has brought me comfort. The system is reliable and efficient, and I no longer have to worry about expensive incremental capacity enhancements with the option of shelf management. In addition to its excellent performance, Plasmon's solution came at a great price."

Plasmon offers the only enterprise-class active archive solution that ensures data permanence, authenticity, access, longevity and removability, at the low total cost of ownership that businesses demand.

Archive without compromise.

Plasmon is ISO 9001 certified.

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