



Technology Solutions for the MEDITECH Community

Unique and Comprehensive Solutions Integrating People, Process, and Technology to Optimize Healthcare Delivery.

In today's increasingly complex healthcare environment, the MEDITECH Solutions Group within Dell Services is committed to work with you to ensure you are implementing the best solutions possible for your organization. Each solution we develop and deliver will be tailored with your goals, service and technical requirements, and budget constraints in mind. We strive to earn the credential of a MEDITECH preferred integrator every day.

Our leadership in the design and integration of technology and infrastructure solutions, combined with our deep expertise in MEDITECH's application portfolio, helps healthcare organizations improve the efficiency and quality of their operations. We differentiate ourselves on the basis of our dedication to the MEDITECH community and our ability to provide a unique and comprehensive solution integrating people, process, and technology to optimize healthcare delivery. With technology and application expertise in house, we can provide you the most complete and comprehensive solution in the market ensuring quality and minimizing risk.

Our Technology Solution Highlights:

- 100% Focus on the MEDITECH Community
- Certified Products
- Validated Design
- Reduced Responsibility and Risk
- Competitive Price and Most Choice
- Assured Customer Satisfaction

100% Focus on the MEDITECH Community

We are dedicated solely to the MEDITECH community.

- All of our employees in the MEDITECH Solutions Group are focused on helping MEDITECH healthcare organizations maximize the return on their MEDITECH HCIS investment

- The MEDITECH Solutions Group has valued our relationship with MEDITECH for over 25 years
- MEDITECH has awarded us the credential of a MEDITECH preferred integrator—a credential we seek to earn every day
- We are honored to work with MEDITECH, essentially serving the role of their technology division

Certified Products

We certify technology products for compatibility with your MEDITECH HCIS and compliance with MEDITECH's performance standards.

- The MEDITECH Solutions Group within Dell Services collaborates with MEDITECH to co-develop, test, and certify all manufacturers' technology products including BridgeHead, EMC, HP, IBM, and Stratus Technologies
- We have invested in an on-site state-of-the-art lab with over \$3 million of server and storage products to test compatibility with MEDITECH applications and determine methods to optimize the respective technologies
- We have a unique knowledge of "MEDITECH Best Practices" and are often the first to know of any platform changes to the MEDITECH software

Validated Design

Our company will not only provide you certified products, but a design validated to work in your environment and meet the requirements stipulated in your project.

- When we provide you a complete infrastructure solution, we contractually commit to a design that will meet your specified project requirements and work in your environment
- Our co-development and certification process with MEDITECH provides us knowledge of design architecture, set-up parameters, and integration of third party technologies, critical in this increasingly complex HCIS infrastructure environment

- All technologists in the MEDITECH Solutions Group have earned advanced certification for relevant server and storage technologies to ensure your technology is implemented effectively and compliant with MEDITECH

Reduced Responsibility and Risk

Serving as your prime technology integrator, we will assume responsibility for your overall infrastructure solution and lessen your organization's risk.

- We will manage the integration of all technology vendors and third parties including BridgeHead, EMC, Forward Advantage, FormFast, HP, IBM, and Stratus Technologies to ensure a seamless integration for your organization
- Our team prides itself in its ability to integrate the many components involved in your customized and complex HCIS infrastructure
- We will leverage our experience working with MEDITECH hospitals worldwide to lessen your organization's risk and free up your staff's time to focus on other important initiatives

Competitive Price and Most Choice

Our company provides you with the most MEDITECH certified technology choices at the most competitive pricing.

- Our strategic alliances with all leading technology vendors ensure you the most choice of cutting-edge MEDITECH-certified products
- We are able to leverage our strong vendor relationships to negotiate the best prices on your behalf for the products that meet your organization's needs
- We are committed to providing you market-competitive hardware pricing
- Our relationships with all leading technology vendors allow us to provide you unbiased advice on hardware options to help you make the right selection for your organization

Assured Customer Satisfaction

Our greatest goal is your satisfaction.

- We are committed to work with you to implement the best technology solution possible, tailored to meet your organization's strategic goals
- We provide on-site implementation services to ensure success
- We will transfer our knowledge to your IT staff to ensure a smooth transition
- Our team will serve as your single point of contact, advocating on your behalf with all vendors and MEDITECH for resolution should an issue arise

For more information about solutions for your business or organization, contact your MEDITECH Solutions Group account representative or visit dell.com/meditechsolutions.

Testimonial:

"Even more than technology integration, and implementation and consulting services, the MEDITECH Solutions Group brings to the table their unique relationship with MEDITECH. They are privy to our thinking, have access to our whole team including our executives, are part of our engineering process, and work with us to manage our vendors. They are the first people we turn to when we have a need. In my opinion, this is what most distinguishes Perot Systems from their competitors."

Chris Anschuetz
Vice President
System Technology
MEDITECH