Dell Cloud Dedicated Service

Infrastructure-as-a-service for healthcare independent software vendors

Cloud-enabled applications are your future

The healthcare industry is currently experiencing some of the greatest changes in its history due to the U.S. Affordable Care Act (ACA). Providers, payers and other industry participants need to evaluate their current applications in order to remain competitive during economically uncertain times.

As an independent software vendor (ISV), you have a great opportunity to help your customers achieve the efficiency and modernization they need, while also containing costs. Cloud-enabled applications that are scalable and accessible from any device, at any time, are the future of healthcare IT. However, they must be delivered in a way that doesn't compromise HIPAA and HITECH Act compliance responsibilities.

Dell Cloud Dedicated Service addresses these requirements. It provides access to scalable, self-service computing resources in an Infrastructure-as-a-Service (IaaS) consumption-based model.

Because no capital outlay is required, you'll be able to quickly take advantage of a cloud computing delivery model. That means you can focus more of your IT budget on application development and engineering, and less on managing server infrastructure and data center space.

Simple and secure deployment protects your bottom line

Dell Cloud Dedicated Service provides a dynamic server infrastructure that is ideal for modernizing your existing applications or designing new programs. With the flexibility to add resources that meet all phases of the application lifecycle, you can scale the environment from test and development to production—bringing your solutions to market more quickly and increasing your competitiveness.

Lead the new generation of healthcare software delivery and reduce your development and support costs.

Dell Cloud Dedicated Service provides:

- Assurance of where your data resides in the cloud
- Scalable infrastructure to improve application lifecycle management
- IT infrastructure management to allow your team to focus on engineering
- Multiple architecture options to support the most demanding application development and hosting requirements

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> These services relieve your IT staff from performing fundamental administration activities, allowing them to focus on higher value tasks.

With a great number of architectural and network connectivity options available, your application developers can design workloads with data sensitivity or high performance requirements. Centralized deployment in a cloud model also means you can upgrade and patch all customer environments at the same time, avoiding the high cost and complexity of supporting disparate infrastructures at individual customer sites.

Meet regulatory requirements with security and privacy features included

Our private healthcare cloud infrastructure and extensive experience serving the healthcare sector means you have access to the necessary security and privacy controls to confidently host electronic protected health information (e-PHI). Dell is a member of the Cloud Security Alliance (CSA) and has documented controls, policies, and procedures aligned with the 13 governing & operating domains within the CSA's Control Matrix structure. This rigorous governance means you can be confident selecting Dell as your business associate to build a hosted cloud environment to help you meet your HIPAA and HITECH needs.

Delivering a new generation of cloud-enabled applications is the future for healthcare ISVs. Dell Cloud Dedicated Service can help you achieve this goal and become a leader in healthcare software delivery.

The Dell difference

- **Single tenancy.** Dell includes physical separation at the server and optional separation at the storage level. This allows a more fine-grained architecture than multi-tenant hosted cloud environments and provides the foundation to meet performance and compliance needs for sensitive workloads.

- **Available managed infrastructure and security services.** A variety of infrastructure outsourcing services including server, storage, networking, and backup and recovery may also be added to the service contract. These services further relieve your IT staff from performing fundamental administration activities, allowing them to focus on higher value tasks. In addition, Dell SecureWorks provides 24x7x365 security and monitoring of the Dell Cloud infrastructure.

- **Proven track record supporting ISVs.** Dell's Original Equipment Manufacturing (OEM) group, combined with our healthcare specialists, support your project with a wide range of consulting, migration and testing services to develop the most appropriate cloud-based model to deliver your solution.

Dell healthcare cloud platform — Mobility · Security · Interoperability · Data management

Cloud Consulting

Dell Cloud Consulting helps organizations fully unlock the potential of cloud computing by delivering expert guidance from project concept to completion. It includes end-to-end consulting services to help define and implement the most appropriate solutions, tailored to meet a variety of needs and investment levels. Cloud Consulting brings together Dell intellectual property, products, solutions and services in a pragmatic approach with capabilities across the full customer cloud lifecycle: cloud strategy workshop, assessment, design, implementation and management/support.

Application Migration Services

Dell Application Migration Services help businesses increase their agility and reduce their dependency on complex and costly proprietary platforms. With Make Technologies, a leading global provider of application modernization software and services, Dell significantly reduces the total cost of ownership of IT environments by transitioning business-critical applications from legacy Unix or mainframe platforms to cloud infrastructure and open standards based platforms. Coupled with Clerity Solutions, an application modernization provider focused on application re-hosting, Dell makes it easier for customers to move applications off legacy computing architectures into the new IT cloud environment.

Dell Boomi - Application Integration for the Cloud

Dell Boomi, the first and only application and data integration platform built in the cloud, integrates data between applications, automates business processes and provides real-time visibility to enterprise information so businesses can make faster, more informed business decisions. Dell Boomi provides this integration at a greatly reduced effort and cost to both implement and maintain. To learn more, please visit www.boomi.com.

Managed Cloud Services

Dell Managed Cloud Services streamline and optimize your cloud infrastructure with 24x7 proactive monitoring and alerting, issue remediation and ongoing maintenance. Additional features include on-demand and recurring reports for trending analysis, a designated delivery manager for escalations, and a self-service portal for easy online tracking of performance, incidents and service requests.

For more information about any of our service offerings, please contact your Dell representative or visit dell.com/services