Better healthcare starts with better information.

Improve patient care with Dell's innovative healthcare solutions and comprehensive services.

DELL

The power to do more

"Medical and nursing teams can access the IT system from anywhere in the hospital ... This has a real impact on the service we can deliver to our patients."

Béatrice Bérard, System, Server, Architecture and Database Manager, CHU Nancy, France

Dell Centre Hospitalier Universitaire (CHU) Nancy Case Study

The need for information-driven healthcare.

Healthcare executives are currently faced with a sizeable set of challenges. Aside from optimising healthcare IT so that it can keep up with the current-day demands and ensure that life-saving information is available when and where it's needed, they also need to find ways to innovate care in a resource-scare environment. Additionally, they need to deal with regulatory compliance, manage the rapid growth of data, decipher ever-changing technology trends, and maintain patient privacy and information security, all while finding a way to maximise revenue.

However these challenges cannot be addressed by simply adding technology. That's why Dell creates holistic solutions, bringing together implementation services, process improvement consulting and customised IT technology so caregivers have better information for better patient care. That's Dell's information-driven healthcare promise.

Services and solutions that work for your doctors, IT staff and patients.

Dell's end-to-end healthcare offerings are broad and deep, covering everything from cloud services to data center efficiency, medical records digitisation, mobile clinical computing, medical archiving, Healthcare consulting and Clinical Transformation services, HIS application implementation, and systems management.

Visit the Dell Virtual Hospital at **Dell.co.uk/VirtualHospital** to see these Dell solutions caregivers are using to solve the challenges they face each day.

Transform your clinical process.

By providing the people, process and technology, Dell literally transforms the clinical workflow to be more efficient. We have over 11,000 doctors, nurses and dedicated specialists working on our behalf. We also have a sizeable technology and services portfolio, and the experience and proven results to positively affect processes and provide clinical transformation.

All of which is why more healthcare providers, researchers and doctors trust Dell for end-to-end healthcare technology services than any other company in the world.* In fact, Dell also manages the largest cloud-based medical image archive, with over 4.8 billion diagnostic imaging objects and over 69 million clinical studies and is growing daily.**

*Ranked #1 provider of IT Services for the healthcare sector by Gartner 2011.
Archive size at time of printing. See the live ticker at **http://marketing.dell.com/uca-archive-ticker

"We can deliver services within 48 hours of an enquiry. This would not be possible without a strong IT backbone, such as the one we have with Dell."

Pierre Francis, Managing Director, Vitalliance, France

Dell Vitalliance Case Study

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

undefined

The power to do more

How we partner with healthcare organisations.

Ultimately, Dell provides its partners with a highly actionable and practical blueprint that will help them increase access, lower costs and improve overall patient care by:

- **Empowering** **caregivers with technology and process.** To truly improve the care delivery process, technology cannot just be added, but instead must be aligned with people and process to achieve real clinical transformation. We sit down and work face to face with key members of a provider's staff to assure that true, useful integration happens.

- **Unlocking** **information from the shackles of paper.** Patient information is critical to saving lives, preventing medical errors, and improving the efficiency of healthcare delivery yet paper is not searchable and can only be in one place at a time. We can help providers securely access vital information anytime, anywhere.

- **Unleashing** **innovation by freeing up resources & leveraging cutting-edge technology.** Transforming healthcare requires ingenuity, collaboration, and perseverance. But odds are that organisational resources— time, money, and people—are tied up, leaving precious little to fund innovations. Dell can help reallocate resources and drive continuous organisational improvement.

- **Building** **a future-ready infrastructure that supports tomorrow's healthcare demands.** Health IT is becoming increasingly complex and hard to manage, with ever-growing and changing data, hundreds of disparate applications, and numerous stand-alone systems. Dell can provide a future-ready infrastructure that is open, flexible, scalable, standards-based, and interoperable.

"Capacity management is very important to us – we have just begun digitising almost 15km of paper-based patient files, which will all need to go on to the Dell Compellent SAN and ultimately be stored for maybe 120 or 130 years."

Ronald Maatman, Senior Server/Storage Administrator, ZGT, The Netherlands

Dell ZGT Case Study

Improved efficiency.
Improved financial results.
Improved patient care.

As a strategic healthcare solutions partner, we work hand-in-hand with executives, IT staff, clinicians, and administrators to enable maximum impact of IT investments while driving significant improvements in productivity, efficiency, quality, financial performance, and patient satisfaction.

Because when a provider improves patient satisfaction, they become the hospital of choice. When a newly implemented solution helps avoid unnecessary tests or discharges a patient faster, money is saved and the patient is safer. And when IT spends less time maintaining the infrastructure and more time innovating, the patient benefits. By transforming the clinical process, providers are allowed to focus on delivering the best care possible, which in turn helps positively transform the business of healthcare.

Take our Mobile Clinical Computing solution for example. We've proven that our solution can deliver*:

- Up to 215+ minutes per user per week productivity gain (9% improvement)
  Economic value of productivity can be up to £10,000 per user per annum
- Appropriate Information Security delivered that's workable for users
- Improved patient safety, quality of care and patient satisfaction

Join us on this transformation. The challenges in healthcare have never been more complex, but together we can solve these challenges with Dell innovations that give IT and caregivers the power to do more and to make life better for their patients.

*MCC pilot trials 2011, visit **dell.co.uk/provenresults** for whitepaper

"City Hospitals Sunderland is focused on ensuring **patient safety and quality of care**. Critical information we have on our patients needs to be stored, protected, correlated, shared and made **accessible for our clinicians**. Storing this amount of information is demanding as the volume of patient images generated **grows daily**. We worked with Dell in deploying the Unified Clinical Archive solution as a pilot focused primarily on archiving in our Ophthalmic Imaging System. The UCA solution has enabled clinical applications **to allow our staff to spend more time with patients and on patient care** rather than dealing with hard-copy images"

Andy Hart, Director of IT & IG at City Hospitals, Sunderland NHS Foundation Trust, United Kingdom

For more information on partnering with Dell
to transform patient care, go to **dell.co.uk/HCIT**.

DELL

The power to do more

"Our trust in Dell Services was reinforced by the extensive intellectual property it owned, based on numerous hospital projects."

Stuart Black, Chief Business Architect,
Bupa Cromwell Hospital, United Kingdom

Dell Bupa Cromwell Hospital Case Study

Join the IT healthcare conversation on Twitter and Facebook.