



EGI
Health

Large Health System Achieves Cost Savings via EGI Health's Strategic Device Procurement

Streamlined Ordering, Tracking & Provisioning of HP Healthcare Edition Desktops and Laptops

THE PROBLEM

As healthcare IT infrastructures continue to advance, busy health systems are challenged to keep up. But with a vast number of digital healthcare applications to manage, optimizing medical data access to provide the best possible patient care and physician quality-of-life can be an arduous task especially in the face of impending operating system updates.

For a prominent northeastern health system, this issue was all-too familiar. The health system needed to fully test and certify hundreds of healthcare applications before fully migrating their desktops, laptops, and other caregiver endpoints to Windows 10. In the meantime, they required best-in-class Windows 7-supported devices for use in patient rooms, nurses' stations, medical carts, and public areas. In June of 2017, they enlisted the help of EGI Health—an **HP Healthcare Specialist**—and HP to procure and manage their new healthcare device ecosystem.

THE SOLUTION

To address the unique operating system needs of this large health system, EGI Health delivered 6,000 HP EliteDesk desktops and 850 HP laptops over a period of 15 months. These enterprise-grade products are uniquely optimized to meet the elevated safety and security needs of the healthcare space. EGI provided the ability to rapidly order and integrate these Windows 7 HP devices, allowing the health system to cost-effectively take the time it needed to thoroughly test all medical applications on Windows 10 before completing a full operating system migration.

THE RESULTS

Through robust communication, accurate forecasting, and consistent order escalation, EGI Health and HP ultimately enabled the health system to:



Rapidly Deploy Windows 7 Devices within the ambitious project timeline.



Save Significant Costs by choosing EOL device provisioning.



Take Control of Windows 10 Migration by providing the time needed to fully vet each application.

EGI Health, a specialty practice of The Ergonomic Group (EGI), is dedicated to serving the unique technology requirements of the healthcare industry with:



30+ years of real-world healthcare implementations.



Partnerships with **13+ leading technology manufacturers.**



A full range of health system solutions, from the data center to the bedside.



A service-centric, **results-focused approach.**



Ergonomic
GROUP

Solution Snapshot: How it Works

After identifying the HP Windows 7 Healthcare Edition desktops and laptops that would cost-effectively solve the health system's device challenges, EGI Health prepared all of the organization's sites to accurately inventory how many devices were required. Once all of the organization's needs were inventoried, over 3,000 users from the health system logged into EGI Health's web application, Incompass™, to find a custom page where they could place orders, track progress, and generate invoices. Finally, EGI Health procured the HP devices, using its 55,000 square foot Warehouse and Configuration Center as a central location from which to facilitate distribution.

Throughout the process, EGI Health leveraged its many years of experience with the large health system in order to accurately forecast device needs based on years of run-rate analysis. While working closely with HP and the channel to secure state-of-the-art medical devices, EGI also kept on-site health system CIOs informed well ahead of project deadlines.

With HP's safe, secure healthcare devices and EGI Health's streamlined procurement capabilities, this healthcare provider enjoyed:

- **Successful, timely deployment** of 6,000 HP EliteDesk desktops and 850 laptops.
- **Ability to run Windows 7** across all caregiver devices.
- **Significant cost-savings** thanks to EOL EliteDesk G3 Series product orders, as opposed to G4/G5 models.
- **Accurate inventorying and forecasting** of system-wide device needs.
- **Access to a custom webpage** built to manage the device procurement process.
- **Streamlined project management**, from order placement to procurement.
- **Ability to purchase additional equipment** with seamless, automated re-stock order tracking.
- **Enterprise-grade HP desktops, laptops, and accessories enabling:**
 - Safer patient interactions
 - Strong patient data security
 - Optimized telemedicine experiences
 - Rugged reliability
 - Ease of manageability



Live Tracking via EGI Incompass™ Web Application

The project's order placement, live tracking, dashboards, and reports were centrally accessible via Incompass™, EGI's dedicated web portal for end-to-end:

- **Medical Technology Procurement**
- **Asset, Maintenance & Software License Management**
- **Deployment & Cloud Management**
- **Financial Management Analytics**



Purpose-Built Solutions for Patient-Centered Care.

With EGI & HP

EGI Health, an **HP Healthcare Specialist**, is committed to guiding health systems as they navigate today's changing technology landscape. Our strong relationship with HP allows us to provide powerful healthcare solutions, like system-wide device roll outs that enhance the performance and satisfaction of care providers, protect and advance the health of patients, and streamline the efficiency and effectiveness of everyday care interactions.

Contact EGI Health to discuss how we can help your health system achieve its goals, together.

Visit www.ergogroup.com/egi-health to learn more.

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