Mobilex

MobilexUSA Teams with PBG Networks and NetApp to Store and Stream Electronic Medical Records

Case study

ENTERPRISE STATS
- X-ray technologists and sonographers travel to more than 7,000 facilities located throughout most of the U.S
- More than 1,200 licensed technologists and sonographers provide services to healthcare and other facilities

INDUSTRY
- Healthcare / Medical

CHALLENGES
- Securely storing data-intensive medical records like x-rays
- Rapidly streaming data-intensive medical records on-demand
- Enabling fast, life-saving healthcare

PRODUCTS UTILIZED
- NetApp NAS

RESULTS
- A secure and reliable electronic medical records repository
- A readily scalable records storage infrastructure

Introduction

As America's leading provider of mobile imaging services, MobilexUSA is responsible for conducting, digitizing, and storing millions of electronic x-rays, ultrasounds, and electrocardiograms, delivering that information – on demand and within seconds – to radiologists and other specialists located across the country and around the world.

MobilexUSA's X-Ray technologists travel to more than 7,000 facilities located throughout the U.S. MobilexUSA has been serving patients in healthcare facilities and institutions for over 35 years.

MobilexUSA's highly qualified personnel and advanced technological capabilities allow them to deliver high quality, portable x-ray, ultrasound, electrocardiogram, and other ancillary services 24-hours a day, every day.

MobilexUSA's Storing and Streaming Challenge

One of the keys to affordable healthcare is the ability to store and stream electronic medial records, providing physicians, hospitals, HMOs, and other practitioners with information relevant to diagnosing medical conditions, and evaluating and treating patients.

Storing and streaming medical records as complex as x-rays requires a robust and reliable storage infrastructure.

Knowing the need to upgrade his storage environment to meet current and future requirements, Dave Kelble, Vice President of Information Technology for MobilexUSA, began investigating various long-term storage solutions.

To facilitate the selection process, Dave established three basic criteria.

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The solution should:

1. Feature enterprise architecture, permitting a consistent presentation of storage across the enterprise, and enabling centralized storage administration.

2. Support site-to-site data replication for disaster recovery and performance purposes.

3. Scale to satisfy increased demand, providing "a platform that would allow us to grow;" in particular, a platform capable of accommodating the company's acquisition-related expansion strategy.

MobilexUSA Invests in NetApp

Dave adopted a provider-neutral approach to storage selection, evaluating perennial market leaders like EMC and HP, along with highly-regarded challengers like NetApp.

After carefully considering his options, Dave selected NetApp because they offered a:

1. Single, highly-extensible product line that helps eliminate hardware growing pains.

2. A consistent software interface that allows Dave's staff, for example, to invoke the same replication software even as their hardware environment expands.

As Dave explains, "With other vendors you can only grow so far, and then you have to jump to another product line."

MobilexUSA Benefits

With NetApp, MobilexUSA can enlarge its storage pool indefinitely, with virtually no operational disruptions, and no software changes, helping to alleviate any on-going training issues.

According to Dave, NetApp was "very supportive" during the installation process, permitting MobilexUSA to "move at our own pace."

Concluding Remark

In selecting NetApp, Dave relied on **PBG Networks**, one of NetApp's premier partners, to coordinate the sale, supervise the installation, and offer supplemental integration services.

Dave praises PBG for their "understanding of what I wanted to do," plus their ability to offer a business continuity plan designed to protect MobilexUSA's storage investment.

Scott Brousseau, Chief Technology Officer of PBG, observes that: "PBG is a true value-added reseller, augmenting vendor products with support services, ranging from network security to virtualization."

We Make **IT** Work!

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