



effective patient-centered workplaces from the Atos and Dell Alliance

Atos and Dell have joined forces to build the Mobile Clinical Computing IT healthcare solution to give practitioners the power to deliver better patient care, wherever and whenever needed.

Almost all healthcare systems in the world are facing similar pressures and pain points. Demand for high quality healthcare is rising as people live for longer, while treatments are becoming more costly as medical science makes new advances. Budgets are being stretched and providers are constantly searching for new ways to...

- ▶ **Make healthcare delivery more efficient and productive.**
- ▶ **Empower clinical staff by giving them the tools and information they need, where and when they need them.**
- ▶ **Increase productivity by cutting out unnecessary actions and duplication of work.**
- ▶ **Make better use of patient information and insights, without compromising confidentiality.**
- ▶ **Deliver joined-up services, with end-to-end treatment from primary to acute to social care.**

Now there is an effective, practical answer to many of these issues: Mobile Clinical Computing (MCC), from the Atos and Dell Alliance. This uses advanced digital technologies to deliver a secure, virtualized healthcare solution that deploys exactly the right resources and capabilities to healthcare professionals, giving them whatever they need, wherever they are. MCC can play a key role in enabling improved care, delivering a better experience to patients.

Digitization and mobility are at the heart of the 21st century healthcare vision, which Atos and Dell are bringing to the market through MCC. By delivering the right information flows to almost any device and virtually any location, with no compromise to security, we create a **mobile, virtual healthcare workspace**. This provides a safe and efficient working environment that enhances the capabilities of healthcare professionals, while delivering better outcomes.







End-to-end solutions

The Atos and Dell MCC concept enables effective digital transformation of the whole healthcare value chain:

- ▶ Driving the right patient data to medical staff at home, in hospitals or on the move, using smart mobile devices.
- ▶ Simplifying the process of updating and securely accessing a single patient record.
- ▶ Enabling single work sessions to follow patient information without being closed and rebooted.
- ▶ Making it possible to authenticate fast without any compromise to security.
- ▶ Delivering better security through management of data on a single cloud-based location.

Delivered as a cost-efficient managed service from Atos, MCC also marks a decisive move from CapEx to OpEx. That enables healthcare providers to gain maximum benefit from emerging technologies, achieve continuous performance improvement and constantly drive down costs.

The key components of the joint Atos and Dell Mobile Clinical Computing approach include:

- ▶ **Session mobility**, enabling the entire applications environment required for a work session to move from one user to another without having to be restarted and updated every time. 
- ▶ **Single sign-on (SSO)**, with role-based access to specific applications and data, but without the need to sign on multiple times during the day. 
- ▶ **Location awareness**, enabling data and applications to be used in multiple locations, following the user to where the service needs to be delivered. 
- ▶ **Fast data access**, with a secure, single view of the truth always available anywhere within the virtualized environment. 
- ▶ **Rapid provisioning**, using the full capability of scalable, cloud-based virtualized systems to configure working environments customized to user needs at unprecedented speed. 
- ▶ **Uncompromising data security**, with information always stored within the data center and not the end-user device. 

Supporting all the key players

The patient care process contains a whole range of key players, each with their own priorities. A truly effective end-to-end solution must give all of them what they need.

Every key player in the patient care process has their own specific priorities. The Atos - Dell MCC value proposition addresses their pain points effectively.

- ▶ **Senior management.** They want to drive higher productivity- how to do more for less? How to ensure that staff members do not have their time wasted by complex and inefficient processes. SSO and session mobility saves time at every point of intervention.
- ▶ **Clinical staff.** They want the right patient information available where and when they need it, while avoiding repetitive actions. A single view of the truth that can be accessed on portable devices and other non-specialized equipment.
- ▶ **Administrative staff.** Security is a key concern but so is the ability to work in teams, with efficient role-based access to systems and workflows. Easy to use working environments that safeguard confidential data while fostering collaborative working.
- ▶ **IT personnel.** Build a working environment that is agile, scalable and extremely secure, while driving down costs relentlessly. Cloud-based environment that enables virtual workspaces to be provisioned at speed, enabling lower costs and more flexible working.

The Atos and Dell approach addresses the most urgent priorities for healthcare providers today, maximizing the potential of technology to enhance care and make budgets go further.

Making effective Healthcare a reality

The Atos - Dell offering around MCC has been designed with strong guidance and input from healthcare practitioners, including senior clinicians. It uses the best of advanced technology to deliver solutions that are targeted at the main concerns of healthcare professionals today.

MCC safeguards investments by enabling existing assets to be repurposed, while using BYOD and smart mobility devices in a logical way to simplify working methods and reduce the need for new investment. The managed service approach reduces client risk and incentivizes Atos to find new ways to improve service and reduce cost.

An alliance of strengths

Atos and Dell bring together skills and capabilities that complement each other perfectly. Atos is a leader in both managed services and cloud deployment across Europe, and has gained a reputation in healthcare transformation, changing the way thousands of healthcare practitioners work. As Business Technologists Atos takes a practical role in helping to ensure that digital becomes second nature and is fully integrated across client businesses.

Dell is one of the world's top technology providers, with proven excellence in providing high-performing infrastructures across key industry sectors. Dell is also a leader in healthcare solutions, with a powerful track record in providing high efficiency services to demanding clients in the United States.

Both Atos and Dell have strong partnerships with key technology providers, including VMware, Citrix and Wyse.

Enabling the digital transformation in Healthcare

The MCC solution is another example of how Atos and Dell empower the digital enterprise through processes and technology. MCC enables device diversity, improved choice and enhanced flexibility, delivering a virtualized, digital workplace built on tested and proven Dell hardware, software and devices, enabled by Atos expertise and services. Healthcare is of critical importance to us all, and creative use of technology has a vital part to play on delivering the quality care that we need and expect.

Atos and Dell, working together, are making a real contribution to delivering higher quality healthcare while reducing cost and risk, making limited resources go further, for the benefit of us all.

Tallahassee Memorial Healthcare (TMH)

tested Dell's MCC proposition as a pilot, and achieved a risk-adjusted ROI of 83% within 13 months, with total savings of \$636,235 projected over the next 3 years, as measured by Forrester. This enables

- ▶ Scheduling of 1 or 2 more patients per physician a day.
- ▶ Faster time to care for patients by maintaining a single computing session when changing location or device.
- ▶ Secure and compliant electronic medical records that saves clinician time.
- ▶ Reduced IT spend by using thin and zero clients.

At Zaans Medisch Centrum (ZMC) in the Netherlands, Atos has successfully implemented the MCC concept as a managed service. Atos is already the key supplier for virtual workspace, infrastructure and storage, building on a long-term record of successful delivery to take ZMC further along the road to digitization of healthcare IT.

For more information:

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