Dell Solutions Help Hospitals Manage Proliferation of Data, Mobile Devices

The Associated Press

ROUND ROCK, Texas--(BUSINESS WIRE)--Feb 20, 2012-- As hospital IT departments strive to manage an explosion of digital medical data - including electronic medical records, diagnostic images and a host of related applications - they are being challenged by clinicians to adopt mobile solutions that allow access to data at the point of care while protecting it from unauthorized use. The proliferation of consumer-grade devices, such as smartphones and tablets, in the healthcare setting only adds to the complexity.

Dell will demonstrate its latest healthcare solutions - including Unified Clinical Archiving (UCA) and Mobile Clinical Computing (MCC) - at the Healthcare Information & Management Systems Society (HIMSS) 2012 Annual Conference and Exposition at the Sands Expo Center in Las Vegas, Feb. 20-24 (Booth ?3607).

Cloud-based Archiving Since acquiring InSite One in December 2010, Dell has developed a complete clinical archiving solution that enables easy and secure data retrieval and sharing for the clinician, while simplifying IT management and maintenance overhead with a variety of storage options.

Global expansion and a new alliance with Siemens will extend the reach of Dell's UCA solution and cloud-hosting capabilities into new markets in 2012.

Dell and Siemens have forged an alliance to deliver a cloud-based vendor-neutral image archiving and sharing solution. Under the agreement, Siemens will incorporate Dell's clinical data management software into its Image Sharing & Archiving (ISA) solution. In addition, the Dell Cloud Clinical Archive will provide redundant archiving support for Siemens Healthcare Cloud Computing Center. The two companies will collaboratively market the joint solution.

Beginning in the late first quarter of 2012, Dell plans to offer its cloud-based medical archive platform as part of its UCA solution in the United Kingdom, supported by the new data center located in Slough. Cloud-based medical archiving is scheduled to be available to healthcare providers in France and Germany later in the year. Several European hospitals already have been using Dell's On-Premise Clinical Archive featuring the DX6000 platform as part of a pilot study.

The Dell Cloud Clinical Archive is now managing more than 68 million clinical studies, nearly 4.8 billion diagnostic imaging objects and supports more than 800 clinical sites in one of the world's largest cloud-based clinical archives. Growing at a rate of more than a million new studies under management each month, the archive will soon surpass the 5 billion mark, making Dell one of the largest healthcare cloud computing service providers in the industry.

Dell recently attained ISO-13485 certification for its cloud-based image archive operations. Achievement of this globally recognized quality standard demonstrates a commitment by Dell to provide healthcare solutions and services that consistently meet the most stringent industry requirements.

Mobile Clinical Computing Dell's MCC solution, introduced just three years ago, has seen significant gains over the last year as hospitals seek to make information more accessible for clinicians while adhering to privacy and security regulations. Of particular concern is the proliferation of consumer-grade devices in the healthcare setting.

According to the HIMSS 2011 Mobile Technology Survey, 97 percent of respondents indicated that clinicians at their organizations accessed information using a mobile device, yet only 38 percent noted that their organization has a mobile technology policy in place that regulates use of mobile devices and outlines the organization's mobile strategy. 1 Healthcare data breaches increased 32 percent from 2010 to 2011 and cost the industry $6.5 billion, according to a study by the Ponemon Institute and sponsored by ID Experts. The three leading causes of data breaches in healthcare are lost or stolen equipment, errors by third parties and employee mistakes. 2 Designed to improve clinician efficiency without compromising security, Dell's MCC solution combines desktop virtualization, single-sign-on and strong authentication technologies with expert consulting, implementation and support services. By storing information in the data center - not the endpoint device - MCC helps reduce the risk of lost or stolen data and simplifies HIPAA compliance.

The solution also increases clinician productivity. Findings of MCC pilot projects at 10 European hospitals demonstrate that medical professionals can reclaim up to three hours a week for patient care by improving access to patient information and reducing application access time by an average of 83 percent. The time savings adds up to approximately $15,000 in annual productivity gains for each medical professional. 3 Dell at HIMSS12 Dell will showcase its solutions and services for healthcare providers at the 2012 Annual Healthcare Information & Management Systems Society (HIMSS) 2012 Annual Conference and Exposition, Feb. 20-24, at the Sands Expo and Convention Center in Las Vegas (Booth ?3607). Dell will also participate in the Interoperability Showcase (booth ?11000, Hall G) to demonstrate the UCA cloud archive capabilities as well as Dell Cloud Clinical WebAccess.

In conjunction with HIMSS12, Dell will host a Healthcare Think Tank on Feb. 22, 6-8 p.m. PST. Dell has invited industry thought-leaders to take part in an interactive discussion exploring the challenges and opportunities on the path to information-driven healthcare. Join the conversation via live stream or follow on Twitter at ?DoMoreHIT Quotes "Dell is committed to simplifying access to information for clinicians, whether through secure mobile solutions or long-term storage and sharing platforms," said James Coffin, Ph.D., vice president and general manager, Dell Healthcare and Life Sciences.

"We're pleased to be working with an industry leader like Siemens to create new channels for archiving solutions tailored to meet the unique needs of our

customers." "Imaging departments face significant cost pressures and, as a result, administration must look for ways to optimize productivity while, at the same time, lower the cost of maintaining imaging archives," said Kurt Reiff, vice president, business management, SYNGO Americas, Siemens Healthcare. "The ISA provides archiving for DICOM and non-DICOM imaging as well as non-imaging data, making it possible to store almost any type of digital file. This approach allows customers to save on the cost of storing data and also allows them to save on the cost of resources, presenting a complete cost of ownership picture, allowing customers to plan their investments accordingly." "Creating and managing a clinical mobility capability is a significant priority for healthcare providers. Integrating patient information, imaging and applications at the point of care creates real opportunities to improve the quality of care while eliminating medical errors, reducing cost and improving outcomes," said Scott Lundstrom, group vice president, IDC Health Insights. "By offering integrated cloud services, image archiving and a mobile computing infrastructure, Dell has created an attractive option for customers deploying mobile clinical capabilities." About Dell Dell Inc. (NASDAQ: DELL) listens to customers and delivers innovative technology and services that give them the power to do more. As the leading provider of healthcare IT services in the world, Dell helps healthcare organizations harness the power of information to simplify administration; coordinate and manage patient care; transition from episodic care to prevention and wellness management and ultimately to deliver personalized medicine. For more information, visit www.dell.com/healthcare.

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1 1st Annual HIMSS Mobile Technology Survey, 2011 2 Second Annual Benchmark Study on Patient Privacy and Data Security, Ponemon Institute, 2011 3 Based on use by Senior Doctors (senior reviewer usage category) - Dell Mobile Clinical Computing Whitepaper, Ignetica 2010. The time released and associated economic value varies by usage categories.

Please see the whitepaper for further details.

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