

CASE STUDY

Red River and CyrusOne Help a Federal Healthcare Agency Modernize IT and Move to the Cloud

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The Challenge

A large federal healthcare agency needed to modernize its aging storage environment and meet provisions of the Cloud First mandate. However, they were not yet looking for a fully integrated cloud solution. Due to the private nature of their data and Health Insurance Portability and Accountability Act (HIPAA) compliance issues, they needed to ensure absolute control and privacy for their storage environment and required a private on-site solution. The agency turned to Red River, a leading technology integrator with a reputation for delivering best-in-class security, network, mobility and cloud solutions to military, intelligence and civilian agencies and the companies that serve them.

“While the agency knew it needed to modernize, legacy IT was consuming 80% of its operations and maintenance budget, leaving few resources to fund new IT solutions,” noted Wade VanGuilder, senior director, technical services for Red River. “In addition, the agency’s IT staff required additional resources and expertise to deploy private cloud solutions to meet their mission. They wanted help with specific storage challenges, managing budget demands and migrating to a new solution,” he said.

Moreover, because the agency’s IT system had a direct impact on patient care, it was imperative that any IT transitions be non-disruptive and handled with great precision.

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The Solution

Red River partnered with enterprise data center and colocation provider CyrusOne to meet the technical and business validation needs of the agency by mirroring an enterprise private cloud and on-demand storage solution in a lab environment. The lab environment enables every application, technology and business function to be fully vetted before moving into production in a private cloud environment.

Red River's cloud experts first met with agency representatives to determine their requirements, answer questions and map a clear migration path to the cloud.

"We then worked in tandem with CyrusOne to stand up a complete lab environment and secure a private cloud that was fully functional within one month," said Mickey Cullop, systems engineering lead and senior technical architect for Red River.

CyrusOne provided the space, power, cooling, physical security and network connectivity, while Red River provided enterprise-class data storage, managed IT services, software/firmware regression testing, solution development and life-cycle management.

Red River and CyrusOne's solution demonstrates that the agency can keep patient data on-site, while delivering flexible, scalable as-a-service storage options on demand. The final solution will decrease the burden that out-of-date legacy IT systems placed on both the agency's budget and staff resources.

"By shifting their IT funding from a capex to opex mode, the agency was able to access modern IT and cloud capabilities with little upfront cost," VanGuilder said. "They also have the physical infrastructure to keep data secure and meet HIPAA requirements, along with ongoing support from Red River to ensure continuous worry-free operations and service delivery."

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The Results

The initial lab established for the federal healthcare agency has grown into Red River's Innovation Center, which enables government agencies and business enterprises to push boundaries and expand capabilities without the risk, cost or complexity of adding infrastructure or staff.

"As the federal government begins to sunset data center facilities, or look for innovative ways to modernize their technology stack, systems integrators such as Red River can partner with commercial colocation providers such as Cyrus One to provide the cutting-edge technologies and capabilities they need very quickly, and at significantly lower cost than trying to establish a data center or cloud environment on their own," said Fred Holloway, CyrusOne's vice president, partner ecosystem.

"Everyone wants to be globally connected, expects robust experiences, and desires high performance from integrated platforms and the cloud," VanGuilder said. "But actually enabling that takes deep expertise and an established infrastructure many organizations just don't have.

"Red River is already using its new Austin, Texas-based Innovation Center to help other government agencies innovate and move to the cloud, establish disaster recovery and business continuity, ensure interoperability, or meet highly unique mission demands," he added.

Red River and CyrusOne's solution also represents a newly evolving business model for delivering IT services. Everything is provided on an as-a-service basis, which means it is on demand, scalable, and can easily be turned on or off, depending on the customer's requirements.

VanGuilder concluded, "We're very flexible when helping federal agencies move to the cloud, conduct testing, and provide innovation capabilities that drive mission impact without overtaxing budgets."

Key Benefits

- Quickly transitions to a secure private cloud
- Leverages operational budgets to maintain predictable monthly costs
- Scales storage rapidly to meet changing requirements
- Adheres to strict security and compliance requirements
- Offers extreme flexibility that is impossible in a production environment

Shifts the agency's focus back to its core expertise: providing healthcare to veterans

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About CyrusOne

CyrusOne specializes in highly reliable enterprise-class, carrier-neutral data center properties. The company provides mission-critical data center facilities that protect and ensure the continued operation of IT infrastructure for hundreds of enterprise customers, including notable Fortune 1000 and cloud computing brands. CyrusOne's data center offerings provide the flexibility, reliability, and security that enterprise and cloud customers require, and are delivered through a tailored, customer-service-focused platform designed to foster long-term relationships. CyrusOne's National IX platform provides robust connectivity options to drive revenue, reduce expenses, and improve service quality for enterprise, content and telecommunications companies. CyrusOne is committed to full transparency in communication, management, and service delivery throughout its global footprint of world-class data centers.

About Red River

Founded on the core values of hard work, honesty and integrity, Red River is a leading technology integrator. The company's expertise and mission-critical experience helps its customers optimize their business processes and enhance the value of their technology investments. Red River has earned its reputation as a leading technology integrator by delivering best-in-class data analytics, collaboration, mobility, networking, security and cloud solutions, as well as support and managed services to military, intelligence and civilian agencies and the companies that serve them. Red River combines an uncommon work ethic with exceptional service to deliver performance beyond expectations to its customers, partners and suppliers.

For more information please call **800.769.3060** or visit **www.redriver.com**.

