



# SEMPER VIVO™

Simple as IT gets!™

## **There really is a better way to deploy technology in healthcare.**

It is no longer necessary to make large capital expenditures or spend months preparing infrastructure for rollout of a new application. Any healthcare organization can save considerable time and expense by moving to service models for their IT needs. The advantages are manageable costs, scalability and higher availability with built-in disaster recovery capabilities.

**Case Study:** A mid-sized Long Term Care management company with 15 sites and nearly 1,000 beds was planning to implement an integrated facility management/EMR into their business to improve efficiencies.

They were well down the path of making a large capital expenditure to build a datacenter area, purchase software and hardware as well as hire additional technical personnel to manage their computer systems. The direct costs for the first year were projected to be \$1.2 Million. As the impact of the recession increased and the credit markets tightened it became clear that financing was going to be a problem and they might have to walk away from the project though it was badly needed.

It was then that the software vendor told them about a recent partnership they had made with Semper Vivo to host their application and deliver it as a service. The company found Semper Vivo was able to deliver the full application at a low fixed monthly cost much lower than a hosted server option. Additionally, the customer was able to focus their resources on learning the software instead of planning, staffing and building IT infrastructure. Instead of the projected \$1.2 Million capital expenditure the company had originally planned, the project was reduced to

a \$4,500 monthly operational expense. The actual first year costs including setup and training, were \$70,000, a reduction of nearly \$1,130,000. The Semper Vivo solution not only saved money, it also reduced the time and headaches normally associated with such a project rollout, significantly reducing the impact on the company's operations.

Services were implemented in a matter of days instead of months, and on time. Support calls have been reduced by nearly 80% overall and, in the early days, focused on a minor printing issue. The customer was able to see immediate returns on the investment without the large capital expenditure.

Since deploying the solution a year ago the customer has begun moving other IT services to the Semper Vivo platform including email and another internal software application. They are currently evaluating additional Semper Vivo solutions, including Virtual Desktop Technologies to reduce their Desktop Support costs. They have also reduced their IT staff headcount.

### **The benefits of Semper Vivo's hosted IT environment;**

1. Significantly reduced IT costs
2. Improved efficiency
3. Better alignment of technology with business processes
4. Improved scalability
5. Reduced deployment times