Fujitsu Inform Guide to Healthcare ICT

How technology can help you address six of the biggest challenges and opportunities in a changing healthcare sector.

Fujitsu PRIMERGY servers and ETERNUS storage are powered by Intel® Xeon™ Processors.
How technology can help you address **six** of the biggest challenges and opportunities in a changing healthcare sector
Change, change, change.
If there is one constant in the healthcare sector it is that nothing stands still for very long.

Whether you and your team look after a hospital Trust, GP surgery or research laboratory, it is likely that change at every level of healthcare is contributing to significant uncertainty for your healthcare IT department.

No doubt you are already affected by shifting Government priorities and a renewed emphasis on patient-centric healthcare. Centralised technology initiatives, such as Digital by Default, are already starting to raise expectations among healthcare leaders. At the same time, there remains a high degree of uncertainty about what the future holds across the healthcare sector.

At an organisational level, you are probably being asked to support new ways of working, higher standards of care and improvements in efficiency. Despite so many competing objectives, each one seems to begin and end with the IT department.

You probably don’t need us to tell you that for all these issues, ICT still offers new ways to adapt. But as ICT moves out of the shadows to the forefront of healthcare, choosing the right technology is essential in responding to change and improving the overall quality of care.

On the pages that follow, we explore how a fresh approach to ICT can help you deal with six of the biggest factors facing healthcare IT departments today.
At Fujitsu, we understand that overcoming the everyday issues associated with maintaining your ICT infrastructure is only one part of the story. Keeping pace with the latest healthcare priorities brings a fresh set of challenges but it also offers new opportunities.

Here, we set out **SIX** of the most influential factors in healthcare ICT and what you can do to deliver the one thing that really matters… better healthcare for all.
As technological change gathers pace it can be hard to keep up. Perhaps your team lacks some of the skills to quickly implement new ICT trends, such as virtualisation and cloud infrastructure. Or maybe your resources are too stretched already and you simply do not have the time to instigate change.

With the rise of Big Data, do you have the right storage capacity to hold ever-increasing volumes of clinical information? And how will you help your colleagues to process that information faster so they can use it to improve patient care? Questions such as these inevitably lead to a clash over budgets.

A cost-effective, future-ready ICT infrastructure will help you overcome these issues. With Fujitsu, you have access to a powerful storage and server portfolio that will bring you right up-to-date. We can also support your transition to a new ICT environment with our one-stop **Cluster-in-a-box solution**. And if you need a faster, simpler way to begin your virtualisation journey then **FUJITSU vShape** is the ideal solution.
High profile legal cases and rising patient expectations mean your organisation can ill afford any misinterpretation of data to lead to misdiagnosis. Despite the patient journey being ‘owned’ by clinical staff, often it is your IT department that is held accountable for access to records.

Meanwhile, healthcare leaders are also looking to you to match the organisation’s growing demand for data security, residency, ownership and transfer as patient journeys become more complex. On top of that, with the consumerisation of ICT your clinical colleagues probably also expect their workplace devices to give them the same speed and flexibility they get at home.

Integrating and managing the infrastructure to support these improvements is no easy task if your IT department is already burdened by legacy systems and a complex data centre environment.

Fujitsu’s cloud-ready storage and servers will give you the ability to meet increasing expectations across the board. They will also help you maintain the highest possible levels of security. What is more, with our ETERNUS CS storage architecture you can radically simplify your ICT infrastructure to ensure complete data protection and backup.
If your resources are already stretched then implementing new workflows to deliver higher standards of care only heaps more pressure onto your ICT infrastructure.

Balancing business-as-usual support services, the latest diagnostic or clinical procedures and emerging trends, such as Big Data, means the technology in your data centre has to be flexible like never before.

Payroll, HR and ERP services are expected to run as usual (if not faster). Electronic Care Records require instant access, simple sharing and complete security. Laboratories need fast and reliable technology to process information faster to support the diagnostic process. Meanwhile, if you deal with healthcare research departments then you will know they need state-of-the-art ICT infrastructure to process unstructured data to spot trends and develop new treatments.

So, what if you could respond with ICT that offered more power, more protection and a more proactive way to take the lead in the provision of healthcare services? With FUJITSU Server PRIMEQUEST you can deliver mission-critical computing that offers the reliability and performance you need to support data-intensive workflows. Beyond regular activities, our powerful server portfolio includes industry-leading High Performance Computing (HPC). Used in research establishments around the world, FUJITSU HPC is helping organisations mine massive volumes of data to spot the trends that could one day make a difference to patients’ lives.
It is not just at an organisational level that costs are being scrutinised. At a national level there is a major focus on service standardisation to deliver value-for-money from ICT.

However, this does not have to be seen as a negative. Whether through Shared Services, legacy modernisation or virtualisation, your technology has a major role to play in optimising the healthcare environment.

Cloud services could give your organisation a way to reduce its capital expenditure. By outsourcing standard services and focusing on Business Process Optimisation (BPO), you could significantly reduce your ongoing IT support and maintenance costs. But is your server infrastructure ready for this new way of operating?

With FUJITSU Server PRIMERGY you get cloud-ready computing that is fully optimised for virtualisation. With world record-holding energy efficiency, our PRIMERGY servers deliver data centre savings of up to 23% on power and cooling. The result is that you start benefiting from lower-cost ICT on-demand almost immediately.

At a time when there is demand for simpler, faster ICT estates and lower costs, our industry-leading storage and servers can work alongside other systems so you can avoid the expense of a complete technology refit. And with the choice of FUJITSU ETERNUS or NetApp FAS storage you can find scalable technology to suit any budget.

Cloud-ready storage

FUJITSU ETERNUS storage  
FUJITSU Server PRIMERGY  
FUJITSU Server PRIMEQUEST  
FUJITSU High Performance Computing  
NetApp FAS storage

For more turn to page 13 >>
While IT departments in other healthcare organisations focus on what they need to do, yours could go one step further. By identifying new ways that technology can add value, you can build the business case for continued investment in your data centre.

Utilising unstructured data – tracking patient movement, for example - can offer hospital administrators significant insights into how resource allocation could be improved when managing peak service demand. With flexible, robust and scalable ICT infrastructure in place, you can also help improve collaboration between key clinical personnel to speed up the delivery of care.

Meanwhile, the ability to provide mobile devices will make it easier than ever for your colleagues to support the local communities they serve. Data collected via the latest mobile healthcare apps will also enable those colleagues to recognise patterns and pre-empt major issues among patients, improving standards and reducing the burden on your acute care units.

You can achieve all of this with Fujitsu's powerful range of storage and servers. Our family of ETERNUS storage gives you the flexible scalability to respond to growing demand. Instead of a major rollout, you can add data capacity incrementally while ensuring it all works together. With FUJITSU Server PRIMERGY, you also get the server capacity to provide high availability applications to those healthcare colleagues who work away from the office for most of the week.

Computing capability

FUJITSU ETERNUS storage
FUJITSU Server PRIMERGY
FUJITSU Server PRIMEQUEST
FUJITSU Cluster-in-a-box
FUJITSU vShape

For more turn to page 13 >>
How often have Government targets changed in the time that you have been with your healthcare organisation? Despite best intentions, the implementation of new initiatives takes time, resources and additional effort that most IT departments simply cannot afford.

Some of the more recent examples - such as collaborative partnerships, secure data sharing and remote patient management - are already influencing both short- and long-term ICT priorities. What is more, a new patient-centric approach that focuses on the individual rather than groups is creating new targets and priorities for funding and a more strategic focus for ICT projects.

What is more, uncertainty remains over the implications of major initiatives such as the Universal Integrated Care Model. All of which means, your IT department must be on constant standby to switch focus towards yet another new idea.

So how can you achieve the flexibility you need to meet potential new demands on your ICT infrastructure?

Simple - with Fujitsu’s new approach to storage and servers. As the healthcare landscape becomes more complex, we can give you the ICT you need to support continuous improvements in care. At the same time, we can give you the robust systems to meet ongoing demands for data management, resource efficiency and the real-time sharing of patient information among healthcare professionals.
Whether you face all six of these influencers or just one, Fujitsu can help you find the right technology to meet your ongoing ICT healthcare requirements.

Despite continual change affecting all healthcare providers, Fujitsu understands that there can be no one-size-fits-all approach to your ICT. That is why our new approach to storage and servers offers you more flexibility to tailor data centre technologies to your specific requirements.

Instead of the restrictions of an ad hoc, incompatible and multi-vendor storage and server environment, we give you the benefits of robust, future-proofed technologies from a single source. What is more, you benefit from Fujitsu’s unique, consultative approach to ensure you get exactly what your organisation demands.
Fujitsu ETERNUS storage family:
■ Manage all your Fujitsu storage from a single platform and minimise OPEX and training costs
■ Choose to upgrade and tier your storage according to your data requirements
■ Access consistent support from Fujitsu’s expert team
■ Software licences last for the lifetime of your platform so there will never be any nasty surprises
■ With the ETERNUS S3 you can expect a market leader in its class and 5x the performance of the S2

World record-holding Fujitsu servers:
■ Record-breaking virtualisation performance
■ Complete portfolio: x86 to mainframe
■ 99.997% availability guarantee
■ CoolSafe™ technology for increased efficiency
■ Fujitsu ServerView™ offers a single source for deployment, monitoring, administration, remote operations and power management

Fujitsu PRIMERGY servers and ETERNUS storage are powered by Intel® Xeon® Processors.
Fujitsu for Healthcare:
At a glance

FUJITSU ETERNUS Storage
Our fully scalable ETERNUS DX range offers enterprise-class disk storage to meet the increasing demands of clinical departments. It helps drive the consolidation of existing silo storage and offers the flexibility to access patient data anywhere at any time. Featuring de-duplication, data compression and thin provisioning, it enables a more efficient use of storage infrastructure. Our ETERNUS CS storage architecture also reduces disk capacity by up to 95% and delivers improved automated disaster recovery. This makes it the ideal solution for IT teams facing frequent backup window over-runs or the challenge of merging healthcare infrastructures.

FUJITSU PRIMERGY
Our record-breaking PRIMERGY servers and solutions are designed to help healthcare organisations meet the demand for maximum productivity, cost-effectiveness and agility in the face of rapidly changing IT requirements. Offering a fully customisable, cost-effective and quick to deploy x86-based industry standard server systems, choose from tower servers (TX), rack-optimised servers (RX), blade servers (BX) and cloud server infrastructure systems (CX).
**NetApp Fabric Attached Storage (FAS)**
This family of storage solutions from our partners at NetApp enables sophisticated data management techniques, such as thin provisioning, de-duplication, replication, snap shots, clones, archives and vaults for effective management of critical information. With this wide range of options and solution sizes, healthcare IT departments can find the perfect fit for their unique requirements and budgets.

**FUJITSU High Performance Computing (HPC)**
For organisations that require a high performance technical compute platform Fujitsu brings over 40 years of heritage and experience to deliver an end-to-end platform including hardware, network and grid software. This empowers healthcare organisations to create and/or share their own scalable and performant HPC grid, enabling highly complex mathematical problems to be solved.

**FUJITSU Server PRIMEQUEST**
Specifically suited to scientific research and healthcare organisations, our PRIMEQUEST servers deliver high availability proprietary computing environments that leverage the benefits of industry standard platforms, such as x86 servers and OpenSource. PRIMEQUEST gives clinical departments added confidence with applications that deliver a continuous service and ensuring patient records are always available.
Fujitsu PRIMERGY servers and ETERNUS storage are powered by Intel® Xeon® Processors.

**FUJITSU vShape**

vShape is ideal for healthcare organisations looking to move towards an agile IT environment. Our out-of-the-box virtualisation solution integrates storage, server, network and software to help reduce the cost of deployment. With vShape, state-of-the-art technology from Fujitsu, NetApp, Brocade and VMware is already built in. vShape is unique in bringing complete, validated virtual infrastructures to healthcare organisations, all supported under a single maintenance contract provided by Fujitsu.

**FUJITSU Cluster-in-a-box**

Our entry-level, low cost virtualisation platform allows for consolidation of a number of physical systems while providing increased availability. No hidden costs means it is perfect for healthcare organisations, such as GP surgeries, where budgets are tight and IT expertise may be limited.
Why Fujitsu

Unlike other providers, with your Fujitsu storage and servers you get the peace of mind that comes with knowing that your technology has been built by us in our own manufacturing facilities. All of our products are designed and developed in Japan and constructed to exacting specifications by our technicians in Germany.

With Fujitsu you can expect

- A single platform management layer
- A single point of contact for your storage and server support
- A single product family for complete scalability
- Access to the largest number of storage and server engineers in the UK
- Access to some of the most powerful and performant ICT in the industry
- Complete transparency when it comes to selecting your configuration