

HEALTHCARE ORGANIZATION UTILIZED TRIFECTA TO IMPLEMENT A COMPLETE NETWORK REFRESH AT OVER 120 SITES IN 3 MONTHS

Situation Overview

- National healthcare organization in need of a **staging, configuration and implementation services** supporting network refresh at their remote sites across North America
- The IT team did not know exactly what gear was being used at each location and struggled with **maintaining non-standardized and outdated equipment**
- Facilities are patient focused so the organization could not afford any downtime
- Customer needed a partner to **acquire, stage, configure, implement and remove old equipment** at all sites and **complete the project in 3 months** to meet their EOY deadline



65 SWITCHES

87 ROUTERS

Trifecta Solution

- Trifecta developed a comprehensive plan to supply, stage, configure and implement **65 switches** and **87 routers** into **120+ sites**
- Fully managed multi-phase project refresh:
 - **Performed site audits** with documentation, pictures and current/future technology requirements
 - **Streamlined approval and billing** through establishing a block of dollars to be accessed as the program progressed
 - Equipment was configured prior to delivery to **expedite installation and minimize the interruption to patient care**
 - Trifecta performed **3 site visits per day** and coordinated the part, tech, site contract and customer technical team for each install
 - Provided **weekly project reporting and daily stand-up calls** to ensure project progress
 - Trifecta removed the old equipment, packaged it for shipping to our location where all data was wiped and equipment was destroyed or remarketed, to deliver a **full ITAD service**

Client Outcome

- **Full ownership and project management** over the entire project
- Project completed **on schedule and on budget** with no patient or office impact
- **Significant savings from bulk purchasing and using Trifecta as a single-source partner**
- **Customer was highly satisfied**, this led to multiple other projects due to our **“expertise, capability and ownership.”**

COMPLETED WITHIN
3 MONTHS WITH
NO PATIENT
 OR
 OFFICE IMPACT

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TrifectaNetworks.com

“

You guys are our field team moving forward. Trifecta is a full extension of our IT team.

Peter – Director of IT

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