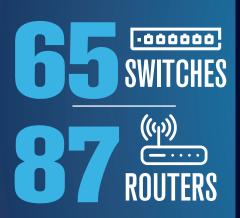


## HEALTHCARE ORGANIZATION UTILIZED TRIFECTA TO IMPLEMENT A COMPLETE NETWORK REFRESH AT OVER 120 SITES IN 3 MONTHS

## **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team did not know exactly what gear was being used at each location and struggled with maintaining non-standardized and outdated equipment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





## 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."



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