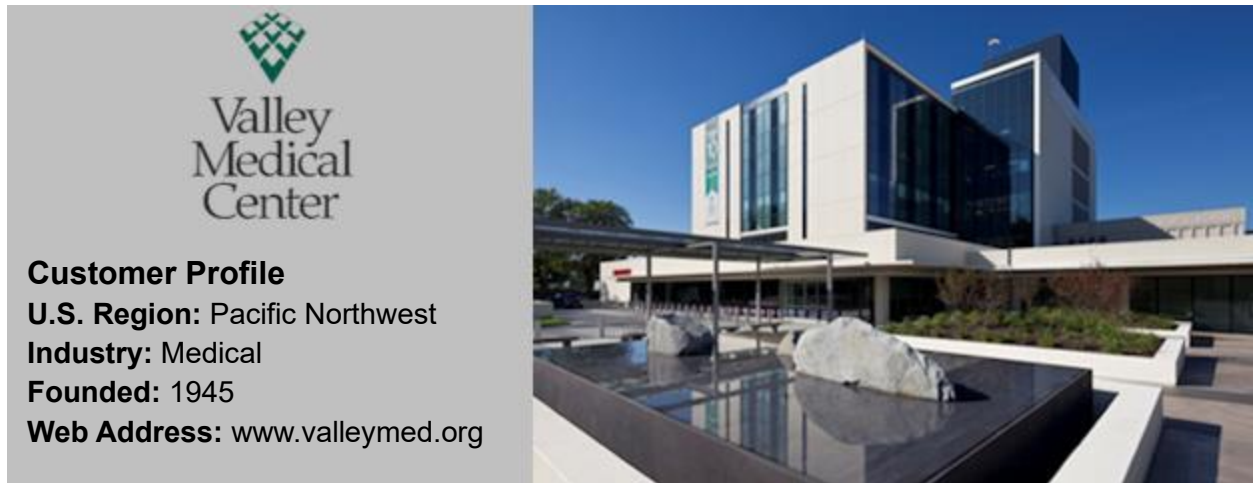# CASE STUDY

Customer Profile
U.S. Region: Pacific Northwest
Industry: Medical
Founded: 1945
Web Address: www.valleymed.org

Simplifying Data Storage with One Solution

A Digital-Intensive Medical Center Needed to Streamline Its SAN

Valley Medical Center (VMC) is the largest nonprofit healthcare provider in the Washington area between Seattle and Tacoma, offering medical, surgical, and emergency care to over 400,000 residents in King County. Founded in 1945 and located in Renton, VMC was ranked one of the best hospitals in Washington by U.S. News & World Report in 2015. Known for its trauma center, VMC employs hundreds of staff members to manage its 312 beds and modernized healthcare system. In an effort to keep pace with modern demands, VMC consistently updates its IT infrastructure with the latest technology.

VMC relies on electronic medical records, high-resolution radiology images, and other technology-driven services, all of which demand reliable storage systems. In addition, administrative staff stores critical data such as patient records, personnel files, and other essential documents, which has led to an increasingly cluttered storage environment at VMC.

Previously, VMC's storage system spanned three different environments: a fiber-based storage area network (SAN), along with additional direct-attached storage at the server level. Integrating and maintaining these disparate systems required extensive time and effort from the IT team, causing them to focus too heavily on administrative tasks instead of more strategic initiatives. Faced with growing infrastructure demands, VMC realized it needed to modernize its storage processes and consolidate its systems into a more efficient and manageable platform.

"We decided to collapse three different storage environments into one," said Kris Olson, VMC's system administrator. "We had multiple components, and they were all different solutions. To meet our growing information access demands, we had to go to a single platform to standardize."

Seeking a True IT Partner

VMC sought a storage area network (SAN) solution to streamline and modernize its data control. The SAN needed to provide high-speed block-level access for email, database, and file servers. For assistance, VMC turned to its trusted partner, Mosaic Technology Corporation, a respected U.S.-based IT solution provider with over 25 years of experience.

Mosaic worked closely with Olson and the VMC IT team to evaluate how electronic records had impacted their storage processes and needs. Recognizing that speed and memory were critical to the hospital's operations, VMC selected the Dell Compellent SC8000 Controller as their new SAN solution. Olson and his team valued Compellent's scalability, flexibility, cost-effectiveness, and its ability to handle vast amounts of data.

"They were a wonderful liaison between us and Dell," Olson said. "They ensured we got what we wanted and gave us the right advice. I knew that Mosaic had our best interests in mind."

Simplified Storage Management with Dell Compellent

Implementing the Dell Compellent SC8000 Controller went smoothly for VMC. "There were no surprises. It was straightforward," Olson reported. The team quickly found that Compellent was far easier to manage than their previous triple SAN environment. Compellent's software features allowed VMC to create and run the SAN more efficiently. Its components and arrays share resources, distribute loads, and collaborate for maximum performance, data protection, and seamless scaling.

"Standardizing on that one platform has made SAN management a lot less confusing," Olson said.

VMC also benefits from Dell Compellent Copilot Optimize, a support program that connects Olson and his team with a highly trained Dell system analyst to offer proactive advice. The analyst assists with life-cycle planning, architecture configuration, and provides guidance on software upgrades and best practices.

"We occasionally reach out to them for advice on running virtual desktops or expanding our archive systems. They always recommend the best solution," Olson said.

"Without Mosaic," Olson added, "VMC isn't sure how we would have managed the planning and implementation of the SC8000 Controller. Since the initial deployment, Mosaic has helped VMC launch two additional Dell Compellents on campus, and helped create a gameplan for when we will inevitably need another."

"The SC8000 Controller gave us a better outlook on storage," Olson continued. "It all comes down to management, and Compellent makes it much easier to oversee multiple arrays within a single platform."

About Mosaic Technology Corporation:

Mosaic Technology offers comprehensive IT solutions to businesses worldwide. Their consultants and service professionals work closely with organizations to design, develop, and deploy tailored IT solutions across Hybrid, Private, and Public Cloud environments. Their expertise extends to virtual and physical storage, data management, security, disaster recovery, performance optimization, networking, and more. As an authorized reseller and implementer, Mosaic partners with top-tier technology vendors such as Dell, HP, EMC, Microsoft, VMware, and others to deliver cutting-edge solutions.

Headquartered in Salem, NH, Mosaic also has offices in Bellevue, WA, and Portland, OR.