# Dell Healthcare and Life Sciences

Personalized healthcare starts with better information

# Dell is Leading the Way in Healthcare and Life Sciences

**#1** Worldwide Healthcare IT Services Vendor

14,000 associates globally.

300+ MDs, RNs and PhDs

Serving more than 50% of U.S. hospitals providing care to 90 million Americans

Managing over **7 Billion** Medical Images on the Dell Cloud Enterprise Archiving Platform

Serving 100 insurance organizations supporting 65 million policy holders

Serving **7** of top **10** pharmaceutical companies

Over **100+ US** hospitals in our MEDITECH Cloud.

Leading IT provider for 1st, 2nd and 3rd generation gene sequencing

Manage **54 billion+ security events** a day with Dell SecureWorks

Provide OEM services to 70+ Healthcare and Life Sciences software, medical device providers

Provide Ambulatory Electronic Health Record to over 600 physician practices via Cloud Technology

# The Dell Cloud Services approach



**Global coverage**
US | Canada | Brazil | UK | France | Germany | Portugal | And More

**Multiple cloud platforms**
Proprietary |MSFT | VMware | OpenStack | CloudStack

**Most popular use cases**
HPC | IaaS | PaaS | STaaS | DRaaS | MS Exchange | MS SharePoint

## Robust ecosystem



## Unified experience



More **information** is becoming **digital**

**Health information** is being **exchanged** within communities

**Accountable care** models look **to improve quality & efficiency**

Information needs to be accessed **wherever** and **whenever** by the **medical personnel** and **patients** alike

Balancing **security** and **privacy** with **aggregation**, **collaboration**, and **interoperabilit y** will continue to present challenges

## Vertical expertise

# Dell views the Cloud as a key to the future of healthcare

Enabling **information-driven** healthcare organizations to **innovate**

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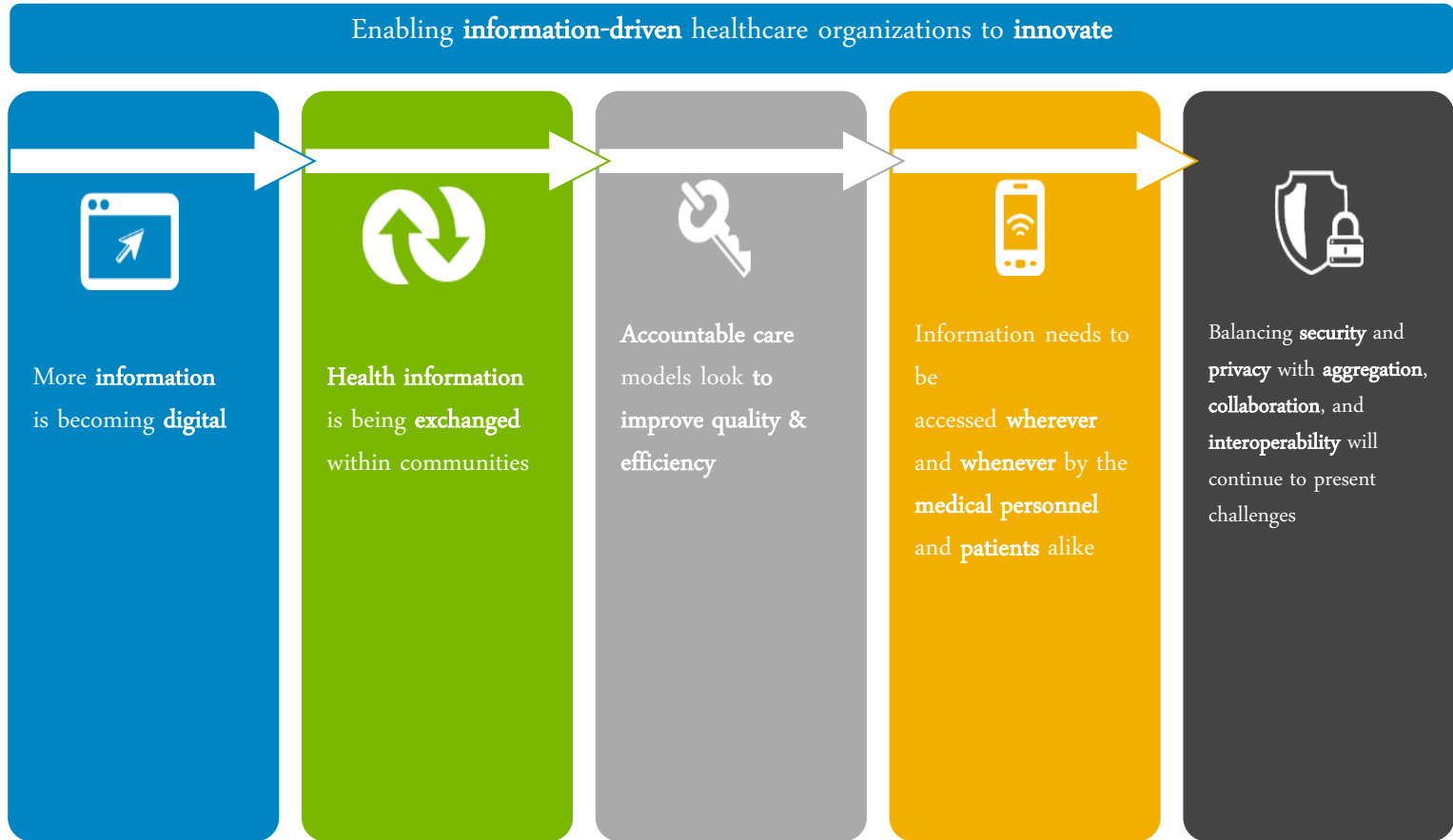
# Initial focus on Clinical Imaging Data

External factors are driving the costs and complexity of long-term digital clinical data management

Aging Population driving more complex imaging

Diagnostic technology creating more data

Meaningful use compliance for reporting and access

Scalability of Data Management and Recovery

Reporting

Compliance



**Big Data Growth in Healthcare**

Annual Data Volume (PetaBytes) vs Annual Growth Rate (5 Yr CAGR)

| Category | 2012 Data Volume (PB) | 5 Year CAGR |
|---|---|---|
| Research Data | 73 | 25% |
| E-Mail | 372 | 23% |
| Administrative Applications | 424 | 24% |
| Electronic Health Records | 574 | 61% |
| Non-Clinical Imaging | 753 | 30% |
| General Unstructured Data/File Services | 1,563 | 28% |
| Clinical Imaging | 1,695 | 42% |

ESG
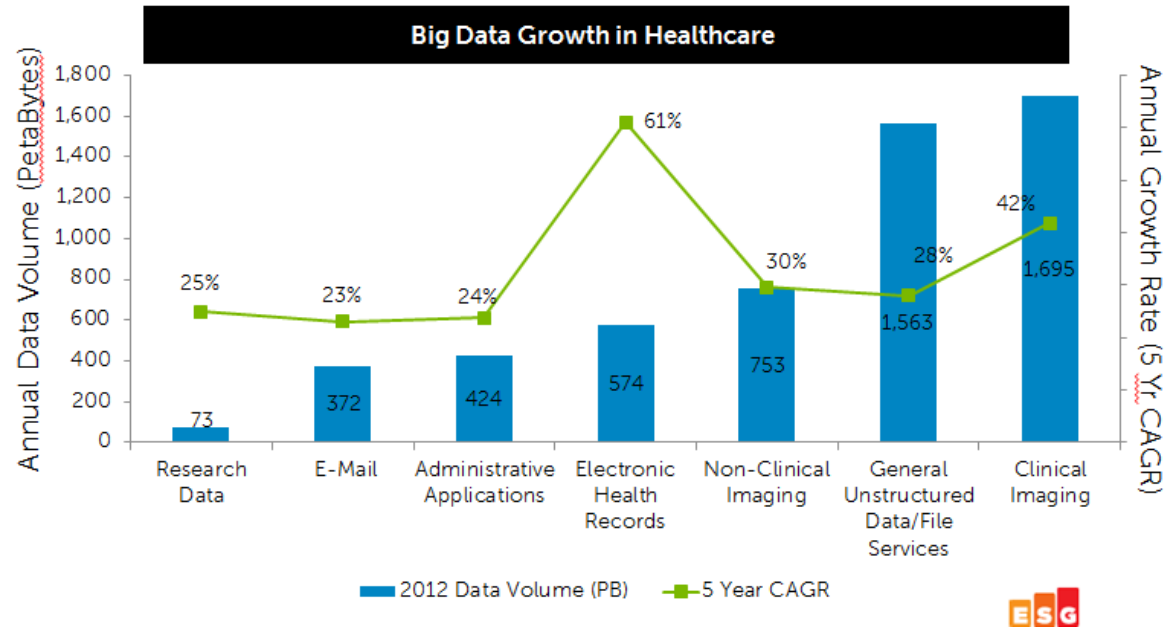
DELL

# Solution - Dell Cloud Clinical Archive

## Managed enterprise archival services through a secure cloud platform

- Standards-based platform (IHE Framework)

- Data Sharing and Exchange

- Enhanced Clinical Workflow

- Regulatory/Meaningful Use Enabler

- Security and Data Protection

- Disaster Recovery for Business Continuance

- Infrastructure Simplification

- Pay-Per-Study One Time  upon    ingestion pricing model
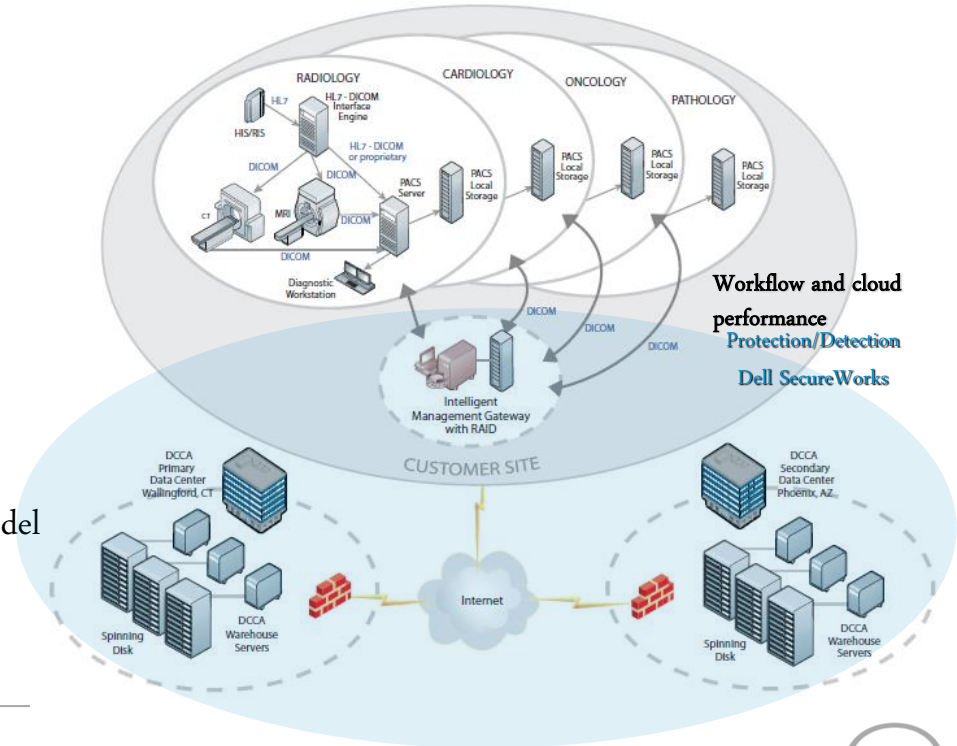
# TGen: Powering pediatric cancer care

Information-driven technology meets biomedical science

The cloud

+ **Big data**

+ High Performance Computing

**=**

**targeted**

cancer care
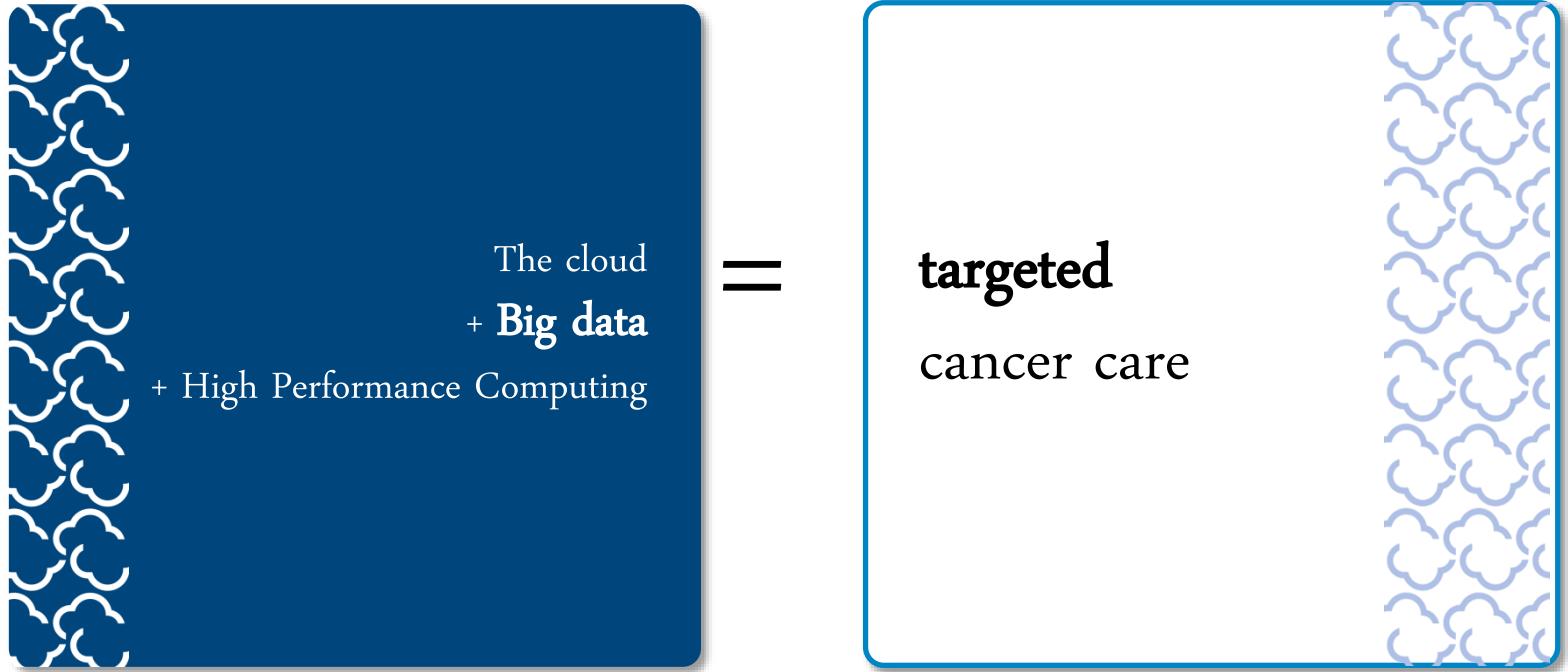
# Cloud and HPC technology

helps identify personalized treatment strategies for children with cancer

- Increases computational performance by **1,200%**

- Compresses genomic analysis pipeline from **7-8 days to <1 day**

- Reduces mapping and analysis from **months → days** and cost from **millions → thousands of $**

- Net: **faster time to treatment** and better odds for positive outcomes

Confidential

The power to do more