



Industry: **Healthcare ASP**
Application: **Oracle DB & Custom Apps**
Product: **Array TMX**

Challenges

- Required a high-performance availability solution capable of meeting current application deployment objectives and scaling without the need for additional hardware

Solution

- Array TMX2000, providing both high performance and scalability at a budget-friendly price point
- Integrated L4/SLB and SSL acceleration for availability, performance, and security
- Ability to enable GSLB in future without additional products or hardware upgrades

Results

- Performance and availability targets exceeded without going over budget
- Flexible, future-proof solution with continually increasing ROI

Healthcare data management ASP for quality, safety, and compliance boosts application performance.

Quantros, Inc. develops and implements innovative, user-friendly Web-based solutions that put the power of information technology in the hands of healthcare clients and partners. With a growing database in excess of 350,000 occurrences, Quantros is the market leader in online incident and occurrence reporting tools. Quantros also continues to grow as one of the nation's largest providers of the JCAHO Core Measure solution.

Background

Quantros' managed solutions are deployed in over 950 acute and long-term care facilities and hundreds of physician offices, allowing staff to improve safety, isolate and resolve problems, report incidents for regulatory compliance, and utilize reports for certification, rating, and accreditation purposes.

The Challenge

As a growing concern, Quantros has adopted a strategy of proactively anticipating the needs and requirements of its healthcare customer base.

It is a strategy that will not only keep Quantros products and solutions a step ahead of the competition, but will also provide Quantros customers with the best possible end-user application experience.

Among Quantros' highest priorities are providing high availability and reducing the burden of data entry. This means not only developing an intuitive user portal, but also deploying a network infrastructure that can support a secure, always-on, and low-latency end-user experience.

Having deployed WebLogic application server software, Quantros initially explored WebLogic's clustering software to provide high availability; but at a cost of \$18K per CPU, the solution is cost-prohibitive.

Contemplating a load balancing solution for addressing availability, Quantros evaluated refurbished solutions from vendors including Alteon, F5 Networks, and Cisco Systems.

While the load balancers provided a degree of availability, none provided a holistic solution that also addressed the application performance and security requirements of the Quantros customer base.

“Deploying the Array solution allowed us to meet all of our customers’ expectations for application security, acceleration, and availability. At the same time, we have saved tens of thousands of dollars in up-front costs over alternative solutions and are seeing significant savings in operating our network.”

Dr. Sanjaya Kumar
President, Quantros

