



# Preparing for Growth with Epic Migration to Dell™

The Dell DRIVE solution supports the customer's scalability and business continuity requirements with an open standards-based, end-to-end solution



"The Dell DRIVE solution put us in a position where we can continue to grow, be it through acquisitions or additional Epic modules, and not be inhibited by IT resources or infrastructure."

*Stephen Hart, Director of IT Architecture, Dreyer Medical Center*

## Customer profile

**Dreyer Medical Clinic**  
 Advocate

**Company** Dreyer Medical Clinic

**Industry** Healthcare

**Country** United States

**Employees** 1,450

**Website** [www.dreyermed.com](http://www.dreyermed.com)

## Challenge

Dreyer Medical Clinic's aging server and storage platform had reached its end of life and was unable to keep pace with the clinic's growth and performance requirements.

## Solution

Dreyer chose the Dell DRIVE solution, including the Dell™ Compellent™ Storage Center SAN and Dell PowerEdge™ Rack servers powered by Intel® Xeon® processors, to take advantage of scalability, business continuity and a single comprehensive solution.

## Benefits

- Single-vendor solution
- Increased performance and capacity for growth
- Simplicity of management and ease-of-use
- Out-of-the-box disaster recovery
- Superior support

## Solution featured

- Electronic Medical Records

What began with a doctor riding his bicycle through a blizzard to deliver a life-saving vaccine to a young boy has turned into a tradition of progressive medical care and compassion that embodies Dreyer Medical Clinic. For more than 90 years Dreyer has served an expanding number of communities in Illinois.

“Dell provided us with a one-vendor solution for everything... The fact that we’re getting done in four months what typically takes six to eight speaks volumes to their dedication and gives me confidence in our success well into the future.”

*Stephen Hart, Director of IT Architecture, Dreyer Medical Center*

An affiliate of Advocate Health Care, today the clinic has more than 150 physicians representing nearly 30 different medical specialties along with 1,300 full- and part-time support staff, caring for nearly 130,000 unique patients annually.

Dreyer’s tag line, “compassion with a healthy dose of innovation” enables the clinic to remain a lean organization while delivering on its mission to provide the highest quality healthcare for the individuals, families and communities it serves. A case in point, in 2001, when many healthcare organizations were just becoming aware of electronic medical records, Dreyer went live with Epic’s comprehensive electronic medical record system. This marked the beginning of a two-year rollout to provide medical teams the tools necessary to increase productivity and efficiency while continuing to deliver quality care.

But after more than a decade of expansion through acquisitions and hiring, the original hardware platform had been stretched to its limits, threatening workflow and productivity. With more growth on the horizon, Dreyer’s IT organization needed to find an affordable solution that would enable a seamless migration of Epic to a new, high-performance platform.

After careful consideration, Dreyer selected Dell PowerEdge™ Rack servers based on Intel® Xeon® processors as part of the DRIVE solution, a technology initiative that includes Dell, Red Hat® on Intel with VMWare for Epic. The DRIVE Center of Excellence supports

the alliance with full lifecycle support through a single point of contact, collaborating with Epic and utilizing existing support and help desks. For example, Dell Compellent Copilot Support™ extends the DRIVE Center of Excellence capabilities with 24x7 onsite and phone support for the Compellent Storage Center SAN and the entire storage infrastructure.

“Dell provided us with a one-vendor solution for everything, partnering with us from solution design and testing, to training, to migration and implementation services and beyond,” said Stephen Hart, Dreyer’s Director of IT Architecture. “The level of investment Dell has made in the project, including acting as an extension of our

### Technology at work

#### Services

DRIVE Center of Excellence

Dell™ Compellent Copilot Support™

#### Hardware

Dell Compellent Storage Center

Dell PowerEdge Rack servers with Intel® Xeon® processors

Dual Port X520 10GB Intel-based server adapters

#### Software

Epic EHR

Red Hat® Enterprise Linux

VMWare vSphere



team through the Copilot support, is phenomenal and has made the entire process run smoothly and seamlessly. The fact that we're getting done in four months what typically takes six to eight months speaks volumes to their dedication and gives me confidence in our success well into the future."

The primary driver for the migration to the DRIVE solution was performance and the Dell PowerEdge™ Rack servers with Intel® Xeon® processors, further boosted with the Dual Port X520 10GB Intel-based server adapters, has delivered a substantial performance increase as demonstrated in rigorous testing at the DRIVE Center of Excellence. According to Kristopher Wieschhaus, Technical Engineer II at Dreyer, "With the Dell PowerEdge servers and adapters our previous latency issues are now non-existent, giving us a better response time for applications and ultimately enabling us to provide better patient care, which is what it all comes down to."

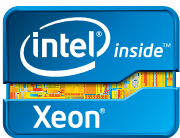
Dreyer has embraced the move to Red Hat® Linux in a virtual environment, citing the training received at the DRIVE Center of Excellence and ease-of-use as critical. "We didn't have extensive expertise in house, so we've made training a priority," said Wieschhaus. "The training programs — as well as features, like the intuitive GUI and templates in the Dell Compellent system that let us do things like provision storage in just a few clicks — have made it pretty quick to get our team proficient on the new systems."

The Dreyer IT team also wanted to enhance business continuity to ensure application resiliency. The Dell Compellent system provides an affordable, simple solution with comprehensive disaster recovery capabilities including synchronous replication and snapshotting for the purpose of live backups.

"The Dell DRIVE solution put us in a position where we can continue to grow, be it through acquisitions or additional Epic modules, and not be inhibited by IT resources or infrastructure," said Hart. "We have a more dependable solution with plenty of storage and performance headroom and can leverage the cost savings to continue to innovate."

"With the Dell PowerEdge servers and adapters our previous latency issues are now non-existent, giving us a better response time for applications and ultimately enabling us to provide better patient care, which is what it all comes down to."

*Kristopher Wieschhaus, Technical Engineer II, Dreyer Medical Center*



Ultrabook, Celeron, Celeron Inside, Core Inside, Intel, Intel Logo, Intel Atom, Intel Atom Inside, Intel Core, Intel Inside, Intel Inside Logo, Intel vPro, Itanium, Itanium Inside, Pentium, Pentium Inside, vPro Inside, Xeon, Xeon Phi, and Xeon Inside are trademarks of Intel Corporation in the U.S. and/or other countries.

For more information on Dell systems running Epic, email [Dell4Epic@dell.com](mailto:Dell4Epic@dell.com).

