

HEALTHCARE



A Carolina based hospital was facing an aging phone system that had a large annual maintenance contract associated to it. They were also looking to build two additional buildings that would host 1500 additional users.



When they evaluated cost, it was more effective to sign with the Enterprise License Agreement rather than continuing maintenance costs on the older phone system. This would also be a smoother transition to adding new users. They also received all analog users included for FREE, which due to the larger number of analog phones throughout hospitals, this cut licensing cost dramatically. Seems like an easy decision, right?



KATALYST

Through this process they were able to set the foundation for Cisco Emergency Responder, which is included in the ELA and is an e-911 dialing platform for VoIP phones.

As a result, this hospital received all the necessary video licensing to allow them to start a new telemedicine initiative. This included using endpoints and WebEx for a home health program, as well as endpoints for some employees to start as a pilot.



LASTLY, THEY BUILT A LARGE MEDICAL OFFICE BUILDING TO ACCOMMODATE SEVERAL BUSINESS UNITS CONSOLIDATING TO ONE LOCATION. IN THIS BUILDING, THEY UP-FITTED ALL CONFERENCE ROOMS WITH VIDEO UNITS, ALL OF WHICH DID NOT REQUIRE ANY LICENSING AS IT WAS INCLUDED IN THE ELA. THIS WAS A BUSINESS SOLUTION THAT JUST SIMPLY WORKED!

Cisco
webex