








Adaptable IT that flexes with the needs of the business

BCB Medical migrates to a flexible IT consumption model with Dell APEX Flex on Demand lowering costs by 30% compared to the public cloud.

Business needs

BCB Medical places great importance on the ability for IT to scale up and down on-demand. Healthcare data needs to be secure, under control and compliant with government regulations. The solution must be highly effective, provide access to cutting-edge IT and offer cloud-like simplicity and predictability for ease of planning.

Business results

-  **Simplifies IT scalability with on-demand capacity**
-  **Makes IT simpler with on-demand capacity**
-  **Ensures data compliance and control**
-  **Costs 30% less than a public cloud for running hundreds of virtual machines**
-  **Reduces management time and cost for system updates by 20%**
-  **Deploys new software 10% faster than before**
-  **Delivers cost predictability and ease of planning**

Solutions at a glance

- Dell APEX Flex on Demand for HCI



**30% more cost effective
than leading cloud providers**

BCB Medical is a Finnish healthcare software-as-a-service company gathering and analyzing clinical data. Healthcare providers pay a monthly fee to use the data collection, analysis and integration capabilities within the platform to monitor and improve patient care.

When scalability and efficiency are paramount

Historically, BCB Medical gathered and integrated clinical data via an on-premises, three-tiered infrastructure. As the hardware approached the end of its working life, the company wanted to replace it with a more secure, scalable and easier-to-manage solution. However, it couldn't move to the public cloud due to regulations surrounding healthcare data. Plus, the public cloud was expensive. The company looked for an on-premises solution with a cloud-like consumption model for agility and cost efficiency.

A simple flexible consumption model

APEX Flex on Demand delivered an on-premises solution that scales quickly to enable flexibility by providing access to ready buffer capacity – with payments that adjust up or down to match usage. Mika Vuokka, Chief Information Officer of BCB Medical states, “We'd been waiting years for a solution such as APEX Flex on Demand to become available. We liked it so much that we signed the deal in just two weeks.”

With APEX Flex on Demand, BCB Medical has implemented a hyperconverged infrastructure (HCI) on-premises where capacity and I/Os per second scale on-demand as the business grows. Furthermore, BCB Medical used the support of local Dell partner, Enter SystemSolutions OY, to successfully implement the HCI solution.

On-demand agility day in and day out

As a result of the deployment, BCB Medical can gather and analyse growing amounts of clinical data that healthcare customers are using to improve treatments and health outcomes. It has the capacity to flex up as workloads increase during the year or new customers onboard. In turn, data insights from the APEX Flex on Demand infrastructure are helping healthcare providers and the Finnish healthcare ministry drive public health programs.



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Mika Vuokka,
Chief Information Officer,
BCB Medical

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Reduces costs 20%, increases efficiency 10%

Furthermore, the BCB Medical IT team can deliver greater value to the business, and work more efficiently. Vuokko comments, “We have reduced the time and cost to implement software updates by 20% with APEX Flex on Demand. In addition, we make deployments 10% faster.” Analysis has also shown that running 500-plus virtual machines on the Dell Technologies platform costs less than a public cloud. “We’ve found that APEX Flex on Demand is 30% more cost effective than a leading cloud provider,” states Vuokko.

Predictability makes for easier growth

Moreover, BCB Medical retains control of its data to ensure compliance with Finnish healthcare data security requirements. Additionally, the company can plan for growth more effectively by knowing the monthly cost for additional RAM or storage capacity. Concludes Vuokko, “The predictability of APEX Flex on Demands means we know what our IT costs are likely to be in three to five years’ time.”

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Mika Vuokko,
Chief Information Officer,
BCB Medical

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