

CASE STUDY

Pureport Enables Phynd Technologies' Future Success with Reliable Cloud Network

Phynd Technologies enables health systems such as Yale-New Haven and Duke Health to create and manage a single, central source of high-quality provider information—who providers are, where they work, what they do, and what qualifications they have—as well as other types of information, including patient referral, admissions, revenue cycle, and discharge management. Phynd Technologies powers these core processes with a robust SaaS-based application supported by a secure cloud network. However, to win new customers, Phynd needed to quickly address technical issues plaguing their legacy network infrastructure, and launch a modern, reliable cloud network to power their platform.

Key Challenges Faced by Phynd and Its Network Infrastructure



A Quick Fix to Better Support Customers' Technical Needs

Phynd Technologies' healthcare platform centers around an integration engine that imports and manages data from multiple third-party applications around the clock. Phynd wanted to update their architecture to meet immediate technology needs, while also meeting their budget. Initially, Phynd hosted their platform via traditional VPN solutions 'in which their AWS VPC talked to customer applications; however, this system experienced operational hurdles and a variety of other technical issues. Unable to easily support multiple customers and applications, each with different technical requirements and networking appliances, Phynd quickly ran into IP address conflicts—not only within one hospital, but also between multiple hospitals.



Secure Cloud Network to Manage Private Healthcare Data

Additionally, because Phynd's software platform houses healthcare data, they needed a secure, encrypted cloud solution that met state and federal requirements for SaaS vendors.



Meet Budget Requirements

Faced with these challenges, traditional VPN products proved ineffective. Though they considered creating a custom network solution, more employees would be needed to build and manage it, and Phynd knew this would exceed the budget, and cause time-to-market delays.



We shared with Pureport that it was necessary to build a solution that was not only secure, but would reduce network costs. We felt Pureport's platform was the only way for us to create a true SDN that was agile, secure, met the cost savings we demanded, and enabled stability for future growth of Phynd Technologies.”

Chief Technology Officer
Phynd Technologies



Our various sites were connected to the cloud in minutes instead of days or months. Not only will Phynd see great benefit in getting sites live quickly, but also our customers will benefit from this new, more reliable architecture.”

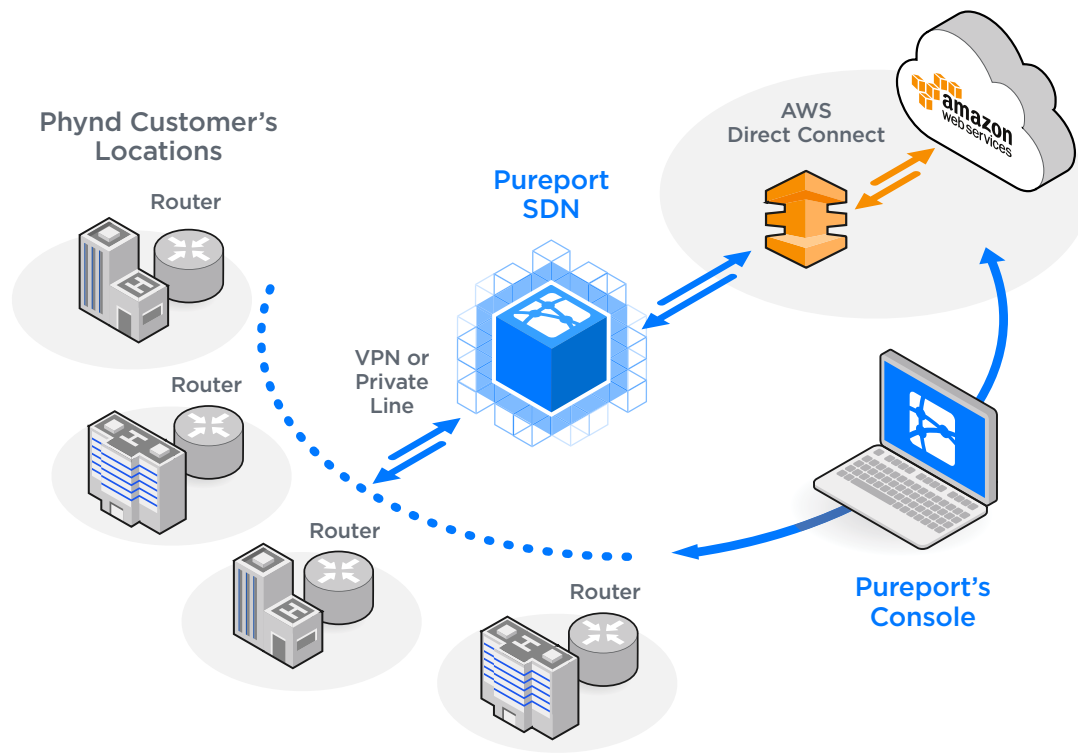
Chief Technology Officer
Phynd Technologies

Technology Solution: Pureport's Multicloud Fabric™ Platform Launches Phynd Technologies' Reliable, Secure Cloud in Record Time

Initially, Phynd Technologies depended on hospitals sending information back and forth between platforms, which was a dated and ineffective approach. Pureport's Multicloud Fabric platform was selected because it could handle complex configurations through automated, bidirectional network translation and resolve IP conflict issues.

Phynd Technologies first implemented Pureport's platform as a trial in a hospital with more than 38,000 employees in over 300 locations. After two previous failed attempts, this was Phynd's third, and final, attempt to win this hospital's business. Through Pureport's Multicloud Fabric platform, Phynd launched the hospital in less than 30 days, and won one of their largest customers to date.

Pureport's Multicloud Fabric platform allows users to configure, deploy and manage SDNs that provide secure, on-demand cloud connectivity. Pureport's self-service platform reduces provisioning times for new networks from weeks to minutes. By making self-service SDN accessible to enterprises of all sizes, Pureport reduces the complexity and economics of network connectivity.



Results:

Next-Gen Cloud Infrastructure Launched Quickly and Boosts Sales Revenue

Core Business and Revenue Enabler

Phynd Technologies could not exist today without relying on more modern, cloud-based infrastructure to run the back-end of their healthcare platform. Based on the success of the trial with Pureport, which resulted in winning new business, Phynd Technologies also moved all existing customers to Pureport's Multicloud Fabric platform.

Secure Solution to Support Highly Confidential Data

Pureport provided advanced security through encryption, a more secure approach than previous traditional networks with a private data center.

Cost-Effective

Initially, budget for the project was a major concern for Phynd. A cost-effective infrastructure transition had to be identified to ensure margins adhered to revenue and sales goals. Pureport delivered a solution without the added requirements of costly staff, or dedicated network resources. Additionally, Phynd benefited from further savings because Pureport's platform did not require the purchase of additional hardware common with traditional networks and licensing approaches.

Speed to Launch

With existing customers eager to go live, speed to launch was a key component in Pureport's ability to partner with Phynd Technologies. Pureport's Multicloud Fabric platform was able to transition all of Phynd's customers to the new cloud network in less than 45 days.

AWS Total Cost of Ownership (TCO) Calculator

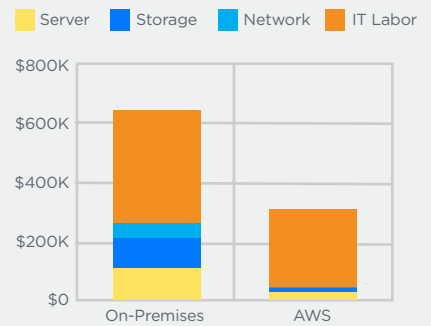


ON-PREMISES VS. AWS SUMMARY

You saved **52%** a year by moving your infrastructure to AWS.

Your three year total savings is **\$332,053**.

3 YEAR COST BREAKDOWN



3 YEAR TOTAL COST OF OWNERSHIP

	On-Premises	AWS
Server	\$115,263	\$39,318
Storage	\$99,345	\$17,575
Network	\$53,092	\$3,755
IT Labor	\$375,000	\$250,000
Total	\$642,701	\$310,648

About Pureport

Pureport's Multicloud Fabric™ seamlessly orchestrates private connectivity to Amazon Web Services, Microsoft Azure, Google Cloud, Oracle Cloud, and IBM Cloud. Whether a multicloud, hybrid cloud, or multi-site network, Pureport's Multicloud Fabric enables organizations to securely deploy cloud connections within minutes, and without the need for additional physical infrastructure. Pureport's Multicloud Fabric includes a distributed multicloud router that enables connections between sites and cloud providers from the same network, and supports Layer 3, BGP Peering between them. Pureport's Console offers a visual tool for self-service management of cloud networks and reduces the administrative overhead and technical expertise often required when deploying traditional networks. Pureport charges based on allocated bandwidth per hour, which allows organizations to pay for only what is needed.