



## Wasatch Pediatrics replaces tape backup with Revinetix Disk2Disk2Disk<sup>®</sup> data protection solution



### CASE STUDY

#### INTRODUCTION

As electronic health records (EHRs or EMRs) continue to grow in acceptance, secure and reliable archiving and storage are gaining in importance for healthcare organizations. This is certainly the case for Wasatch Pediatrics, where 46 physicians provide healthcare to children in Utah's Davis, Salt Lake, Summit and Wasatch counties.

As the practice worked towards implementing electronic EMRs, the transition created the environment for a more mobile IT infrastructure that would include Tablet PCs for electronic charts and labs. This more complex environment would require both a significant investment in hardware and software along with a more sophisticated system for storing and protecting increasing amounts of data. As Wasatch Pediatrics transitioned from paper to electronic records, it simultaneously evaluated switching its archiving system from tape to disk.

## **MOVING FROM TAPE TO DISK**

Prior to deploying a Revinetix disk-based data protection system, Wasatch Pediatrics used a tape system running daily backups of its patient information, Exchange server, voicemail, business applications and financial data which was then taken offsite for storage.

“Having had the experience of using tape backup and understanding the limitations of tape, being that tape is what it is, we researched alternatives and determined that a disk backup solution provided the accessibility, reliability and security we needed,” said Brock Morris, Director of Information Technology at Wasatch Pediatrics, Inc.

After looking at several companies that offered disk backup, Wasatch Pediatrics was introduced to Revinetix' Disk2Disk2Disk® disk backup appliance solution by VLCM, a value added reseller (VAR).

After reviewing bids from several data storage providers, it was the flexibility and lower cost of

ownership offered through the product's site license model that contributed to the decision to select Revinetix. As with most medium-sized organizations, an affordable solution was enticing to this physician-owned practice.

“An additional determining factor that stood out about Revinetix was the reliability of its technology. Bottom line, tapes stretch and data can be lost, while disks are proven to be dependable, data is very easy to access and, when necessary, easy to restore,” said Morris.

## **DIAGNOSIS AND RECOVERY**

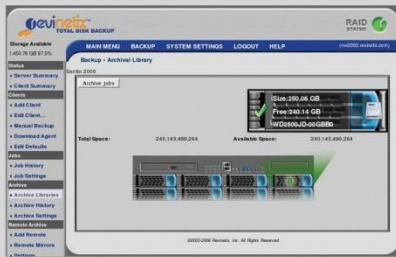
Revinetix' support for Microsoft Exchange has proven to be a valuable and timesaving benefit for Wasatch Pediatrics. During the practice's transition from a tape-based system to disk, a member of the administration staff accidentally deleted the entire contents of their email. With the tape system, recoveries of this type took on average three days. With the Revinetix' D2D2D® disk-based system and its advanced

RevOS® data protection software that supports Microsoft® Exchange Server, the recovery of emails took only five minutes. “RevOS was instrumental in our quick recovery of the emails, as this easy-to-use product and interface enabled us to browse and restore any file quickly and easily,” said Morris.

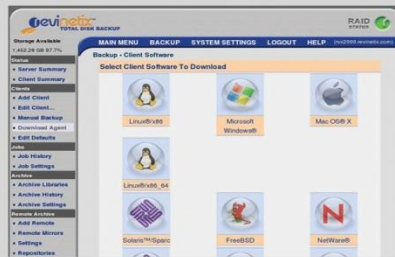
If there is an issue that cannot be quickly diagnosed and addressed, Revinetix offers outstanding in-house customer support. “The customer support staff at Revinetix has been great to work with,” said Morris. “I am able to get to someone right away and get as much time with them as I need.”

## ADVANCED DATA PROTECTION SOFTWARE

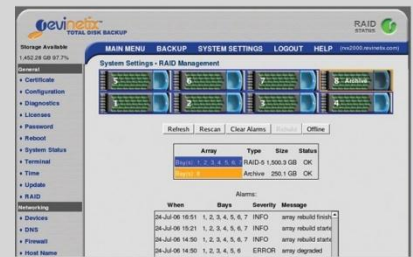
### ARCHIVE DISK REMOVAL



### SUPPORTED AGENTS



### RAID CONTROL



“We are always going to have the need for more storage—the difficulty is trying to project our requirements for the future. The Disk2Disk2Disk® technology is easily scalable and enables us to add storage as we need it. We are not locked into storage parameters that may or may not fit in the future,”

**Brock Morris**  
Director, Information Technology  
Wasatch Pediatrics

## **A FIT NOW AND IN THE FUTURE**

As Wasatch Pediatrics was migrating to EMRs, it did not have historical information to make a decision about how much storage the practice would require for both its immediate needs as well as adequate storage to house medical records for the legal minimum of 10 years.

“We are always going to have the need for more storage—the difficulty is trying to project our requirements for the future. The Disk2Disk2Disk™ technology is easily scalable and enables us to add storage as we need it. We are not locked into storage parameters that may or may not fit in the future,” said Morris.

Today, the system is scheduled to perform daily automatic backups. The switch to EMRs is still in process, but plans are for the disk archive to be used to store all patient data and payment history.

## **ABOUT REVINETIX, INC.**

Revinetix provides innovative data protection solutions that ensure continuity of business, control of critical information and confidence in recovery systems. Revinetix offers the first total D2D2D® disk backup and recovery solution that allows automated backup schedules for every client on the network, including virtual machines, and allows critical data to be stored safely off-site from a single network appliance. Features include data deduplication, replication, agents for Exchange and MS-SQL, and support for every major operating system.

For more information, customers are encouraged to contact Revinetix at 888-264-5116 or [sales@revinetix.com](mailto:sales@revinetix.com) to locate a reseller in their local area.

**888.264.5116**

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