CASE STUDY

SUPPORTING NEW REVENUE GENERATION WITH A ROBUST NETWORK

OROVILLE HOSPITAL

Oroville Hospital is a community hospital dedicated to always providing the finest personalized healthcare to Oroville, California and the surrounding foothill and valley communities. Oroville Hospital offers patients a medical home, with a wide range of integrated services from prevention through treatment to wellness. The hospital has 1800 employees and 133 patient beds.

Location:
California, USA

Vertical:
Healthcare

Deal implementation:
January 2015

Number of users:
1800+

CHALLENGES

Oroville Hospital was financially challenged but needed to expand its network, including wireless, to support clinical and business services. The hospital, which had a mix of switches from different companies, was finding it difficult to grow the network and wanted to standardize by implementing one platform with managed switches.

Oroville Hospital also wanted to go "paperless" and modernize patient records and billing.

Lastly, the network needed to support new revenue-generating initiatives like the Federal Government's funding of "meaningful use" of Electronic Medical Records (EMR).

PRODUCTS AND SERVICES

Alcatel-Lucent OmniAccess ® 4704

Alcatel-Lucent OmniSwitch® 10K Modular LAN Chassis

Alcatel-Lucent OmniSwitch® Stackable LAN Switch 6450, 6850E

Alcatel-Lucent Enterprise Professional Services

WHAT MADE THE DIFFERENCE?

The quality of Professional Services convinced Oroville Hospital to build a trusted relationship with Alcatel-Lucent Enterprise. For years, the Professional Services Resident Engineer supporting the hospital has helped effectively manage the network and successfully plan for the future.

BENEFITS

TECHNICAL

The high performing 10G network with ubiquitous wireless has created a barrier-less environment as the services grow to include new initiatives like the clinical laboratory for outside providers or participation in a Health Information Exchange (HIE).

The Resident Engineer helped Oroville design and implement the network changes required to support business needs and maximize uptime.

FINANCIAL

The new network capabilities enabled the hospital to reach stage 2 of the EMR "meaningful use" program and qualify for federal funds.

Electronic billing simplifies the process and reduces time to revenue.

USER EXPERIENCE

Patient safety has increased thanks to the new digital patient records, which can be accessed from anywhere. These provide a full patient history (including allergies and past lab results) for more effective care.

"Standardizing our network meant we could have a stable platform that allowed us to grow our capacity, and develop new revenue generating projects, while reducing the overall complexity of our infrastructure. Alcatel-Lucent Enterprise continues to be there for us and the future is looking very bright for Oroville Hospital."

Denise LeFevre, CIO, Oroville Hospital

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