

Integrated Data Storage & Leasing Solution Enables NHS Trust to Meet BC/DR Requirements & Cut Costs



Aintree University Hospitals NHS Foundation Trust was established on 1st August 2006 as a public benefit corporation authorised under the National Health Service Act 2006. It is a large, complex organisation providing acute healthcare to a population of 330,000 in North Merseyside and surrounding areas. It has a bed complement of 860 inpatients beds and 90 day case beds.

The Trust is one of the largest employers locally with around 3,463 WTE staff and has been reaccruited with the Investor in People Award in recognition of its workplace policies and practices. It is also a teaching hospital for the University of Liverpool and a tertiary centre providing specialist services to a much wider population of around 1.5 million in Merseyside, Cheshire, South Lancashire and North Wales.

Customer Comment

“A fundamental cornerstone of our IT strategy is resilience and reliability, the NetApp solution that we implemented with Kelway was streets ahead of its rivals and I can now guarantee to my Clinicians that the systems they depend upon to treat our patients will be there when they need them. The move to an electronic patient record would not be possible without rock solid infrastructure, this is a great example of how to implement resilience the right way.”

Ward Priestman
Director of Informatics
Aintree Hospitals NHS Trust

Issues & Challenges

- Ensuring hospital and patient data availability and security is vital and must meet compliance laws and regulations
- New datacenter and disaster recovery site required
- Legacy SAN causing performance issues so state-of-the-art functionality was needed
- Need for a solution that delivered technical capability, resiliency and efficiency whilst working within increasing budget pressures
- No downtime allowed during implementation

Kelway Solution

- Kelway offered both EMC & NetApp offerings solutions and ran a competitive process to highlight technology differences and find the most appropriate solution - NetApp proved to deliver the right mix of technical capability, functionality and cost
- Kelway Leasing delivered a tailored finance solution to meet the Trust’s specific needs and work within the parameters of a compliant operating lease

- Kelway Leasing handled all invoicing and all documentation was PASA approved, reducing the time and resource needed by the Trust to manage this process

Results & Benefits

- Rapid insight into alternate market leading solutions provided through Kelway vendor independence
- Combination of strong vendor partner relations and Kelway Leasing expertise delivered significant savings on capital expenditure
- Resiliency across two sites
- Data management costs reduced through storage efficiency
- Easier restore and backup – 120 VMware’s snapshot completed in 12 hours (overnight) compared to 60 hours previously