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Dell launches cloud-based solution for healthcare sector

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Singapore: Dell Services has launched a cloud-based solution to deliver clinical and financial systems for healthcare providers in India.

Targeted at midsized hospitals, large hospital chains and clinic networks, the solution is designed to provide access to uniform workflows and customized reports across entities and geographies. Through a centralized approach, the solution gives healthcare providers the ability to adopt automated workflows and business processes using a single-instance application, reducing operational complexity and dependencies on paper records. This is targeted to prevent manual errors and time delays, and enhance decision making and improve the patient experience.

With this solution, end-users (physicians, nurses and back office staff) can access cloud-based applications and reports through the use of a simple conventional browser. The solution also allows users to remain connected via smart phones and other hand-held devices, ensuring secure and anytime, anywhere access to information.

Commenting on the role of cloud in enabling better healthcare outcomes, Dr. Ashwin Naik, Founder and CEO, Vaatsalya, India's first hospital network focused on Tier II and Tier III towns said, "The healthcare industry in India is increasingly turning to IT adoption to improve patient outcomes. As hospitals and providers expand their operations with new referral centers, facilities, and acquisitions in new geographies, the need to access, integrate and connect these disparate systems is gaining importance. Cloud-based technology has the potential to addresses most of the IT-related issues, access to the right information at the right time and operational efficiency, among others. More importantly it is affordable, scalable and flexible."

Dell is collaborating with Ubq Technologies and Ramco Systems to deliver an end-to-end proposition to providers. Ubq's Hospital Information System (HIS) solution, medics, will serve as the front-end application for patient-centric activities and will integrate with Ramco ERP on Cloud to provide customers seamless enterprise-wide application on the cloud.

Delivered as a Software-as-a-Service (SaaS) model, the solution allows healthcare providers to quickly respond to increasing demands of infrastructure and storage, and train staff without huge capital investments and recurrent readiness costs.

"There is a seismic shift happening in the global healthcare industry. The overarching trend is to integrate and move information to the right person or system at the right time - whether it's a provider's staff, external service provider, or the consumer (patient or prospect)," said Mr. Sudhanshu Bhandari, Senior Analyst, Forrester Research.

"The ability to create an information infrastructure that brings together the micro level of personalized health and the macro level of epidemiologic mappings to institutional quality and evidence-based practices will be a key differentiator for healthcare providers in future. Cloud-based end-to-end business services would help healthcare companies jump start these business initiatives and collaborate with global peer institutions. However, the Indian healthcare market is still very cost competitive and more maturity is needed to effectively leverage cloud-based solutions."

"We are extending Dell's proven capabilities and global healthcare leadership to India and have brought in the best-of-breed combination of HIS and ERP to help providers achieve their goal of providing efficient, information-driven healthcare in an affordable way. We will continue to bring to India unique solutions that will allow healthcare providers to focus on their number one goal, enhanced patient care," said Mr. Sid Nair, vice president and global general manager, Healthcare & Life Sciences, Dell Services. "The solution is truly one of a kind in terms of its capabilities, delivery model and pricing. We believe that this will be a game changer for the Indian healthcare industry, where hospitals are constrained by huge upfront capital investments, and higher cost of licensing, maintenance and support."