



Case Study for Health Services Leader

Version 0.0: November 20th, 2007

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Health care industry leader in diagnostic technology

Company profile

Since 1987 World Data Products, Inc. (WDPI) has led the industry in providing solutions for server, storage and networking applications.

We specialize in extending the lifecycle of your hardware reducing your total cost of ownership at every stage thru Hardware Lifecycle Management (HLM). From the hardware's purchase or lease, maintenance, repair, upgrade, useful life extension, and eventual sale or trade-in, World Data Products will help maximize the residual value of all of your server, storage and networking hardware.

- **Founded in 1987**
- **Global customer base of more than 4,000 organizations**
- **Multi-million dollar inventory**
- **Process more than 4,000 transactions every month**
- **Annual revenues of \$70 million**
- **120 employees**

Business situation

As a healthcare company specializing in diagnostic technology (The Company), any technology being used internally requires FDA approval. The Company had previously used IBM RS/6000 servers running AIX, with a set of specifications approved by the FDA. Additionally, The Company was planning a migration to Intel based server using a Windows based software solution. When IBM discontinued their existing servers, the company was stuck with a choice between implementing the new platform before they were ready or replacing their current servers with more expensive technology, only to migrate away from them within a year. Either option would not only require a considerable investment but would also require submitting the equipment to the full FDA approval process (a lengthy and expensive process in itself).

Because of the investment required, The Company met with their existing vendors to identify alternative solutions.

Solution

Having done a small amount of business with WDPI, primarily small parts & upgrade requests, The Company shared their issue with us. WDPI immediately discussed the option of using refurbished equipment during their transition period and identified the availability of servers matching the required specifications at the volume required.

Over the course of 6 months, WDPI staff (including sales, management, and operations) presented our capabilities and met with The Company management. WDPI successfully demonstrated the ability to meet all of The Company's requirements, including:

- Financial stability
- An inventory and supply chain able to meet the volume for current and future operations
- Quality control process in refurbishing and testing the equipment
- Significant savings over investing in new equipment
- Product Guarantees

Benefits

By using WDPI, The Company realized a savings of \$8 million:

- \$3 million saved by using refurbished equipment matching existing specs for the transition period vs. new.
- \$5 million saved vs. upgrading to the new platform.
- This savings does not include avoiding the FDA approval process for new technology.
- Providing this solution allowed them to keep their transition timeline, ensuring proper development & testing for their Windows based solution.

Products and services your company used

The solution implemented by WDPI required matching the following specifications:

- IBM RS/6000 43P model 150
 - o 32x Speed CD-ROM
 - o GTX130P Graphics Adapter
 - o 8-Port Asynchronous Adapter
 - o 256MB SDRAM DIMM
 - o 375MHZ 604e Processor
 - o 20GB SCSI Tape Drive
 - o 7300GB Hard Drive

WDPI was able to replicate these exactly from sources that had discontinued using them, providing upwards of 500 systems, with an additional 100 kept in inventory as required by The Company.

WDPI even went so far as to re-surface and re-paint the server exteriors to appear 100% new.

