



## CASE STUDY

# An Outpatient Diagnostic Services Startup Needed All New Solutions - *FAST!*

## THE CHALLENGES

The client, a multi-location medical diagnostics provider in startup mode, was being spun out of its parent company and needed to acquire new Connectivity and Infrastructure solutions. They faced an aggressive timeline to separate from their parent company, requiring dual diverse Dedicated Internet Access (DIA) or similar Connectivity at each medical facility within 90-120 days. Additionally, they needed a partner to assist with Field Services to extend demarcs inside the facilities and manage the new Palo Alto Infrastructure purchased from an EnTelegent partner.

## THE SOLUTION

EnTelegent Solutions provided Connectivity and Managed Network Services to meet the client's needs.

- The client purchased dual DIA circuits at all locations, typically ranging from 500 Meg to 1 Gig per circuit.
- EnTelegent took on the ongoing management of the client's Palo Alto infrastructure.
- EnTelegent also provided Field Services and EnVision Life Cycle Management

This solution ensured robust, diverse Connectivity across the US on an accelerated timeframe, with tight project management to meet the aggressive deadlines.

## BENEFITS

By partnering with EnTelegent Solutions, the client gained several key benefits. The value proposition included cost-effective, diverse circuits despite no direct cost savings as a new spin-off. The solution offered flexibility for future growth and new site additions. Tight project management ensured timely delivery of Connectivity and Infrastructure. Additionally, a single portal provided real-time views of orders, tickets, inventory, and performance.

## AT A GLANCE

### Solution Mix

- Connectivity - Dual DIA
- Managed Network Services- Managed Infrastructure, Field Services, and EnVision Life Cycle Management

### Benefits

- Cost-Effective Solutions - Diverse circuits, tight project management
- Scalability
- Efficiency
- Visibility



*"EnTelegent turned up circuits quickly and efficiently while seamlessly managing the client's Palo Alto environment and providing complete visibility."*

*- An EnTelegent Solutions Partner (Southeast)*



www.entelegent.com  
LetsTalkSolutions@EnTelegent.com