



## ENGAGE OUR EXPERTS IN DEVELOPING YOUR DATA CENTER STRATEGY

Healthcare organizations face increasingly complex decisions to ensure data management, access and security. Factors that can affect these decisions include:

- Location
- Access to skilled workforce
- Cost of space
- Complexity of technology and systems
- Security considerations
- Time value of data

Pivot Point Consulting works with clients to ensure their data center strategy is aligned with their application strategy, healthcare services, and business objectives. Our approach focuses on availability, scalability, serviceability, resiliency, security and best value. An effective data center strategy is vital to the success of an organization's delivery of IT services, adherence to service level agreements (SLAs), and regulatory compliance.

We aim to understand our clients' needs through a structured approach to develop a data center strategy based on issues such as:



- Aging infrastructure
- Major systems moving to the cloud
- Post-merger need to consolidate
- Uptime / availability issues
- Security issues
- Escalating cost


Our consultants understand, appreciate and value the technical requirements of the major applications—EHRs and enabling technologies used in the application delivery. Our consultants and enterprise architects approach the compute, storage and networking requirements with a view to leverage economies of scale. We will consider strategies to integrate diverse technologies, reduce complexity, and reduce cost while ensuring maximum business access to systems. Our unique strategy helps clients analyze:

- Buy versus build analysis, including insourcing versus outsourcing
- Infrastructure rationalization / refresh
- Platform and storage consolidation
- Migration of non-strategic systems to the cloud
- Vendor contracts consolidation / cost improvement

**No matter your project needs, our consultants will help you achieve your goals.**

**RELATIONSHIPS.  
RELIABILITY.  
RESULTS.**

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## SERVICES

Advisory Services  
EHR Implementation  
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Technology Services  
Managed Services

## PRACTICES

Epic  
Community Connect  
Cerner  
Siemens  
Allscripts  
MEDITECH  
McKesson  
GE Centricity  
eClinicalWorks  
NextGen  
CPSI  
MEDHOST  
athenahealth  
Facets

## RELATIONSHIPS. RELIABILITY. RESULTS.

### OUR MISSION

To exceed expectations in providing excellent service, unexpected quality and outstanding value, for our client partners and employees.

### OUR VISION

To be the partner of choice for healthcare organizations and consultants by building strong relationships, providing reliable solutions and resources, and always producing outstanding results for our clients. Relationships. Reliability. Results. It's who we are.

### OUR PEOPLE


We believe that our most important asset is our client reputation and the key to building that reputation lies with each and every employee. We attract and retain the best and brightest employees by providing exceptional wages and world-class benefits. And our retention rate is among the highest in the industry—96.4%. Learn why we are recognized as one of the best places to work and one of the fastest growing consulting companies.

Ranked #1 in KLAS for Epic Consulting 2016, Select Category



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