

INGRAM MICRO CLOUD FOR HEALTHCARE

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More as a Service™

PUBLIC SECTOR

Buying Season



Fiscal year: Jan-Dec
Procurement is need-based
and not seasonal.



6,000+

Hospital facilities across the United States

Top Purchasing Influencers

- Chief Medical Officer (CMO) - oversees facility's care delivery
- Chief Clinical Officer (CCO) - management & oversight of patient care
- Chief Experience Officer (CXO) - manages patient/provider relationship
- Chief Nursing Officer (CNO) - manages nursing & midwifery

Leading Purchase Influencers

- Healthcare Director - business decisions & strategic planning
- Hospital Administrative Director - oversees budgets & communication



Top Use Cases

- Clinical and operational excellence
- Effectively using healthcare data
- Secure platform
- Digital healthcare

Business, mission, and policy drivers:

- Security compliance
- Data management
- Backup and recovery
- Operational cost savings

Healthcare Cloud Spending:



\$86.4B

Total IT spending 2018
(globally)

29.6%

CAGR (2019-25)

Source: Global Market Insights (Sept 2021)

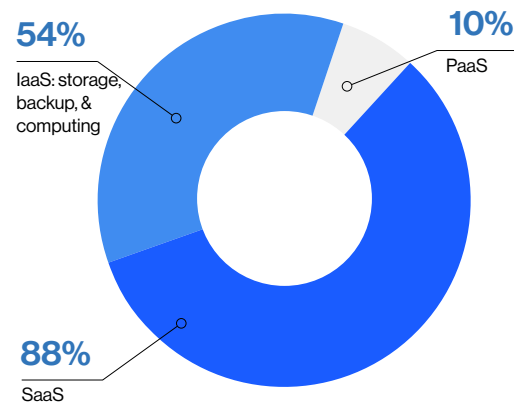
\$504.4B

by 2025 (projected)

\$28.1B

in 2020 in the United States

Healthcare cloud usage by category:



Source: TrueNorth (2021) <https://www.truenorthitg.com/cloud-computing-in-healthcare/>

Top Healthcare Acronyms

- **ACO** - Accountable Care Organization (Affordable Care Act incentives to improve outcomes)
- **EHR** - Electronic Health Record (digitized personal health record accessed on a computer)
- **EMR** - Electronic Medical Record (individual medical instances recorded in digital format)
- **HIE** - Health Information Exchange (a method of transferring patient medical information)
- **HIPAA** - Health Insurance Portability and Accountability Act (federal protections for personal health information held by covered entities)
- **PHI** - Protected Health Information (individual health information protected by HIPAA)
- **PACS** - Picture Archiving and Communications Systems (management and archival of X-rays, MRIs, CTs, etc)
- **DICOM** - Digital Imaging and Communications in Medicine (standard file structure for Radiology and PACS images)

✓ AWS meets federal security & compliance concerns:

Supports: PCI-DSS, HIPAA/HITECH, FedRAMP, GDPR, FIPS 140-2, and NIST 800-171, more.

✓ AWS supports hybrid cloud environments:

Healthcare Institutions can use the same infrastructure, services, APIs, and tools wherever they are needed from the cloud, to on premises, and to the edge.

Scenario/Challenge	Solution Set	AWS Service
Costly, outdated on-premise storage solutions without the agility and availability needed to scale for performance	Storage	Amazon S3
PACS (Picture Archiving and Communication System) systems are responsible for petabyte-scale medical images	Storage	Amazon Snowball
Workflow automation for scanning documents, forms, patient data	Machine Learning	Amazon Textract
Capture metadata from photos for more informed data extraction on images or videos	Machine Learning	Amazon Rekognition
Automate the parsing of important medical information to extract deeper insights	Machine Learning	Amazon Comprehend Medical
Automating the clinical documentation process for physicians	Machine Learning	Amazon Transcribe Medical
Transforming large amounts of data (in accordance with HIPAA)	Data & Analytics	Amazon HealthLake
Process vast amounts of data from open source tools to automate time-consuming big data tasks like provisioning capacity	Data & Analytics	Amazon EMR

💬 Healthcare Engagement Questions

- **What enterprise applications and data sets have you migrated to cloud services already?**
- **Are these applications and data sets deployed on on-premise, public, or hybrid cloud platforms?**
- **Are there additional enterprise services, applications, and data sets that you are looking to migrate to the cloud?**
- **Are there other campuses, departments, or data centers looking to transition to cloud services?**

Ingram Micro Cloud

- U.S. owned company
- Focus on Partner Enablement, we do not compete with our partners
- 200+ AWS Certifications
- Pro Services, BI tools, Capture/RFP support, and Contract Alliance Program
- Migration competency
- Well-Architected partner
- Certified APN Training Partner
- Pro-services assessments to implementation