



AWS Connectivity for Healthcare Organizations

Challenge

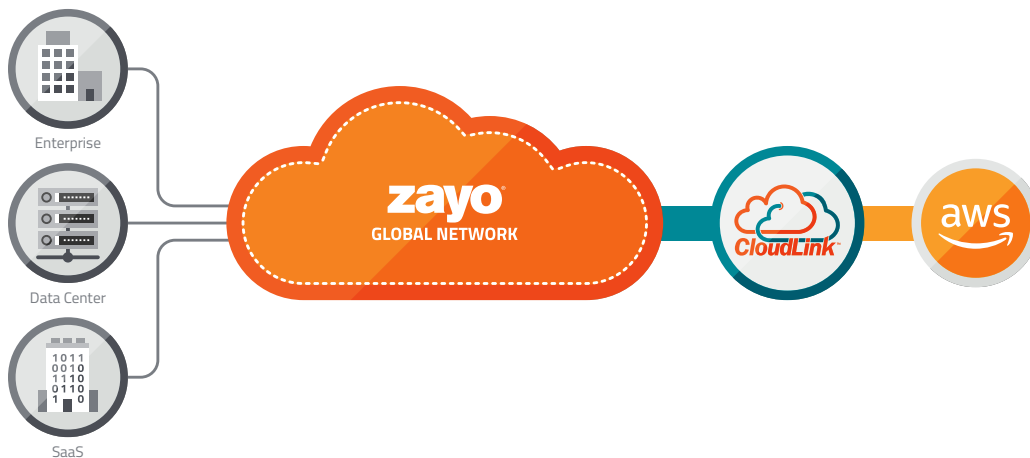
The healthcare industry of today is undergoing a massive digital transformation as hospitals, clinics and providers, all modernize their IT infrastructure and operations. Healthcare organizations are in need of a private connectivity solution to safeguard their patient data and software tied to time-sensitive, life-saving operations.

These organizations have strict requirements & regulations (HIPAA & PHI) when it comes to secure, high-performance connections to Amazon Web Services (AWS).

- According to Forrester Research, healthcare organizations struggle to accelerate their digital transformation journey.¹
- Forrester suggests, "Cloud adoption is changing the way that healthcare organizations work by allowing them to develop new capabilities to serve their customers."¹
- Roughly 65 percent of healthcare organizations in a recent study currently utilize the cloud or cloud services. Much of the usage leans toward clinical application and data hosting, data recovery and backup, and the hosting of operational applications.²
- Healthcare organizations have become accustomed to leveraging the cloud for its obvious benefits, including flexibility and scalability in response to dynamic workloads and agility in new application development and deployment.¹

Solution

- ➔ **CloudLink by Zayo** is an AWS Competency partner enabling the healthcare industry to connect to AWS directly, securely and reliably.
- ➔ **AWS Direct Connect** is a cloud service solution that makes it easy to establish a dedicated network connection from an enterprise's premises to AWS. Using AWS Direct Connect, healthcare organizations can establish private connectivity between AWS and their hospitals, clinics, data centers, office locations or colocation environments. CloudLink combined with AWS Direct Connect reduces network costs, increases bandwidth throughput and provides a more consistent network experience than internet-based connections.



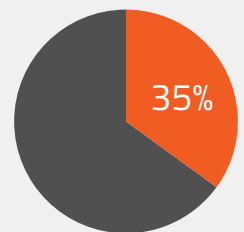
1. <https://www.healthcareitnews.com/news/healthcare-multi-cloud-moving-laggard-leader>

2. https://www.himssanalytics.org/sites/himssanalytics/files/Cloud%20Study_2017%20Snapshot.pdf

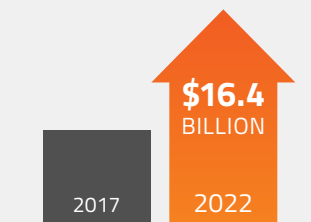
3. <https://www.beckershospitalreview.com/healthcare-information-technology/report-healthcare-industry-leads-in-cloud-adoption.html>

4. <https://hitinfrastructure.com/news/healthcare-cloud-computing-market-to-see-22-cagr-through-2022>

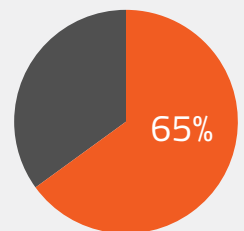
At a Glance



35 PERCENT OF HEALTHCARE ORGANIZATIONS HOUSED MORE THAN 50 PERCENT OF THEIR DATA OR WORKLOADS IN THE CLOUD.³



THE GLOBAL HEALTHCARE CLOUD COMPUTING MARKET IS FORECASTED TO INCREASE BY \$16.4 BILLION FROM 2017 TO 2022.⁴



65 PERCENT OF HEALTHCARE ORGANIZATIONS CURRENTLY UTILIZE THE CLOUD.²



Partnership

Why CloudLink by Zayo for AWS Direct Connect?



Zayo has a presence in 100% of North American AWS on-ramp locations — over 50 in total.



CloudLink by Zayo has been connecting customers to AWS via Direct Connect since 2011 and is an AWS Direct Connect Network Infrastructure Competency Partner.



Zayo gives customers access to emerging technology to connect to AWS.



As a healthcare connectivity industry leader, Zayo serves four of the five top U.S. health insurance providers, 209 health systems and medical groups, and 50 percent of the top 10 global healthcare companies.



Use Cases

Healthcare organizations implement CloudLink to improve the performance and security of applications, data, and workloads hosted in AWS, including storing sensitive patient record data, running clinical operations software and maintaining a HIPAA compliant cloud infrastructure.



WORK WITH LARGE DATA SETS:

- Support health-tech IoT applications, including wireless health monitoring and medical robotics with reliance on sensors tied to remote patient monitoring
- Maintain connected health-tech device performance between patients, doctors, hospitals and AWS
- Prevent patient record leakage with AWS's scalable storage
- Store, analyze and use large amounts of data to positively impact the patient population



IMPROVE CONNECTIVITY TO AWS:

- Realize lower latency through direct, predictable connections
- Control how data & workloads are routed from hospitals and clinic locations to AWS
- Achieve a consistent network experience to improve end-user experience



OPTIMIZE COSTS & LOWER EGRESS FEES:

- Lower monthly egress bills by about 3x with a dedicated connection
- Quickly determine better patient outcomes by accessing needed data at an optimized cost
- Combine the elasticity & economic benefits of AWS with owned infrastructure



SATISFY REGULATORY REQUIREMENTS:

- Satisfy security and regulatory requirements by using private connectivity to maintain control of protected patient data and cloud-based medical applications
- Bypass the public internet to avoid threats of network hijacking on sensitive patient information
- Utilize AWS for data recovery and backup to ensure vital records are not lost

ABOUT ZAYO

Zayo's team of dedicated subject matter experts have deep experience ready to serve you. We're committed to providing you with resilient and customized solutions that meet your needs.

ABOUT AWS

For over 12 years, Amazon Web Services has been the world's most comprehensive and broadly adopted cloud platform. To learn more about AWS, visit <https://aws.amazon.com>.