

# Accelerating Connected Healthcare Benefits

NHS Foundation Trust modernises IT estate with cost-neutral Cisco Capital solution

Customer Name: **Warrington and Halton Hospitals NHS Foundation Trust**

Industry: **Healthcare**

Location: **UK**

## Business Challenge

- Progress digital hospital plans
- Remain within budget and procurement policy

## Solution

- Campus-wide IT refresh based on Cisco networking, wireless and collaboration
- Cisco Capital Finance Lease, keeping assets on balance sheet with nothing to pay for six months and costs spread over five years

## Business Results

- Prevented phased deployment, realising full benefits of connected healthcare in year one
- Avoided need to request budget from other departments
- Paid no more than if buying with cash



“There’s clear value in engaging with Cisco Capital. The alternative would have been a much slower rollout. This way we are able to purchase all the required technology immediately. By purchasing all the technology in one go and paying over a number of years we now get full Cisco technology benefits straightway.”

Jason DaCosta, Director of Information and IT, Warrington and Halton Hospitals NHS Foundation Trust

## Business Challenge

When it comes to carefully managing budgets, healthcare providers have it down to an art. Doing more with less is common place in an industry having to deal with ever-stretching targets, rising demand for services and a population that’s living longer.

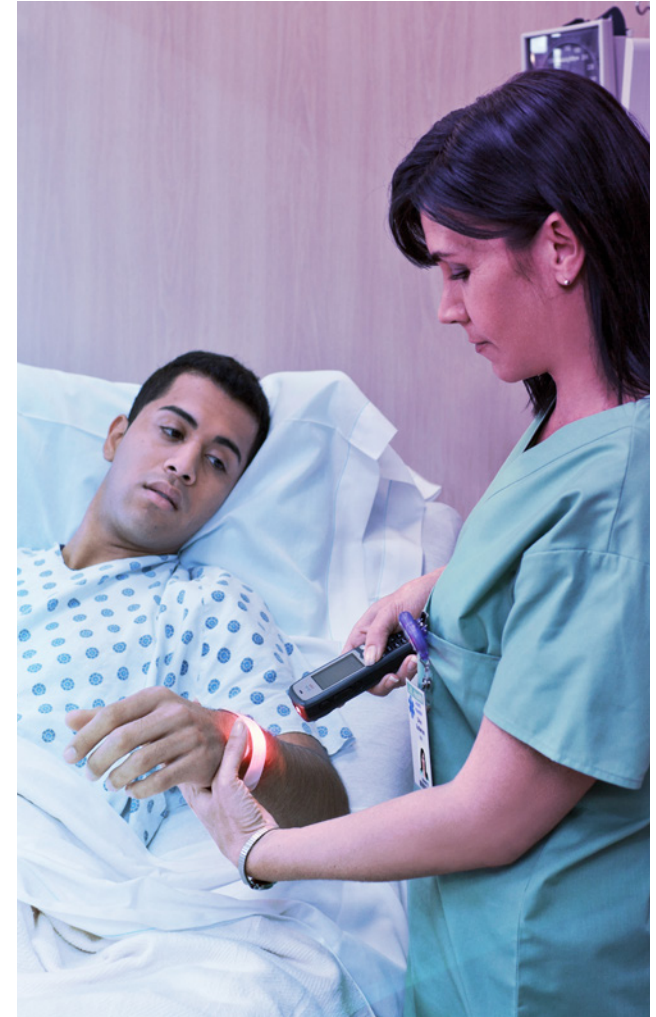
**“The challenge is continually finding new ways of working,”** says Jason DaCosta, director of information and IT at Warrington and Halton Hospitals NHS Foundation Trust. **“It’s about IT enablement, connecting nurses and doctors with real-time information and extending care to the bedside so they can spend more time with patients.”**

Separated by 10 miles, the two hospitals have 4,100 staff and care for over 500,000 patients. The Trust tendered for a state-of-the-art fixed and wireless infrastructure: a converged platform to replace legacy phone systems with feature-rich collaboration tools.

## Solution

Cisco® technology was chosen for that LAN, WAN and voice estate refresh, which was acquired using a Cisco Capital® Finance Lease. **“We applied equal weighting on technical ability and price,”** says Alison Parker, head of procurement. **“Cisco Capital helped us make an informed decision. They assisted with the financial figures and a complete cash flow analysis. We made sure the solution was cost neutral, in other words that the Cisco technology would not cost any more than if we’d bought it for cash.”**

As well as covering Cisco switches, wireless infrastructure, and servers, the finance lease also extends to other components. These elements include licensing costs for Cisco Unified Workspace, WebEx® Meetings and Unified Contact Center, along with Cisco Identity Services Engine for secure bring-your-own-device and Cisco Prime™ Infrastructure for simplified management. The project also involved significant re-cabling at both sites.





## Business Results

To ease migration and cash flow, Cisco Capital offered a six-month payment holiday, with remaining payments spread over five years. To help ensure compliance, the debt is shown as on balance sheet, and at the end of the contract term, the Trust has the option to take ownership of the assets for a nominal sum.

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Those benefits include a digital transformation plan that’s now firmly within reach. Accident & Emergency is a good example. Previously, staff spent over 30 per cent of their time locating colleagues, in many cases leaving phone and pager messages. Not any more. Equipped with tablets loaded with the Cisco WebEx client, doctors and nurses can quickly see availability and communicate via instant messaging or voice.

Other key tasks, such as shift handovers, are more efficient and easier to manage. In the community, outreach teams can complete administration and work virtually, reducing travel and time spent on-site. And that’s only the start. The Trust plans to use its Cisco IT environment to introduce e-Medicine, allowing wireless devices to validate patients’ identity before administering prescribed drugs. The Trust is also piloting giving patients with hypertension greater control and self-management of their condition to eliminate the need to visit hospital for routine procedures.



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[www.ciscocapital.com/emea](http://www.ciscocapital.com/emea)