

## OVERVIEW



Healthcare is one of the fastest growing segments in the digital universe<sup>1</sup>



The amount of data generated per hospital in 2015<sup>2</sup>



Total records of the average hospital<sup>3</sup>



### PACS Applications

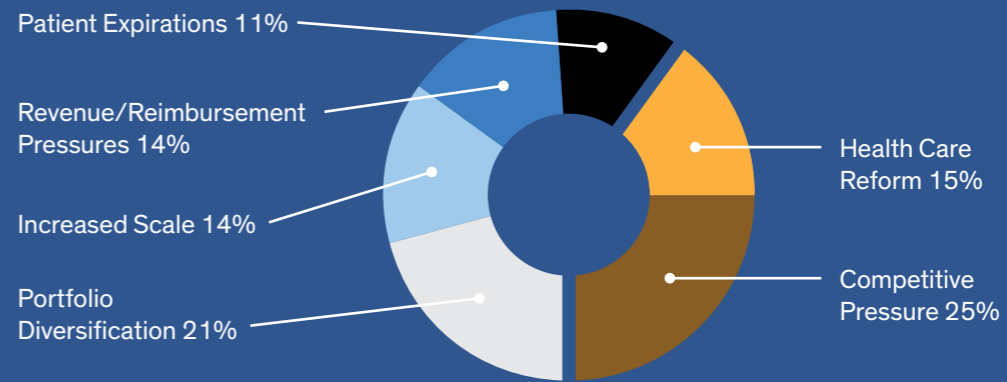
One 3D CT scan consumes 1 GB of storage<sup>5</sup>

## DRIVERS

### Mergers & Acquisitions

**50%** of health systems are projected to be on second-generation technology by 2020

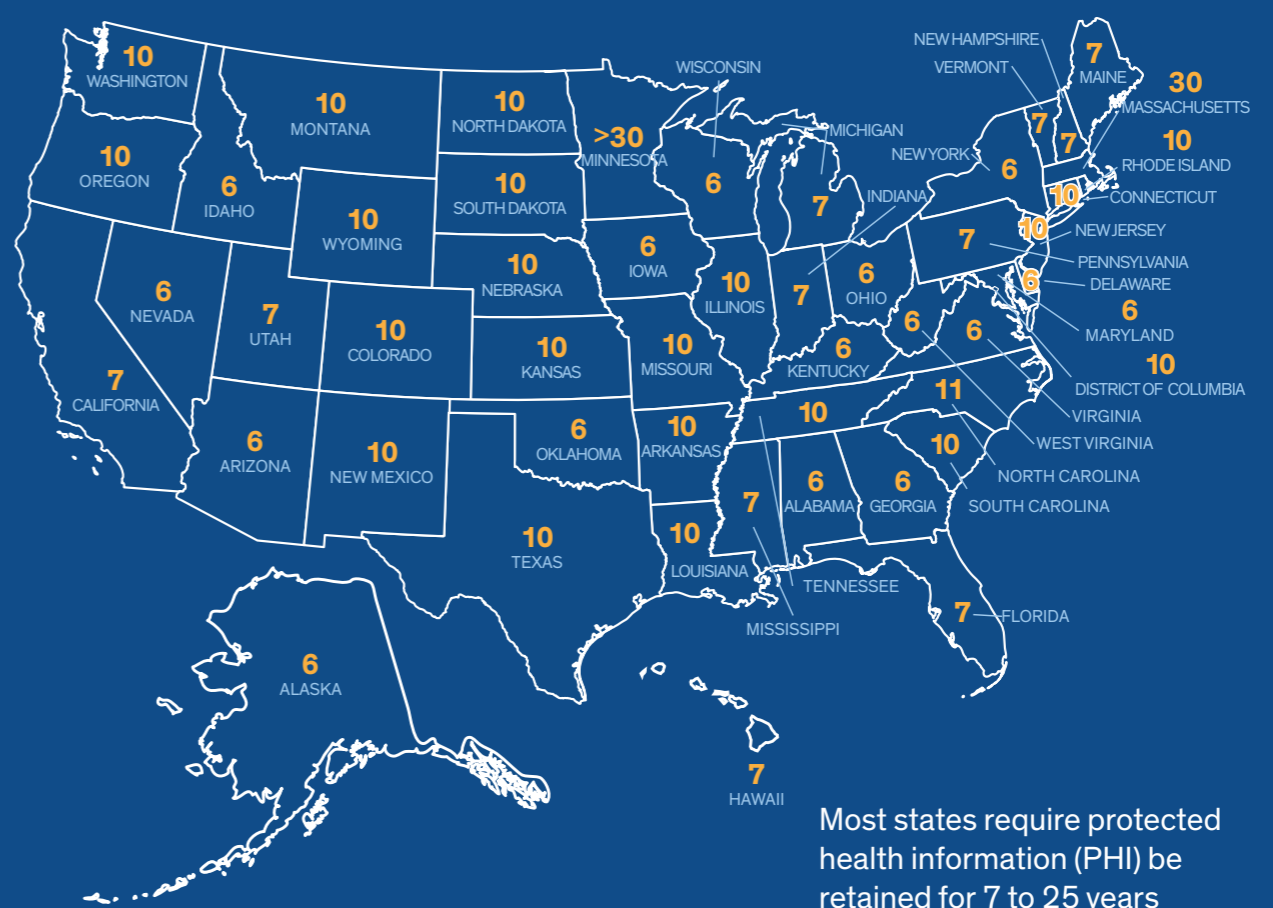
### M&A KEY MOTIVATING FACTORS – ARCHIVAL EMPHASIS



**60%** of healthcare based M&A motivating factors are tied to key data archival considerations, data requirements, and areas of potential ROI.<sup>6</sup>

### Legacy System Retention Requirements

### FEDERAL MINIMUM MEDICAL RECORD RETENTION PERIODS FOR RECORDS BY HOSPITALS



### Legacy System Sunsetting and IT Portfolio Consolidation

### CLINICAL SYSTEM COMPLEXITY

#### Patient Services | EHR | LIS | PACS | Diagnostic Software

	PHYSICIAN GROUP #1	PHYSICIAN GROUP #2	PHYSICIAN GROUP #3	PHYSICIAN GROUP #4
Revenue Cycle Management System	emdeon	NaviNet	Allscripts	NaviNet
Electronic Health Record	Allscripts	eClinicalWorks	NEXTGEN HEALTHCARE	athenahealth
Practice Management System	GE Healthcare	SIEMENS	Allscripts	GE Healthcare
Laboratory Information System	MEDICIT	MEDITECH	AXOLOTL HEALTHCARE CONNECTED	MCKESSON
Radiology Information System	MCKESSON	stryker	NOVARAD	MCKESSON
Picture Archiving System	GE Healthcare	stryker	NOVARAD	ScImage

## BENEFITS OF HEALTH DATA ARCHIVAL



**90-95%** savings through archiving data compared to maintaining system licenses and infrastructure



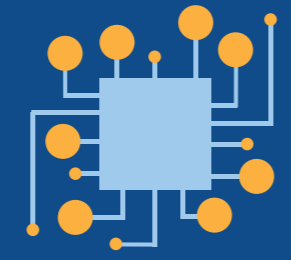
**Minimize Risk**



**Simplify Access**



**Consolidate Data**



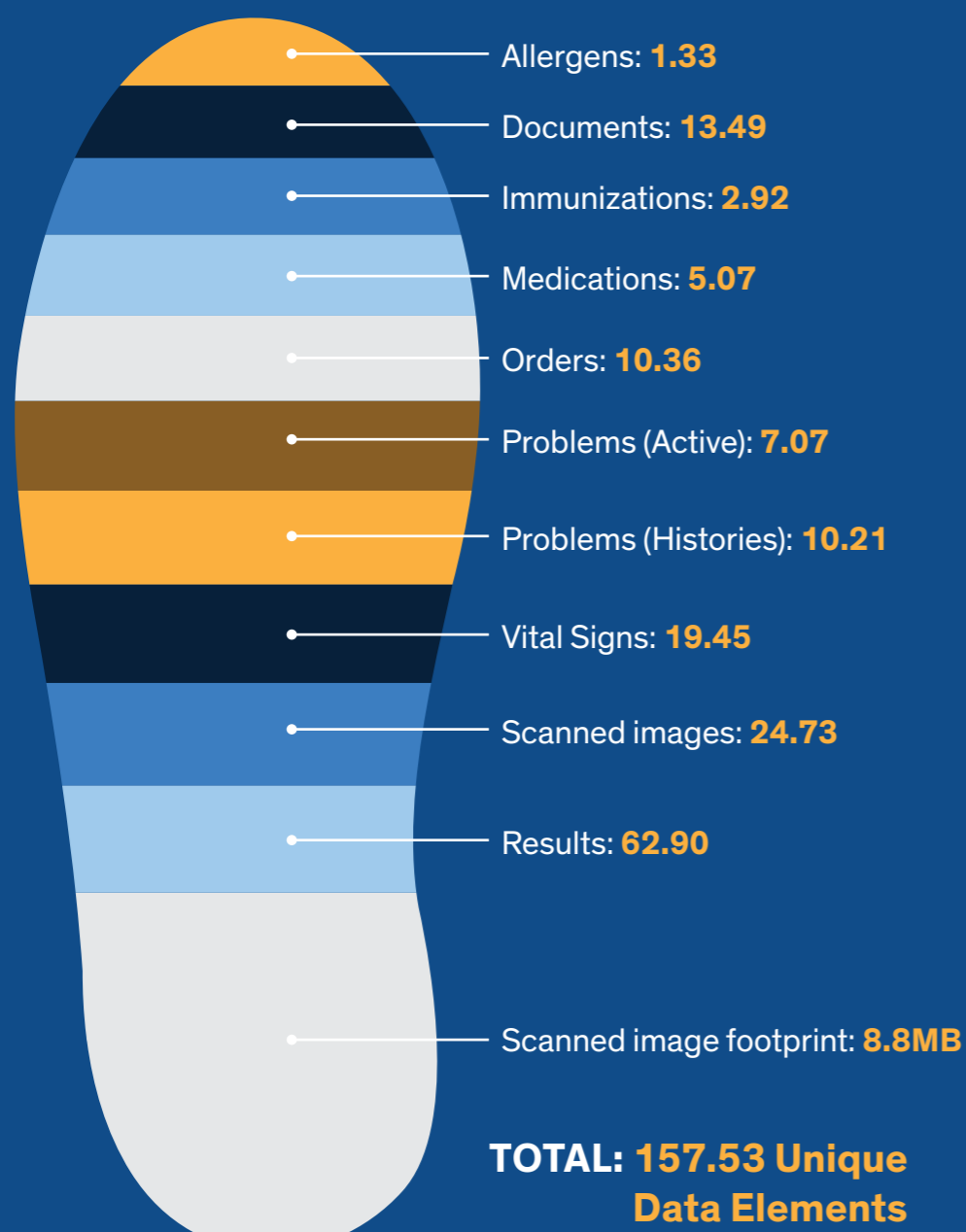
**Ensure Compliance**

## AVERAGE PATIENT DIGITAL FOOTPRINT

### Assumptions

**6 years of data** | Total population: **165,399**  
Average patient age: **49**

### Clinical Data Elements (Per-Patient Averages)



## VCO ARCHIVAL

Complete access to all legacy data. Anytime, anywhere, and all in one place.