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Selling Ivanti for Healthcare

Better IT Management, Better Patient Care		
Trends/Pressures/Imperatives	Featured Solutions from Ivanti	Featured Ivanti Success Stories
Securing Against Cyber Attacks: Healthcare organizations are especially vulnerable to cyber attacks and are amongst the most common victims of ransomware and malware attacks. Research by the Ponemon Institute estimated the average cost of a data breach for healthcare organizations to be more than $2.2 million.[1]	**Ivanti Endpoint Security Solutions** protect patient data against even sophisticated threats with solutions ranging from patch management, application control, device control, and privilege management.	**21st Century Oncology** 21st Century Oncology **saved thousands of hours a year in technician and resolution time,** achieving a 2x ROI with Ivanti Endpoint Security for Endpoint Manager.
Managing and Updating User Devices including Computers on Wheels (COWs): All devices, including shared-use endpoints, need to be securely connected and have the latest applications, access controls, and tools for reliable, efficient, and seamless access.	**Ivanti Endpoint & Workspace Management** is the cure for user experience pains. Discover endpoints without the headaches, ease Windows 10 migrations and maintenance, isolate and remediate cybersecurity attacks with Ivanti Endpoint Security Solutions integration, and automate onboarding and offboarding. Improve patient care with personalized workspaces regardless of platform or device and faster logon times to serve patients swiftly.	**NHS** Bolton NHS Foundation Trust migrated to a new Windows version **using 30% less staff** with Ivanti Environment Manager.
Availability of Critical Systems and Applications: Healthcare customers need to avoid potentially life threatening consequences when clinical applications are not highly available.	**Ivanti IT Asset Management** provides healthcare IT teams with a centralized view of assets, plus the ability to better manage IT investments across the entire lifecycle and help meet compliance mandates to serve patients uninterrupted.	**Advocate Health Care** Advocate Health Care can now inventory and **support six times as many machines with less time and overhead costs** with Ivanti IT Asset Management Suite.
Ensuring Clinician Productivity and Quality of Care while Delivering Value: Healthcare facilities face more and more pressures with declining revenue, increasing costs, regulatory fines, and reduced time with patients.	**Ivanti Service Manager** can automatically and efficiently triage and route critical IT issues using an intelligent virtual support agent (VSA), powered by artificial intelligence, so clinicians can quickly resume patient care.	**Akron Children's Hospital** Akron Children's Hospital **boosted first-call resolution rate from 75% to 82%** using Ivanti Service Manager.
Maintaining HIPAA-compliance while Controlling Costs: Healthcare organizations need to optimize the performance and value of critical IT assets while facing complex and high stakes challenges for securing protected health information (PHI).	**Ivanti Reporting and Analytics** helps healthcare IT teams cut through the mass of data to gain critical insights that help improve patient care and meet compliance mandates. Spot trends, risks, and financial impact to respond at a speed that parallels the response time needed in the most critical of healthcare services.	**Arden&GEM** Arden & Gem saw their **reporting overhead costs drop 60%** using Ivanti Xtraction's near real-time reporting.

Ivanti's Prescription for IT Health may be just what your customers need.

Learn more at:
https://www.ivanti.com/solutions/industry/healthcare

or

Contact your Ivanti Channel Account Manager today.

[1]"Sixth Annual Benchmark Study on Privacy & Security of Healthcare Data," Ponemon Institute, May 2016

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