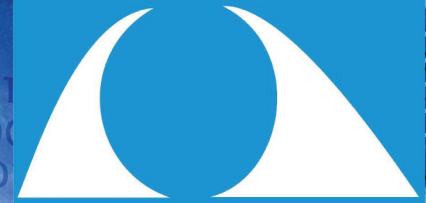


Case Study

**SANKARA
NETHRALAYA**



Industry : Healthcare
Headquarter : Chennai
Solution : Enterprise Cloud Service
Outcome :

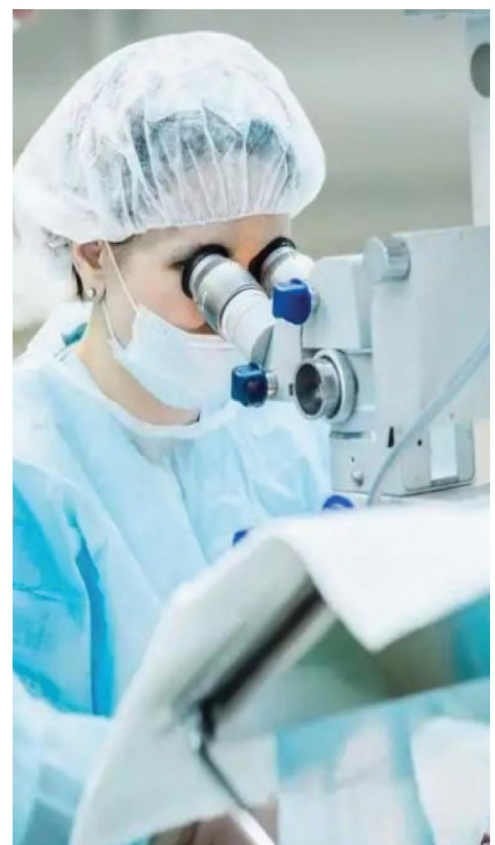
- 40-45% cost savings
- Pay per use model

About Sankara Nethralaya

Sankara Nethralaya is a 42 year old organisation largely focused on providing India-centric health eye care. The hospitals are largely in Chennai and Kolkata with newer satellite centers in Tirupati and Tirunelveli. It has 1500 employees in and around 12 locations and is one of the largest eye care providers in India with the best doctors in the country. Across all Sankara Nethralaya, the hospital treats approximately 2,50,000 patients every year.

Challenges for Sankara Nethralaya

- Sankara Nethralaya, a leading healthcare provider has patient safety and well-being as its top priority. They were looking for a partner who could deliver scalable IT infrastructure to support their dynamic business needs.
- In a healthcare organisation risk needs to be managed differently since it is not just revenue that is at stake, but also saving patient lives as well. Sankara Nethralaya wanted to ensure that they have the highest levels of continuity of service and were looking for the best in class DR solution provider.
- As per the Government compliance regulations all healthcare organisations should have data protection as one of their utmost priority. Medical records need to be stored for a very long period and also easily accessible for any future references. They were looking for a solution provider who could provide long term archival coupled with easy accessibility.





“ Thanks to NxtGen, we are high on compliance and due diligence on data security as far our applications are concerned. The integrity of our IT security too has never been compromised thanks to the NxtGen services.

We managed to save 40 – 45% of IT spend with NxtGen. ”

S. CHANDRA MOULI,
Chief Technology and Information Officer,
Sankara Nethralaya Medical Research Foundation

The NxtGen Solution

- NxtGen’s Enterprise Cloud Services delivered Sankara Nethralaya an on-demand and scalable IT infrastructure thereby ensuring a 100% availability all times. With this infrastructure in place, Sankara Nethralaya could now continue to focus on serving their patients better without worrying about any IT infrastructure availability issues.
- Sankara Nethralaya has their applications deployed on-premise at their Chennai location. NxtGen’s disaster recovery solution

enables Sankara Nethralaya to maintain and quickly resume mission critical functions in case of a disruption to their primary site. The DR solution from NxtGen helps Sankara Nethralaya build adequate IT resilience and be prepared for such events.

- With NxtGen’s Data Protection as a Service, Sankara Nethralaya can now securely archive their medical records as per the Government norms and access the data quickly for any future references.

The Outcome

- NxtGen’s pay-per-use model provided a cost effective and high-performance solution to Sankara Nethralaya. NxtGen’s Enterprise Cloud Services provided a 40-45% savings on their total IT spend along with guaranteed availability of services at all times.
- NxtGen’s DPaaS solution ensured Sankara Nethralaya could meet their compliance regulations and could retrieve their archived data whenever they need.