

## When Seconds Count, Medical Imaging Leaders Choose UDO™

### QuickView

**Organization:**  
AMICAS

**Industry:**  
Medical

**Application:**  
Data security and retention

**Solution:**

- > Plasmon UDO™ archive solutions including:
- > Plasmon™ G638 Library
- > Plasmon UDO™ drives
- > Plasmon UDO™ WORM media

**ROI:**

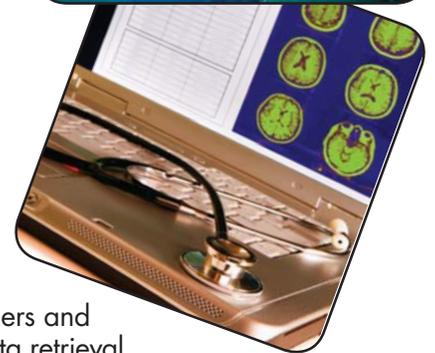
- > Authentic, permanent retention of critical data
- > Ongoing, rapid access to information
- > High reliability, high capacity
- > Low total cost of ownership

AMICAS, Inc. is a leader in radiology, medical imaging and information management solutions, providing its solutions to radiologists and clinicians who use the company's Web-based Picture Archiving and Communication System (PACS) to store critical patient data, including MRI scans, ultrasounds, CAT scans, mammograms and radiographs. Additionally, AMICAS offers a Radiology Information System (RIS), an enterprise document management solution, and comprehensive revenue-cycle management capabilities — providing a complete, end-to-end IT solution for imaging centers, ambulatory care facilities and radiology practices.

With its customers relying on AMICAS to help them store highly confidential medical records for patient care and to help them meet HIPAA regulations, it was imperative that AMICAS be prepared with the latest technologies to offer safe storage and ready access to needed information.

### Background

Historically, AMICAS customers have relied on tape to store medical records and images. In an effort to provide additional storage options for its customers, AMICAS sought to find an alternative solution that would meet the regulatory compliance needs of its customers and provide permanence, authenticity and fast data retrieval — all at the low total cost of ownership that is critical for the medical industry.



Plasmon gives us more capacity to keep data onsite and at the same time make a second copy that we store offsite for disaster recovery purposes”

### Dan McBride

Information Technology and Security Officer  
Newman Regional Health

### Solution

After talking with customers, AMICAS learned of Plasmon's UDO™ (Ultra Density Optical) medical archive solutions that help businesses mitigate risk by enabling data to be retained, rapidly accessed and authenticated throughout its entire lifecycle. AMICAS found that Plasmon's archiving solution offered not only accommodation for exponential growth, but also UDO™ media that required less long-term maintenance. Additionally, Plasmon's cost-saving solution was a perfect fit for AMICAS customers, since many of them face IT budget constraints.

Newman Regional Health of Emporia, KS, was the first AMICAS customer to implement the Plasmon solution. Newman wanted new, more reliable media that would allow for permanent copies of its PACS images.

"Plasmon gives us more capacity to keep data onsite and at the same time make a second copy that we store offsite for disaster recovery purposes," said Dan McBride, Information Technology and Security Officer for Newman Regional Health. "This was the long-term archiving solution we were looking for to provide us with easy data retrieval and fast turnaround time for radiologists."

The Plasmon solution provides primary, onsite storage at a customer's location that allows the immediate access to patient records vital to saving lives during an emergency. Additionally, a second copy of UDO media is maintained offsite as part of a comprehensive disaster recovery plan, resulting in a significant cost benefit.

"Plasmon has a proven track record of providing both primary and secondary storage with the reliability of its libraries and the robustness of the media," said Catherine Donohue, Product Manager for AMICAS. "Plasmon's UDO Library provides AMICAS with a stable, cost-effective solution with the capability to store large amounts of data on a single piece of removable media."

## Results

"We have achieved our goal to broaden and improve our archive offerings and provide our customers with an effective long-term data-retention solution. Plasmon made the transition simple. They came in and assisted with the initial setup, and we were up and running in no time," Donohue said. "The UDO library works well with our storage manager and is poised to make life easier for our customers' IT departments. The Plasmon archive solution has already been well-received since its introduction to our PACS offering last year."

Data migration to UDO is easy, because AMICAS has a service built into its storage manager. The AMICAS Archive Server Manager enables IT department managers to view all the media in an installed library, identify when the last copy was produced, understand what is being accessed and project capacity requirements. It has made the archiving process painless.

"Radiologists at Newman Regional Health access data daily and since Plasmon has been installed we have not had a single problem, which helps our radiologists and can mean life and death for patients," McBride said. "The Plasmon solution has proven to be an extremely user-friendly and reliable archival solution. Migrating to Plasmon was the right choice for Newman Regional Health."



*When seconds matter, a reliable user-friendly archive solution is a business requirement.*

Alliance Storage Technologies, Inc. offers the only enterprise-class archive solution that ensures data permanence, authenticity, access, longevity and removeability, at the low total cost of ownership that businesses demand.

UDO is a registered trademark of ASTI

ASTI is ISO 9001 certified



Alliance Storage Technologies, Inc.  
4960 Centennial Blvd  
Colorado Springs, CO 80919  
Tele: 719-593-7900 Fax: 719-593-4164

[www.alliancestoragetechnologies.com](http://www.alliancestoragetechnologies.com)