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Connectria Delivers an IBM Beacon Award Winning Solution Based Upon PureFlex

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Connectria, an IBM business partner, was recently awarded a 2014 IBM Beacon Award for Outstanding Expert Integrated Systems Solution in PureSystems Category. IBM Beacon Awards recognize IBM Business Partners for driving business value with smart, innovative solutions. Here, in a guest post from Connectria Hosting President Rich Waidmann, is their story.

Connectria has a long history hosting IBM technologies, beginning in 1998. As a committed IBM partner, Connectria has steadily increased its IBM expertise and business, hosting hundreds of IBM environments around the globe.

Over the years, Connectria has developed and continues to grow particular expertise with the POWER Systems running AS/400 and AIX in both dedicated and cloud production environments.

When the IBM **PureFlex** was introduced two years ago, Connectria recognized the distinct advantages offered by this new platform, including:

- The ability to allow for new workload growth at increased performance
- Improved scalability with reduced operating costs
- The ability to consolidate of disparate systems on a single platform

As a result, Connectria invested in the PureFlex system with the intent of hosting dedicated and cloud environments, as well as offering remote management services similar to our IBM i and AIX solutions. It wasn't long before Connectria was presented with a customer opportunity, **BioScrip®**, ideally suited for PureFlex.

BioScrip is a leading provider in comprehensive, cost-effective pharmaceutical and home care solutions. With over 2,100 employees and annual revenues exceeding $662 million, BioScrip's business is supported by a diverse range of IT platforms and technologies, which has become more complex due to an aggressive acquisition strategy. BioScrip decided to outsource its diverse IT infrastructure to a hosting provider, with a goal of substantially reducing operating costs while allowing them to focus upon their core business of pharmaceutical and home care solutions.

BioScrip's server consolidation requirements included 300+ servers, which predominantly included Windows / Linux / Intel servers, along with 10 IBM AIX and IBM i server environments.

In response to an RFP, Connectria proposed a private cloud solution using the IBM PureFlex Platform to be hosted at one of Connectria's HIPAA Compliant data centers. This solution also included an additional PureFlex environment located on-premise at BioScrip's offices, and managed remotely by Connectria, to be used as a Disaster Recovery environment for BioScrip.

Connectria was awarded the business, and its solution delivered on its promise of a mixed workload private cloud, integrating BioScrip's Windows, Linux, IBM i, AIX, Network and Storage Infrastructure into a single platform.

PureFlex's built-in expertise, integrated by design, and simplified experience allowed Connectria to deliver a cost-effective, tightly integrated solution to consolidate BioScrip's 300+ servers that worked "out of the box" within a very tight time-frame.

Within the first several months of implementation, BioScrip reduced their operating costs in excess of 30%, while achieving a 91% improvement in processing times of Patient Medical Records (reducing processing time from 64 minutes, to 5 minutes & 15 seconds).

Connectria is honored to have won a 2014 IBM Beacon Award and looks forward to ongoing customer growth leveraging superior PureFlex technology.

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In a commissioned study, Forrester Consulting describes how the adoption of integrated systems, prompts IT leaders to converge technical roles and adopt new processes for faster solution delivery. Learn how integrated systems can help you deliver solutions faster in this **Forrester Consulting Study**.

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About Rich Waidmann

Rich founded Connectria in 1996 and brings more than 30 years experience as a successful entrepreneur and senior manager of both Fortune 100 firms and technology start-ups. Rich began his career in sales with NCR Corporation (acquired by AT&T) and years later established companies ranging from Disaster Recovery Services to Enterprise Systems Management. Initially created as a technology consulting organization, Connectria evolved into managed hosting through the unique disaster recovery requirements of a client, Deutsche Bank, one of the world's largest financial institutions. Since then, Rich has led Connectria to become a profitable company with global reach. Rich holds a Bachelors of Science in Business Administration from the University of Missouri, and an MBA from Washington University in St. Louis.

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