



# **Tarmin GridBank: Healthcare Solutions**

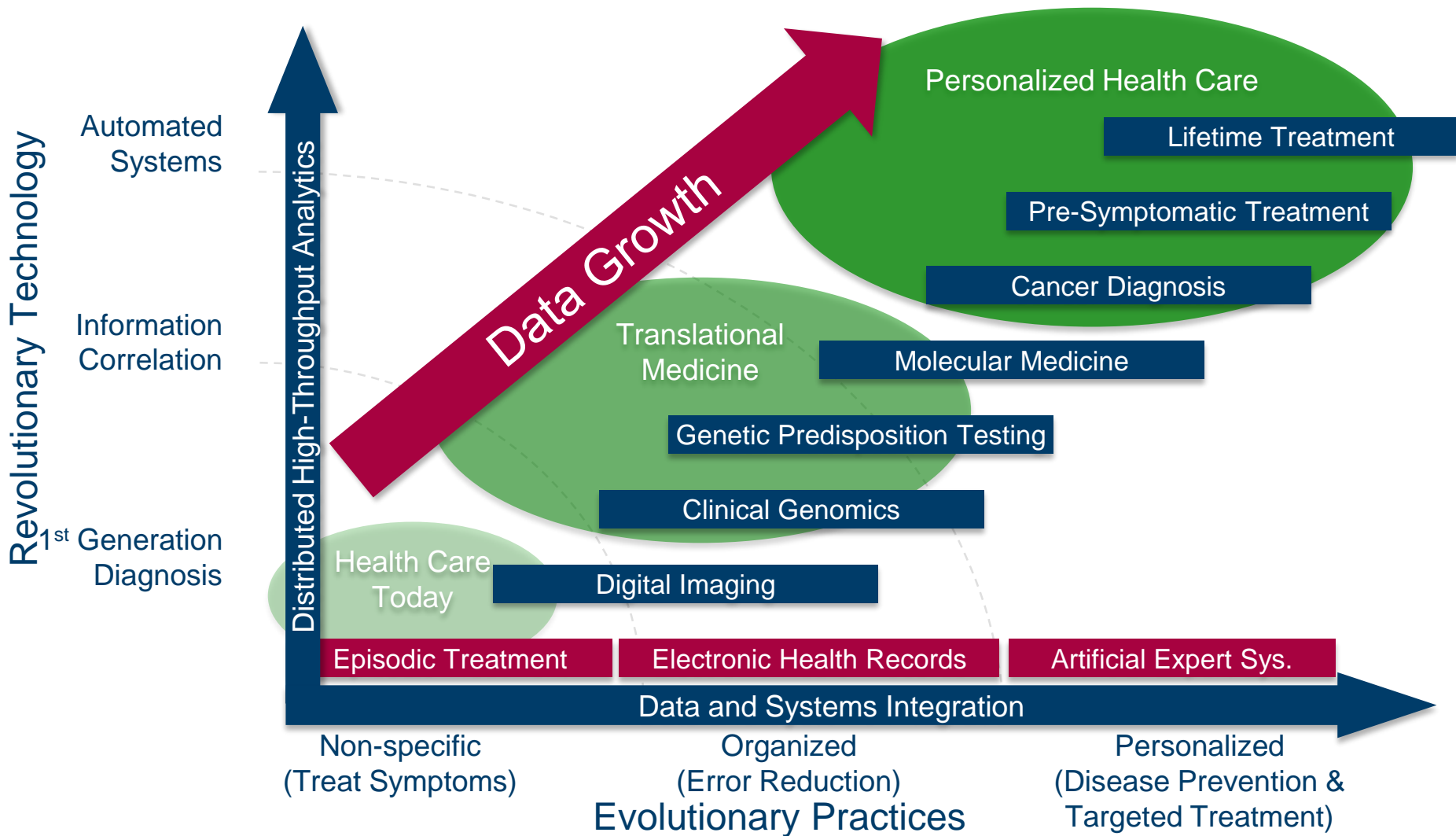
**Where Data Defines Value.™**

## About Tarmin

- Founded in 2007
- Corporate Headquarters: Boston, London
- Pioneer of Data Defined Storage
- Solution: GridBank Data Management Platform



# Transformation of Technology in Healthcare Drives Data Growth



# Healthcare Data Management Challenges

## High Performance

- Rapid access to diagnostic-critical data

## Reliable & Protected

- Continuous operation in the presence of faults

## Open & Interoperable

- Support heterogeneous PACS environments

## Massively Scalable

- Scale to very large, rapidly growing data sets

## Long Term Retention

- Retention requirements outlive hardware & media

## Multi-Facility

- Secure & scalable to other regions & disciplines

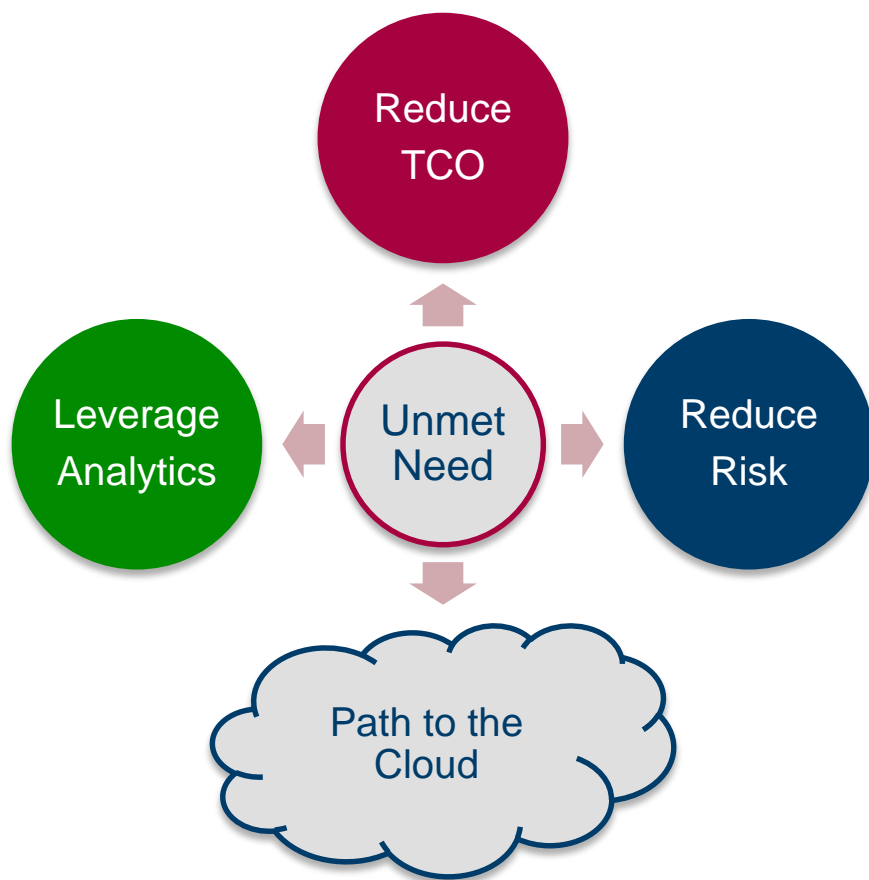
## Simple Administration

- Easy to manage & operate

## Cost Effective

- Long term affordability

# Customer Priorities



## Reduce TCO

- Reduce CAPX with no vendor lock in
- Constrain data growth & storage OPEX

## Reduce Business Risk

- Meet compliance & regulatory mandates
- Simplify storage & data management

## Leverage Analytics

- Drive new revenue streams
- Gain competitive advantage

## Path to the Cloud

- Simple, agile cloud migration model
- Transparent, non-disruptive transition

# GridBank Feature Set

## Reduce TCO

- Optimize Data Storage & Limit Volume Growth
- Reduce TCO with Data Consolidation
- Evade Data Silos with Media Independence

## Mitigate Risk

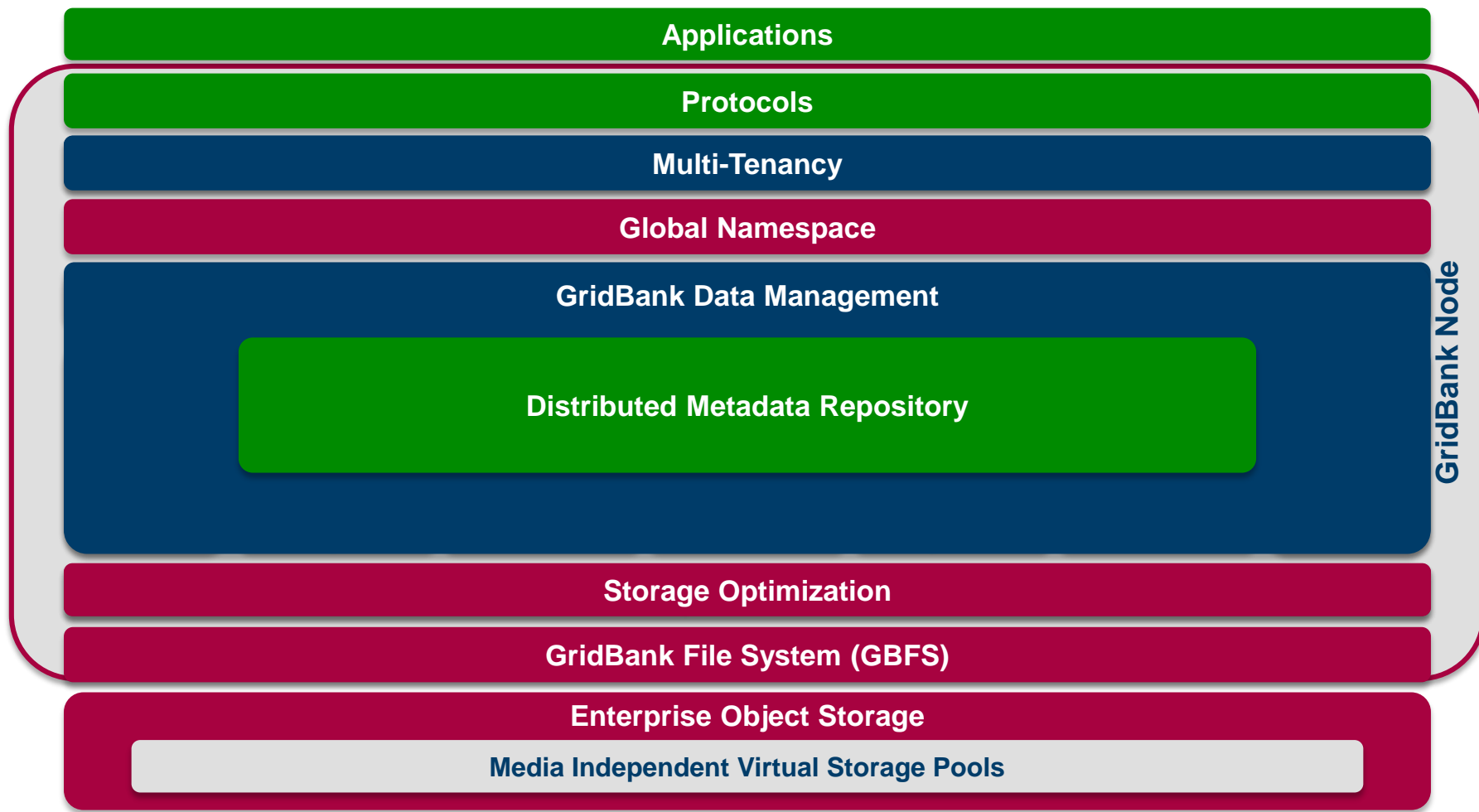
- Information Governance for Compliance
- AD-Integrated Security & Authentication
- High Availability Global Replication & BYOD

## Enhance Patient Outcomes

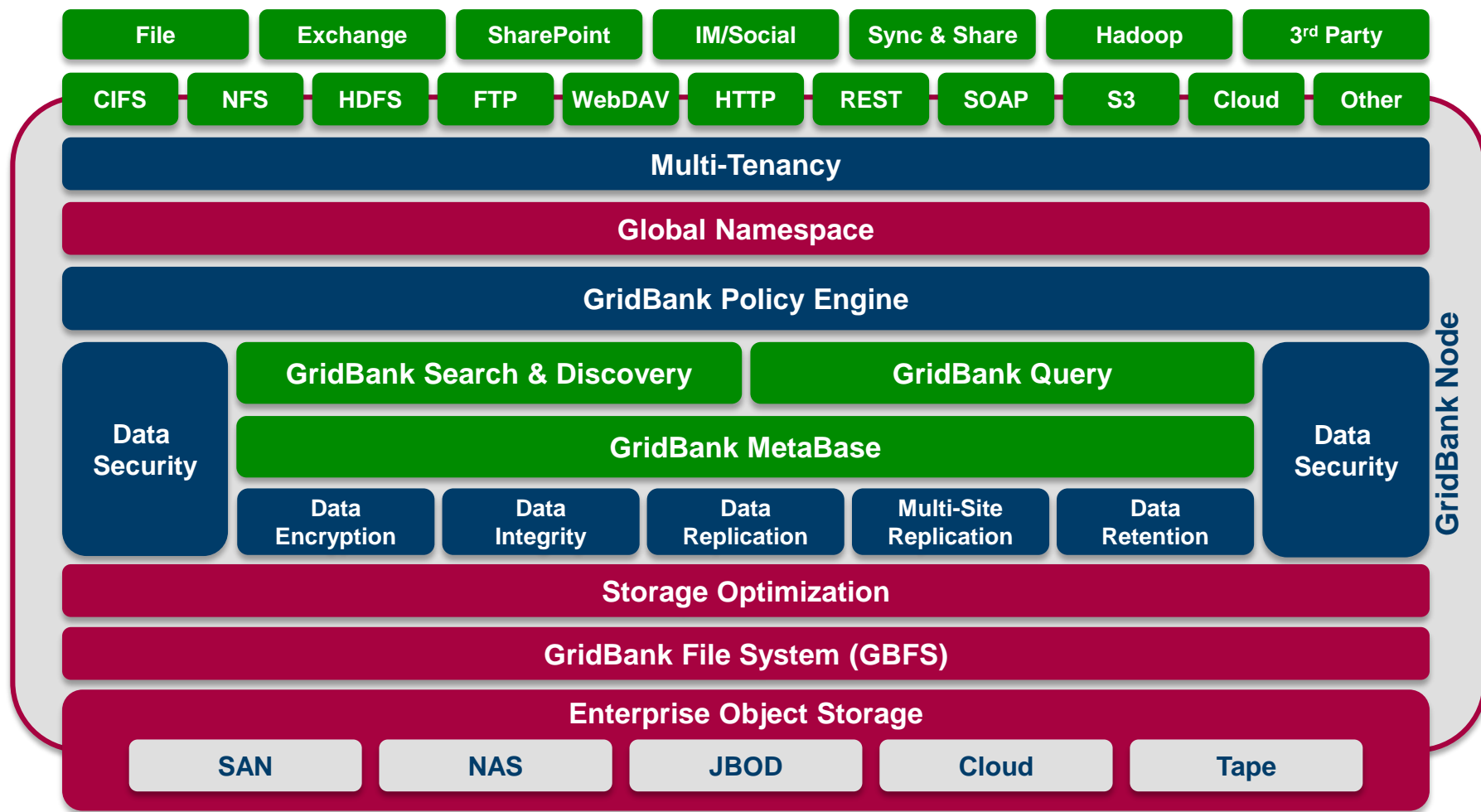
- Enterprise-wide Unified Search & e-Discovery
- On Demand Access to Business Critical Data
- Maximize Return on Data with Big Analytics



# GridBank Solution



# GridBank Solution





# GridBank File System for Reduced TCO

## Consolidated Infrastructure for Operational Efficiencies

- Eliminates storage silos
- Increases utilization
- Massively scalable to multi-PB

## Optimized Price Performance

- Distributed Object Dedupe & compression limits volume growth & footprint
- Flexible & dynamic multi-site features
- Automated, policy-based self-management

## Simplified Administration

- Easy to operate & centrally managed
- Fault tolerant & self-healing
- Improved FTE/TB ratio

# GridBank Data Management for Reduced Risk

## Data Governance

Policy-Based  
Retention  
Periods

Legal Hold for  
Litigation  
Proceedings

## Data Security & Integrity

Consistency  
Check Report

Tamper-Proof  
Storage

## Confidentiality

Prevent  
Unauthorized  
Access

Data  
Encryption

## Audit

Real-Time &  
Historical  
Audit  
Records

Object  
Insertion,  
Access,  
Deletion Audit

# GridBank MetaBase for Business Agility

## Understanding at the Data Layer

- Ingestion & indexing of over 550 types of file format
- Application archiving for Exchange, SharePoint & LOB applications
- Industry-specific file type modules for core verticals



## Accelerate Access to Critical Data

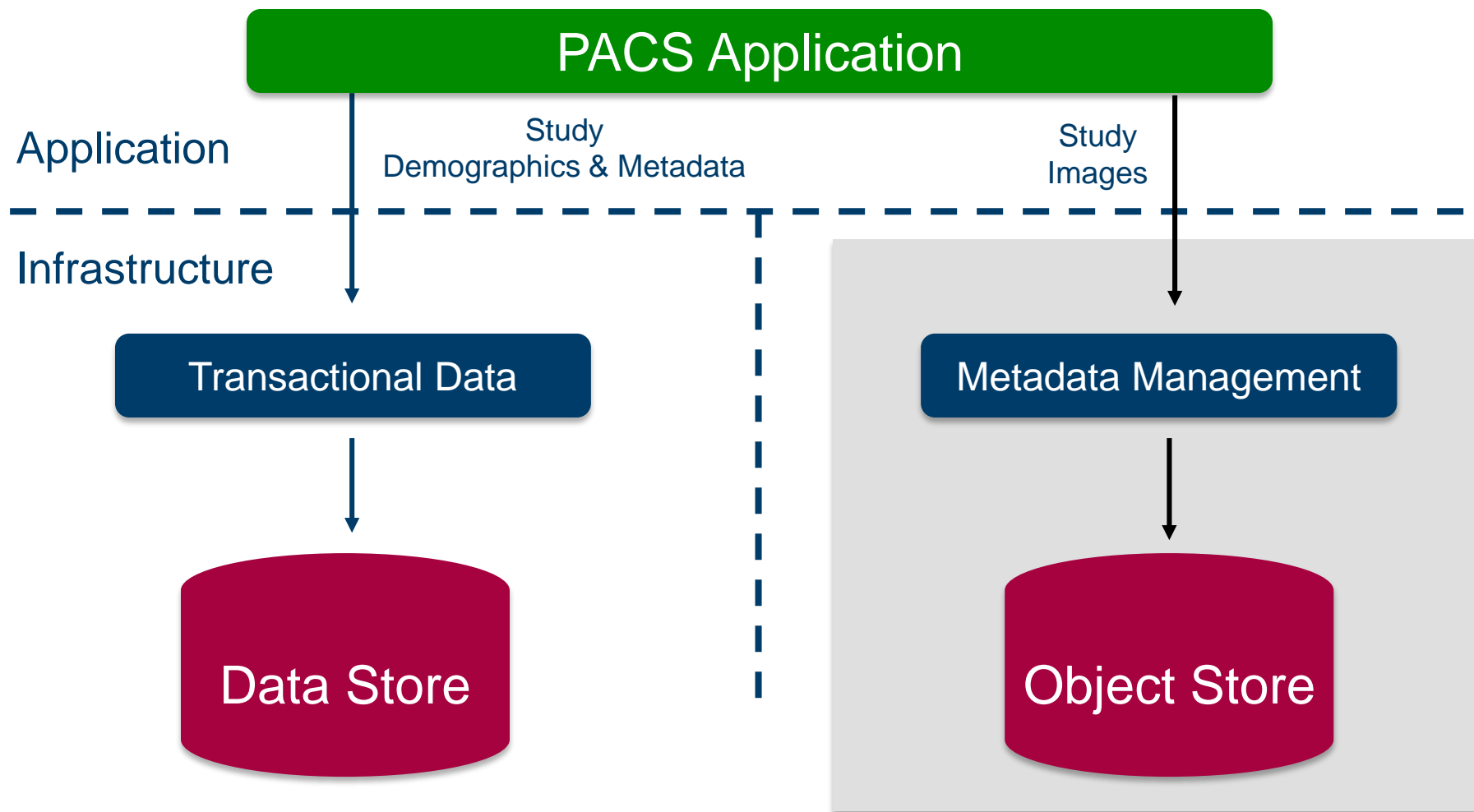
- On-demand high availability access to critical information
- Unified search across all consolidated data sources
- Enhance patient outcomes with optimized search



## Maximize Return on Data

- Big analytics integration framework for insights & decision-making
- Gain flexibility & agility in innovative responses to dynamic markets
- Increasing returns to data volume; more data == more value

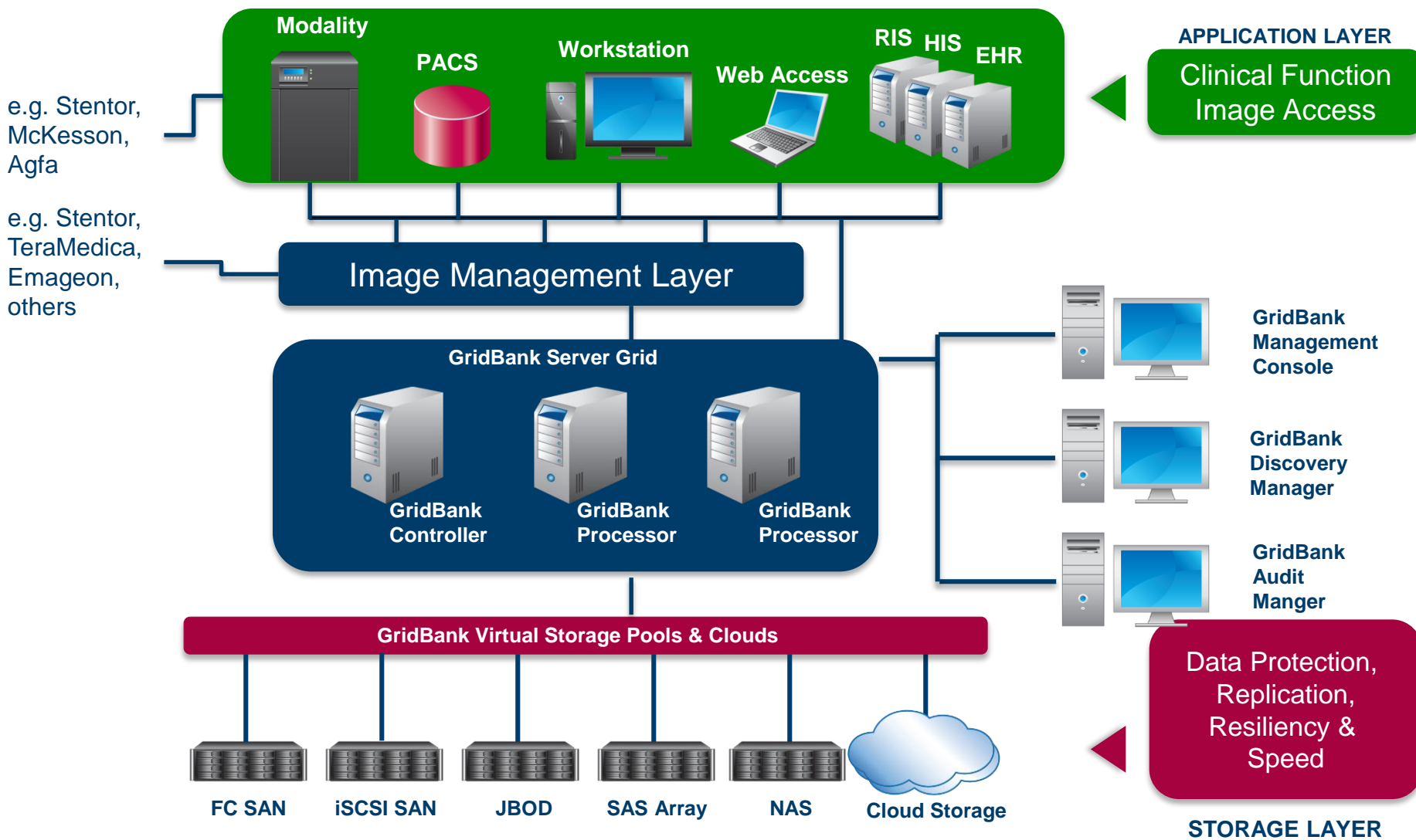
## PACS and Imaging Architecture



# Application Integration

Vendor	Applications	Protocol
Philips/Stentor	EasyAccess XCelera iSite	NFS CIFS DICOM (roadmap item)
FUJI	Synapse	CIFS
AGFA	IMPAX	CIFS/NFS
GE	Cardiolink Enterprise Archive	CIFS
Camtronics	Vericis	CIFS

# GridBank Healthcare Architecture



# Healthcare Industry Use Case

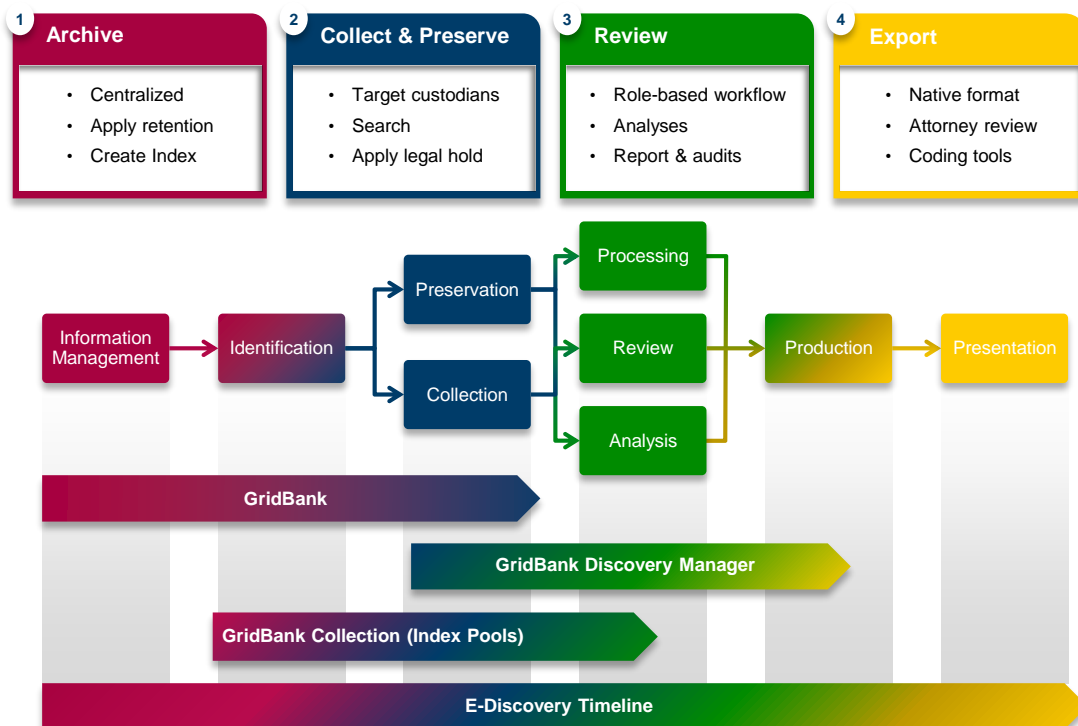
## E-Discovery Process

### Healthcare Use Case

- Multi-Site UK Hospital with 8500 Employees
- Specialized Neurosurgery Services
- 100TB of Unstructured Data
- Consolidating & Archiving Inboxes & PSTs
- Regulatory Compliant Retention Program
- Improve e-Discovery Efficiency

### Tarmin Solution

- GridBank Cloud Storage & Object Dedupe
- Archival of Radiology Images & Email Data
- Automated Vaulting to Central Repository
- Integrated e-Discovery & Search



# Awards & Recognitions



Channel Partner Program  
of the Year





# Testimonials

"The rapid growth of our company is generating more and more data... GridBank allows us to store and protect our G&G data and create a platform for improving business efficiency while reducing TCO"

- David Edwards, Group Head of Information Systems, Premier Oil, Plc.



"We are very impressed with GridBank and see it as an important part of our strategy for ensuring customers achieve unmatched value from their relationship with brightsolid"

Richard Higgs, Managing Director, brightsolid Online Technology



"The object platform industry is just getting started in capturing a bigger piece of the scale-out unstructured data storage... opportunity, which IDC has forecast will be worth \$27 billion by 2017 and is... becoming known as the "data-defined storage" market."

- Ashish Nadkarni, Research Director, Storage Systems, IDC



# GridBank Benefits: Healthcare

## Reduced Total Cost of Ownership

- Higher storage utilization with simplified management & administration

## Extensible & Scalable

- Across all medical disciplines, applications & locations

## Compliance & Information Governance

- Simple & efficient regulatory compliance

## Improved Uptime & Reliability

- Real-time business continuity

## Empower Healthcare Networks

- Storage hardware agnostic & PACS application understanding

## Enhanced Patient Outcomes

- Timely access to mission critical patient data to enhance outcomes

# GridBank Benefits

## Data Defined Storage

- Takes a single, holistic, comprehensive data centric approach
- Consolidates application data across large, distributed locations & cloud
- Provides big data insight & analytics & application integration

### Data Consolidation

Massively Scalable  
Architecture

Reduce  
TCO

Enhance Operational  
Efficiencies

### Data Management

Simplify Data  
Management

Enforce  
Compliance

Reduce  
Business Risk

### Data Value

Improve Business  
Agility

Drive Revenue  
Growth

Increase Competitive  
Advantage



**Thank You!**

**Questions & Answers**



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