

CLIENT STORY

Consistent Collaboration Driving IT Modernization for a Regional Medical Center

THE RELATIONSHIP

For a regional medical center serving a diverse and growing patient population, delivering high-quality care depends on a reliable, secure technology foundation. As operational demands increased and systems became more complex, the organization recognized the need for a strategic approach to IT modernization. By partnering with MicroAge, the medical center gained a trusted advisor committed to aligning technology with clinical, operational, and long-term business goals.

THE CHALLENGE

Recognizing that no two healthcare environments are alike, MicroAge took a highly consultative and flexible approach. The strategy centered on:

- Aligning IT initiatives with real-world constraints, including budget, staffing, and operational priorities
- Simplifying complex environments to improve performance, security, and manageability
- Providing multiple solution pathways, enabling informed decision-making based on cost and capability
- Embedding onsite expertise to accelerate progress and build organizational confidence

THE SOLUTION

Modernizing & Simplifying Storage

Transitioned the medical center from a complex dual-vendor environment to a unified storage platform, boosting performance, reliability, and data security.

Strategic Software & Procurement Support

Guided software strategy across planning, procurement, and contract negotiation, aligning licensing with infrastructure and long-term goals.

Ongoing IT Enablement & Support

Continues to support daily operations with device provisioning, network support, patching, and maintenance. By augmenting internal IT and planning for future needs, MicroAge delivers proactive support that drives long-term success.

LOOKING FORWARD

MicroAge remains deeply embedded in the organization's success by providing the expertise, guidance, and on-the-ground support needed to navigate an increasingly complex IT landscape.

The core of this success was simply the onsite partnership, a now often overlooked step. By working side-by-side with the client, MicroAge has accelerated decision-making, strengthened trust, and turned strategic vision into measurable outcomes. All in all, this is helping the organization build a future-ready technology environment that supports both caregivers and the communities they serve.



With MicroAge, you can innovate faster with one end-to-end technology services and solution partner.
Call us at 800-544-8877 or visit microage.com

