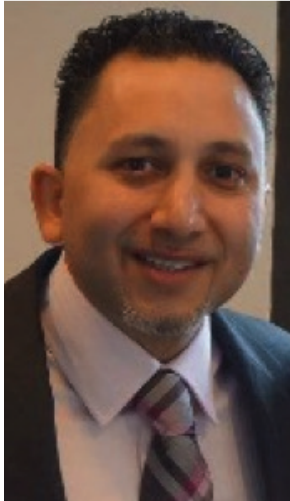


Vitality Health Services Drobo Case Study

The Search for a Secure Place to Store Data



Overview

Vitality Health Services (VHS), an outpatient chiropractic services clinic in the heart of the Bay Area, has been in the business for ten years. The Founder and CEO of Vitality Health, Dr. Rishi Shahani, and his team of health experts use state of the art techniques to help their patients maintain and accelerate a healthy lifestyle.

The business has experienced tremendous growth over the last several years as more patients search for alternatives forms of treatment. VHS has a growing list of patients, including professional athletes from Bay Area teams, such as the Golden State Warriors.

VHS is committed to providing the highest quality of chiropractic care to accelerate the healing of their patients with pre-existing conditions and to prevent future pain.

Challenge

Technology has rapidly changed the chiropractic industry. Less than 5 years ago, only a handful of large chiropractic practices could afford X-ray machines. With the advancement in radiological equipment technology, the cost of this equipment has decreased significantly. Patients are also asking for a quicker turnaround on X-ray diagnostics, forcing their chiropractic care professionals to invest in this technology located on-premises.

VHS was a pioneer in this field. They were one of the early adopters in acquiring on-premises radiology equipment. However, with a growing list of customers they needed a place to store the large amounts of digital X-rays. They quickly turned to the cloud for their storage needs.

They were sold by their cloud storage provider on the flexibility and pricing. The initial monthly subscription fees were relatively small, however quickly climbed to over \$200/month. When VHS decided to migrate their data elsewhere, the vendor was not helpful, which resulted in a time-consuming and frustrating process.

"Cloud storage is not secure enough for our patient's information," Shahani said. "It was also becoming expensive. We need a storage solution that is private, easy to use, and allows us to have control of our data."

They needed a simple storage solution that they could use to securely store and protect their data, and more importantly have complete control over it.

Challenge

Vitality Health Services, an outpatient chiropractic service in the Bay Area, needed a place to store their large amount of data and X-rays. They started using a cloud storage provider, however, it was becoming expensive and was not secure enough for their client's information. They wanted to have control of their data at a fixed cost.

Solution

Dr. Shahani, Founder and CEO of Vitality Health Services, is now using the Drobo 5N to securely share patient data throughout the office and the Drobo 5D to back up his Drobo 5N. He has a total savings of 70% from switching from the cloud to Drobo.

“The BeyondRAID technology provides the security, ease-of-use, and flexibility at a price point that we were looking for”



Solution

Dr. Rishi Shahani first heard about Drobo through a colleague in the medical profession who had similar frustrations with a pure cloud-based solution.

"I heard good things about Drobo," Shahani said. "My colleague told me it's the simplest storage solution in the market and it can backup your whole server, without the privacy concerns of the cloud."

Shahani decided that the Drobo 5D and Drobo 5N were the best options for Vitality Health Services. The Drobo 5N allows the business to securely share patient data and X-rays throughout the office, while providing a backup target for the 5D. The Drobo 5D, which attaches directly to the computer, is utilized as the secure storage backup because of the speed.

VHS also maintains a low cost cloud backup service that is under \$100/year for unlimited data. The VHS Drobo storage solution costs less than \$2,000 in one-time equipment costs for the first year with an ongoing cost of \$100/year for cloud backup service. Over a 3 year period, the Drobo solution would cost \$2,300 vs \$7,200. This is a total savings of 70%!

"The BeyondRAID technology provides the security, ease-of-use, and flexibility at a price point that we were looking for," Shahani said.

Results

Vitality Health Services has been running the Drobo storage solution for over 3 months and can now easily and securely share files throughout the office. Their patient data is backed-up and the Drobo solution grows with them as their storage needs increase in the future.



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