

## CASE STUDY

# Prominent Health Care Network Saves +\$300,000 with Champion ONE

## THE CHALLENGE

This hospital system planned to invest heavily in its broadband infrastructure to improve the flow of information for X-rays, imaging, and Electronic Health Record (EHR) transmission to improve patient care. However, their capital budget for this initiative was limited, and they were severely fiber-constrained between locations.

## THE SOLUTION

Champion ONE's broad line of products was the perfect solution, enabling the health care network to overcome all of their challenges and complete their network upgrade. In addition to standard 1G and 10G dual fiber transceivers, Champion ONE also provided a fiber-conserving DWDM passive point-to-point network link, and single fiber (bi-di) transceivers. The customer was also able to extend the life and reach of its multi-mode fiber infrastructure with Champion ONE's MMX transceivers, with a reach of up to 2km on multimode fiber.

## RESULTS

The customer was able to **reduce its operational costs by over \$300,000** by choosing Champion ONE's optical transceivers and passives. Our solution enabled them to expand their 10G fiber infrastructure, which increased access to medical information and services, thereby improving the speed and quality of patient care. Furthermore, Champion ONE lent expertise in network architecture design and engineering support every step of the way.

*"Champion ONE is an ideal provider for hospitals. Their product quality and support is better than our switch vendor, and they can save us over 50% on our optics. Plus, Cisco® will continue to support their product warranties and maintenance agreements."*

— DIRECTOR, INFRASTRUCTURE