



# + Aspire

Indiana<sup>SM</sup> Behavioral Health System

## Improved Hardware Solutions Yields More Security and Big Savings for Aspire.



Aspire needed a new secured cloud solution for their patient records, and they needed it fast. Van Ausdall & Farrar was able to quickly address their current security vulnerabilities, renegotiate their hardware contracts, and save them over \$300,000 in the process.



### OBJECTIVE

Provide a better, more secure cloud-based storage solution.



### STRATEGY

Offer a new hardware solution that improves security, increases access, and saves money.



### RESULTS

Secured data to auditor's satisfaction, and saved Aspire over **\$300,000**



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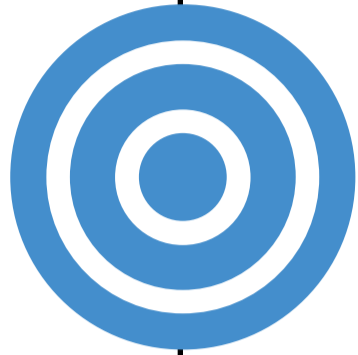
Name, title, company  
Aspirel, Inc.





## THE COMPANY

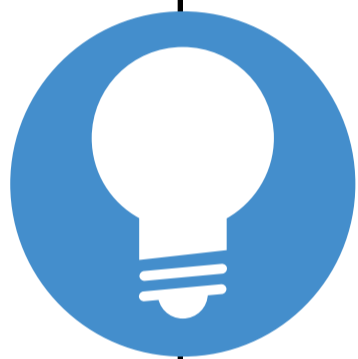
Aspire Indiana provides a variety of health and behavioral services throughout Indiana. With the national increase in healthcare data security concerns, and the desire to be financially responsible, Aspire engaged Van Ausdall & Farrar to see how they could help improve security, increase remote access, and lower costs if possible.



## THE OBJECTIVE

The Van Ausdall & Farrar specialists went on site to inventory existing technology, identify any security vulnerabilities, review and evaluate existing equipment contracts, and recommend new and better solutions.

The goal was to eliminate technology they don't need, optimize the technology they have and leverage new solutions to improve security, expand access, and reduce cost.



## THE STRATEGY

After completing the initial assessment, it was apparent that Aspire was paying more than they should for equipment that didn't offer the security and remote access they needed. Van Ausdall & Farrar negotiated with their hardware partners to provide a 60-day trial on new some equipment to make sure it worked for Aspire's needs.

After this trial showed success, Van Ausdall systematically began to replace and upgrade equipment across the organization, improving security and saving more money with each new install. They also identified that Aspire qualified for a special equipment discount program they didn't even know about.



## THE RESULTS

Aspire was so pleased with the results, they chose to buy out their existing hardware contract and go with Van Ausdall & Farrar for all their copy and print needs. When the project was complete, Van Ausdall & Farrar saved Aspire over **\$300,000** while meeting the demands of their new HIPAA security requirements.

Now Aspire is looking at other ways Van Ausdall & Farrar can help including archiving / retrieving documents, scanning, and other software solutions. It's become a great partnership for both companies.

Want to learn more about how Van Ausdall's solutions can innovate your business? Let's talk! **Contact us today at (317)974-5548**