



# + Aspire

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

## Improved hardware solutions yield more security and big savings for Aspire.



Aspire needed a new secure 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**

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

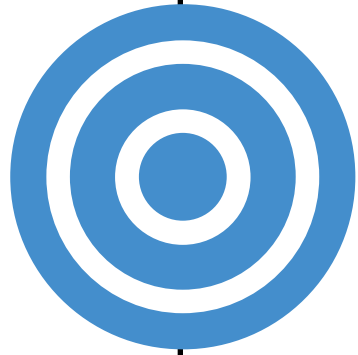






## THE COMPANY

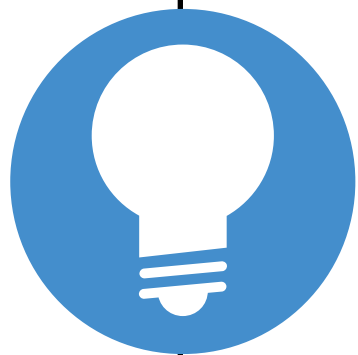
Aspire Indiana provides a variety of health and behavioral services throughout Indiana. With a national increase in healthcare data security concerns, and a desire to be financially responsible, Aspire engaged Van Ausdall & Farrar to see how they could improve security, increase remote access, and lower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



## THE OBJECTIVE

The Van Ausdall & Farrar specialists went onsite to inventory Aspire's 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 didn't need, optimize the technology they had, and leverage new solutions that improved security, expanded access, and reduced cost.



## THE STRATEGY

After completing the initial assessment, it became obvious 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 updated equipment to make sure it worked for Aspire's needs.

After this trial showed improvement, Van Ausdall systematically began to replace and upgrade equipment across the organization, increasing security and saving more money with each new install. Van Ausdall also qualified Aspire for a special equipment discount program that was not offered by their past IT vendors.



## THE RESULTS

When the project was complete, Van Ausdall & Farrar had achieved their goal of creating more savings, as well as replacing outdated equipment.

- 1) Aspire saved **\$300,000** while meeting the demands of their new HIPAA security requirements.
- 2) Aspire chose to buy out their existing hardware contract and go with Van Ausdall & Farrar for all their copy and print needs.

Now Aspire is looking at other ways Van Ausdall & Farrar can help including archiving / retrieving documents, scanning, and other software solutions. What started just as a consultation engagement has grown into a 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**