



# Fujitsu as the connecting link between Relined and Deventer Hospital

## REQUIREMENT

Reliable connections for Deventer Hospital, one of Fujitsu's customers, and its regional care partners to ensure efficient and secure medical data exchange on a regional scale.

## SOLUTION

A Dark Fiber network that connects Deventer Hospital with 30 GP practices and other organisations in the region.

## BENEFITS

- Future-proof and reliable network
- Efficient information exchange
- Remote ICT services
- Optimal and pleasant collaboration

### ORGANISATION

#### CONTACT

#### JOB TITLE

#### COUNTRY

#### EMPLOYEES

#### WEBSITE

#### SEGMENT

Fujitsu

Ron Klaas

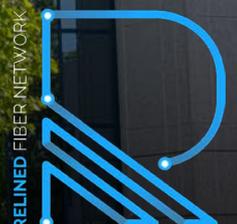
Healthcare Team Leader

The Netherlands

438

[www.fujitsu.com/nl](http://www.fujitsu.com/nl)

System Integrator



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Specialists, GPs and other medical professionals must be able to access the right patient information in an efficient and safe manner at all times in order to offer high-quality care. Deventer Hospital and Huisartsen Coöperatie Deventer e.o. (Cooperative of GPs in Deventer and the surrounding area) have created the SallandNet Breedband network for this, in collaboration with Relined Fiber Network and Fujitsu.

This dedicated network includes the underlying ICT infrastructure and workstations for all the affiliated GPs and nurses. Relined provides the reliable Dark Fiber connections for the network.



## Safe and efficient healthcare

With more than 300 beds, Deventer Hospital is a regional general hospital that offers all the basic medical specialties in house. Personal attention, transparency and enthusiasm are the core values of the hospital. The hospital's motto is: Your Life. Your Deventer Hospital. Each year, almost 300,000 patients visit the outpatient clinics and more than 20,000 people are admitted for short or long periods. Patients have access to specialist medical care across a broad spectrum and high-quality diagnostics and treatment. The dedicated professionals feel a strong sense of commitment to the patients and often collaborate in multi-disciplinary teams to provide the right care. These activities are underpinned by a keen focus on new medical developments. For example, healthcare in Deventer is completely organised around digital patient records.



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This approach targets reducing errors and making care safer and more efficient.

## **National coverage, finely meshed network**

Relined is the leading - and independent - supplier of Dark Fiber connections in the Netherlands. With its preferred suppliers, Relined offers a country-wide, fine-mesh Dark Fiber network that comprises more than 14,000 kilometres of high-quality fibre optic infrastructure. You can use this network to reach almost any location. In addition to national connections and a fine-mesh Dark Fiber network in a whole host of city centres, Relined operates an undersea data transmission cable that connects the Netherlands and Denmark. Relined is happy to devise potential solutions for and with customers for setting up a scalable, reliable and future-proof network infrastructure for their organisation.

"Together with Relined, Fujitsu was able to present a much more attractive business case that also offered considerably greater capacity."

Ron Klaas,  
Healthcare Team Leader, Fujitsu



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"Every month, more than 11,000 requests for lab work are submitted fully automatically; completely error-free and extremely fast. ECGs and very large graphics files such as X-ray images can also be shared quickly and easily. We are making healthcare more efficient here, with Relined's assistance."

Marcel Hemels,  
Head of Support & Service ICT-TD,  
Deventer Hospital

Relined offers reliability, flexibility, 'a deal is a deal' mentality and quality.

## **More attractive business case**

Fujitsu, led by Healthcare Team Leader Ron Klaas, played an important role in the construction of the SallandNet Breedband network. Ron: "At the time, we were asked to submit an offer in competition with KPN. Together with Relined, we were able to present a much more attractive business case that also offered considerably greater capacity. That made it an easy decision for Deventer Hospital. We arranged construction of the network to each of the various care locations, connection to the Relined network and provided all the active equipment. As the owner of the network, Relined delivers the connections and is responsible for physically maintaining the fibre optic system. We are responsible for daily maintenance and management tasks."

## **Smart sensor technology**

Ron: "Fujitsu is very active in the healthcare domain: our offer includes digital workstations, data centre solutions, network facilities, technical application management, hosting and user support. In addition, we are also actively developing a range of IoT and Smart Sensing solutions. We recently launched our Healthware Smart



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Sensing solution for the healthcare industry. We can monitor patients 24/7 with smart plasters, sensors under the mattress and wireless blood pressure monitors and pulse oximeters. This allows healthcare providers to respond more quickly and adequately to the changing health status of patients. As an innovator, we like to work with Relined and have done so ever since the company was founded in 2003. We have completed several care projects together as business partners and jointly offer excellent conditions and a reliable network to Deventer Hospital and several other customers in healthcare."

## **System integrator**

"Fujitsu has added significant value as our system integrator," says Marcel. "By taking the initiative in having the excavation work carried out under its own management and collaborating with Relined to provide the connec-



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Loyalty

Flexibility

A deal is a deal

Quality



tions in the initial phase, Fujitsu has become the driving force behind the SallandNet Breedband network." Ron also visited all the GPs in the region and argued convincingly in favour of reducing the number of information systems from seven to two. So he played an important role in bringing about this new and uniform way of collaborating. At least 90% of the GPs in the region use the system. When implementing projects, we always work with Hans Meulman, Fujitsu's Project Manager. That is another very satisfactory collaboration." "We started with about 70 connections initially, but all kinds of developments and collaborations have now reduced that number to 32. Our network is used by 80 GPs and 500 employees. The underlying principle was and still is 'functional connection, secure and efficient exchange of information and a uniform way of working'. We have succeeded in achieving this: all locations use the

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same hardware supplied by Fujitsu and employees can log on in their own environment via the care portal 24 hours a day and 7 days a week."

## **Solidarity**

Ron: "The SallandNet Breedband network is operated based on the principle of solidarity. This means that GP practices that are located at relatively expensive (i.e. remote) locations are also connected to the network. As a result, all the regional healthcare partners can exchange information in a uniform manner. VoIP is also offered as a service and remote support provided via the network. Where appropriate, data and applications are stored and hosted centrally, or offered as a service from central data centres. The network is extremely stable and offers all the capacity required. Hardly any faults occur."

"The collaboration between Deventer Hospital, Fujitsu and Relined is proactive and runs smoothly. The SLA with Fujitsu is satisfactory in all respects and we notify each other as far in advance as possible. This means that the work can always be carried out adequately."

Marcel Hemels,  
Head of Support & Service ICT-TD-MIT