

Leading Technology-Driven Growth

How the right healthcare digital platform accelerates innovation



“CIOs need to make the leap from tech leader to business driver.”

-McKinsey & Company

Overview

Healthcare organizations recognize that technical innovation can deliver successful change. But until recently, healthcare delivery organizations (HDO's) have been cautious of a move to cloud. While having the potential decrease costs and increase innovation, fully modernizing with cloud, and multi-cloud was viewed as complex and risky. Mayo Clinic, a prime example, established a 10-year plan that it would accelerate to two years to meet patient and provider needs in the moment. Applications are at the center of it all, driving business growth and resilience.

"I'm more concerned about not being bold enough than about being too cautious," one CEO emerging from the crisis and navigating fast-paced economic recovery recently explained to McKinsey & Company. "The clear implication," McKinsey analysts assert, is that "CIOs need to make the leap from tech leader to business driver." That starts with these critical make-or-break priorities that better align IT with patient care goals:

- Put cloud at the center of your healthcare strategy to capture the full value cloud offers.
- Work closely with care providers in order to shape technology strategy, not just implement it.
- Consider the impact of digital patient experience and engagement.

Healthcare organizations that integrate cloud into their infrastructure strategy will be best positioned to scale healthcare, accelerate innovation, transform patient experience, and drive growth, while increasing employee engagement and productivity. What's now essential to achieving digital healthcare success and staying competitive is technology architected for agility, flexibility, security and consistent operations. This includes a platform capable of ensuring organizations can efficiently and effectively rationalize their app portfolios for modernization, take advantage of multiple cloud platforms and services, and empower their anywhere workforces.





Navigating the new technology landscape

Digital transformation is a challenge healthcare leaders have traversed for more than a decade. Disruption, powered by technology, is different. Its expanse and velocity are upending the healthcare industry and creating new market-entrants from pharma, retail and high-tech. The challenge is for healthcare leaders to lean into technologies that can help their organization run fast today, while future-proofing for tomorrow.

Healthcare leaders are lining up behind these key technology-driven initiatives, to accelerate change and growth:

- **Multi-cloud** – 86% of healthcare executives report that the complexity of their cloud infrastructure is constant or growing in 2022, according to VMware Executive Pulse respondents.
- **Modern apps** – The number of healthcare executives boosting app modernization importance is also skyrocketing. 93% of Executive Pulse respondents cited they are pursuing app modernization over the next 6 months.
- **Hybrid workforce** – Workplaces are changing. Six in ten (61%) employees believe remote work, which used to be considered a perk, now is a prerequisite.

Each of these areas—cloud adoption, app modernization, and hybrid workforce—presents your healthcare business with an opportunity for technology-driven growth.

Technology	Business outcomes	Real-world business results
Cloud	Make the move to hybrid cloud - securely and efficiently. Migrate and scale existing infrastructure and applications to deliver a modern platform for digital healthcare delivery.	41% less cost and hours spent on infrastructure*
Apps	Secure, run, and manage modern applications consistently across all clouds, accelerating research while modernizing the digital patient and provider experience.	35% revenue increase from faster delivery of modern apps*
Hybrid workforce	Meet patients where they are, lower the barriers to equitable care and securely enable a hybrid workforce. Enable anywhere work and frictionless access to patients and patient information from any device securely.	35% productivity increase across a distributed workforce*

*VMware Executive Pulse Survey



Cutting multi-cloud complexity

As VMware customers have increased cloud-centric priorities and spend—including teaming with multiple public cloud providers—we have continued to be a proven partner in multi-cloud journeys. Choice and flexibility help fuel innovation, which is why these traits are infused in our DNA, and why our products break down silos and eliminate false tradeoffs, while ensuring workload portability and application-to-platform best fits.

Our recently introduced VMware Cross-Cloud™ services is an integrated portfolio of software-as-a-service (SaaS) solutions and interoperable technologies that are focused on helping healthcare organizations maximize the benefits of using multiple clouds. With Cross-Cloud services, companies can build, run, and secure applications across any cloud, increase governance and control of all apps and infrastructure across clouds, and facilitate an anywhere workforce—without jeopardizing security.

With our cloud-agnostic portfolio cutting through cloud complexity, healthcare organizations can go faster, spend less, be free of lock-in, and provide governance guardrails that secure everything inherently across clouds, endpoints and the edge.

Why VMware?

VMware is the #1 trusted vendor for enterprise workloads running across clouds¹

- **Healthcare runs on VMware** — 35 of the World's top 40 hospitals and 20 of the US Top 20 hospitals run VMware.
- **300K+** global organizations run VMware.
- **20+ years** innovating and reducing complexity around enterprise apps, driving IT modernization.
- Proud Diamond sponsor of HIMSS and CHIME.
- Primary contributor to Cloud Native Computing Foundation.
- Leading effort to make Kubernetes accessible to everyone.

VMware is a trusted partner to healthcare organizations globally, delivering a comprehensive hybrid and multi-cloud platform for healthcare innovation. Our Cross-Cloud services accelerate enterprise cloud transformation, and our modern app development connects providers and patients in any location.

Healthcare organizations choose VMware because:

- They don't have the time, talent, or capital to maintain existing rigid data centers. VMware solutions empower them to optimize capital by efficiently running and managing a cloud operating model.
- They have siloed infrastructure, creating complexity, cost, and risk to the business. VMware solutions significantly improve the visibility into apps and services that teams need to speed app delivery.
- They are experiencing hybrid working challenges and VMware solutions securely connect experiences everywhere.

1. FY22 VMware Workloads Tracker, Management Insights, January 2022.

Seeing business results

- **University Medicine Essen** – Develops modern healthcare apps and extends lead as a pioneering smart hospital. Doctors and nurses can use virtual patient dashboards to access all relevant information immediately, thereby producing faster and more accurate diagnoses and treatment schedules.
- **NHS Digital** – With VMware Cloud™ on AWS, we're providing a resilient platform to support digitally-enabled care today and in the future.
- **Asklepios** – By guarding sensitive patient data against cyberattacks and data breaches, we are bolstering our reputation as a trusted, security-conscious healthcare group.

Learn more at [VMware.com](https://www.vmware.com)

Powering your digital healthcare strategy with VMware

As healthcare organizations advance digital patient care initiatives and modernize healthcare information technology (HIT) infrastructure, VMware Cross-Cloud services support the fundamental transformations required for success. Here's how these transformations are being enacted in healthcare:

Modernize HIT through cloud transformation

Implement the foundation for healthcare innovation. Utilize existing VMware skillsets and tools to seamlessly shift to Cross-Cloud operations for workload migration, modernization, and scale across private, hybrid, public, and edge clouds.

- Healthcare ready Cross-Cloud platform.
- Integrated networking, security, and operations.
- Integrated platform for app modernization.

Empower the hybrid workforce

Connect healthcare provider care, administrative, and technical teams to the data, resources, and people they need to deliver world-class healthcare services.

- Manage multi-modal employee experiences.
- Secure the distributed edge.
- Automate the workspace.

Deliver cloud-native digital patient engagement

Accelerate consumer-focused digital healthcare through cloud-native apps; integrate microservices and APIs and improve the developer experience with new self-service access. Connect patient data with innovative new apps and services to drive research, patient engagement, and improved outcomes.

- Enable consistent and scalable operations across clouds.
- Accelerate delivery of modern patient facing apps and experiences.
- Improve app security, reliability, and costs across clouds.

