



CASE STUDY

THE OPPORTUNITY

Optimized data network topology



NOVO Health desired a first-class unified data solution for their providers. This required a new way of looking at electronic health record (EHR) system accessibility for the independent practice. In today's dynamic health care environment, unified data infrastructure that extends beyond core computing is vital for fueling decision-making and organizational agility.



Improved growth & scalability

An optimized Epic EHR setup within a broader unified data center strategy paves the way for scalability and reliable support of future growth..

THE SOLUTION



NOVO Health partnered with Focus Solutions to execute a trailblazing *full-stack* install of Epic on Microsoft Azure.

To guide this groundbreaking project, the Focus team leaned on their unique duality – technical expertise and deep healthcare domain knowledge.

Together, NOVO Health and Focus executed a timely project meeting all of Epic's performance and underwriting benchmarks.

KEY RESULTS



Unified Data Center Strategy

EHR & beyond. Leading to better decision-making capability & a strong foundation for future initiatives.



On-time delivery

Of a complex and first of its kind project... saving money and frustration.



Better data flexibility & connectivity

By having all systems (not just EHR) in a comprehensive & well-orchestrated cloud environment.

The Story Behind Building a Breakthrough Full-stack Epic Install on Microsoft Azure...

Focus Solutions provided NOVO Health three different options of Epic installation to solve their challenge, with NOVO Health choosing the most effective – **and most bleeding edge** - of the three.

The **three options** Focus Solutions provided NOVO Health with were:

1. On-premises install & hosting of Epic
2. Epic-specific cloud hosting (only EHR)
3. **Public cloud hosting of Epic + core systems**

Option 1 would require significant infrastructure investment and did not provide sustainable scalability. Option 2 required a lower investment but did not deliver the unified data center strategy of having everything **under one roof**.

NOVO Health was not overly familiar with option 3 —hosting Epic on Microsoft Azure, the public cloud. This option provided optimal data alignment as **all core systems would be included** in the hosting solution – not just their Epic EHR.

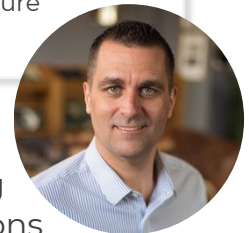
Additionally, this option provided them a scalable long-term solution that **grows with their organization** from a technical and efficacy standpoint.

However, this option also came with greater complexity. Enter the term **full-stack**.

To truly provide a world-class solution for NOVO Health, the Focus team had to see past simply hosting an EHR. Instead, they needed to craft a **complete infrastructure strategy** bringing together best-of-class hardware, software, and networking solutions.

focus solutions

"This challenging and collaborative project brought out the best in our team and allowed us to unleash our healthcare and tech superpowers. The best part, though, is helping NOVO Health flourish and position themselves for greater future success & growth."



Bruce Schaumberg
CEO // Focus Solutions

The result was a well thought out and orchestrated full-stack strategy... made possible by the unique combo of Focus Solution's deep healthcare experience and technology expertise. This strategy meshed core Epic hosting needs with appropriate **security & user access control, change management support, networking & connectivity infrastructure, and business intelligence solutions.**

Further, due to Azure hosting, NOVO Health would also benefit from streamlined access to other Microsoft applications. This created the opportunity to **leverage Microsoft's** powerful applications while getting the most out of Epic.

Some examples include :

- Microsoft BI for analytics
- Microsoft Teams for care team coordination
- Microsoft Dynamics for admins & tech support
- The ability to relocate their medical imaging platform to Microsoft Azure

JULY 2020



Decision made to go with Epic on Azure

SEPT 2020



Project kicked Off

APRIL 2021



Project went live

THE OPPORTUNITY AHEAD

The future is bright for NOVO Health. They can now confidently scale their Epic instance as they grow. Not to mention the timelier access to practice data for organizational decision-making, and richer access to patient data to fuel quality, engagement, and patient experience initiatives.

Potential future initiatives made possible by this project include integrating Microsoft Dynamics Healthcare accelerator for an improved patient experience, maturing Microsoft BI for advanced analytics, and a greater focus on quality through Azure API FIHR and Microsoft assets.



"Choosing to take the road less traveled – by leveraging a cutting-edge solution – had many risks. But, we're now seeing the tremendous benefits of the decision and will reap those benefits for years to come."



Curt Kubiak
CEO // NOVO Health



Who is NOVO Health?

NOVO Health is a community of health care providers, strategic suppliers, and forward-thinking employers committed to delivering affordable, accessible, high-quality health care and related services. Those who benefit from NOVO Health include independent health care providers, employers, and employees. NOVO Health is based in Appleton, Wisconsin, and is reimagining health care to save money for individuals and organizations.



Who is Focus Solutions?

Focus Solutions is a health care technology consultancy based in Green Bay, WI. Focus serves industry-leading healthcare organizations throughout the United States. Focus specializes in bringing practical EHR, clinical workflow, data analytics, and cloud hosting solutions to the one industry they solely serve – healthcare.

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