

Montgomery Radiology



The Issue at Hand

Montgomery Radiology found it necessary to consider IT expansion to implement compliance advancements and new software purchased for radiologist.

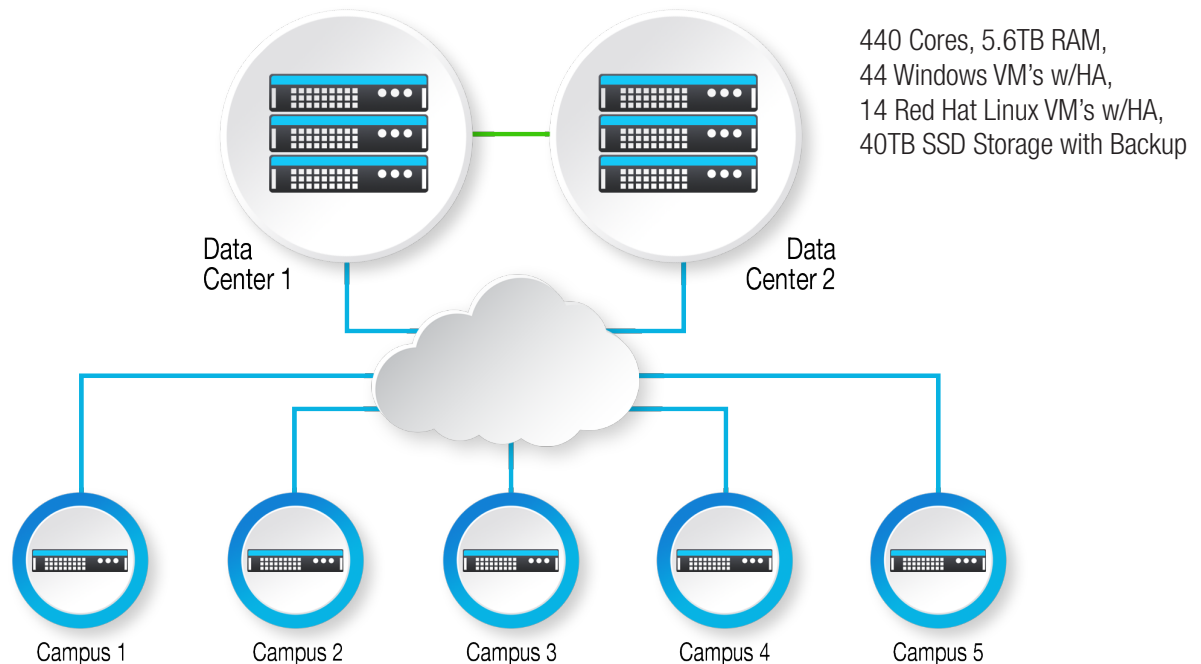
They researched their options and came to two choices:

- Add an on-prem system to meet the new stringent hardware requirements
- Host new application in the cloud

Montgomery Radiology also had pressure from their CEO and Task Force Team to move to the cloud because of anticipated cost reduction.

Evaluating Their Options

- Montgomery Radiology's CIO requested hardware and cloud quotes to financially and technically analyze the vital IT expansion.
- The CEO and Task Force Team were shocked by the TCO differences between their options.



Cost Options

NFINA'S HYBRID CLOUD TURNKEY SOLUTION

\$29,859 / month

- ✓ Affordable Business Continuity
- ✓ Geo-Redundancy Included Compute and Backup
- ✓ Rapid Rollback
- ✓ World Class Intel Hardware

AZURE CLOUD SERVICES PLUS MANAGED SERVICES

\$57,510 / month

- ✗ Overpriced Business Continuity
- ✗ GEO-Redundancy – Additional Charge; Snapshots Only
- ✗ Time Consuming Backups
- ✗ Hardware Unknown

Conclusion: On-Prem Purchase Advantages

- High performance and low latency: < 5 ms on-prem vs ~100 ms cloud
- More copies of their data plus cluster-to-cluster replication reduces risk
- \$27,651 monthly savings; \$1,359,150 savings over 5-years
- Financial savings for on-prem solution easily justifies the expense of in-house IT Staff over the next five years and boost their IT Help Desk capabilities and turn around time
- Fixed-site cloud infrastructure is always more expensive than on-prem

“Nfina stood out by understanding our critical business issues and designed a solution that best fit our specific needs and budget.”

– Brad Hill, Montgomery Radiology

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