



The Sirius Healthcare Advantage



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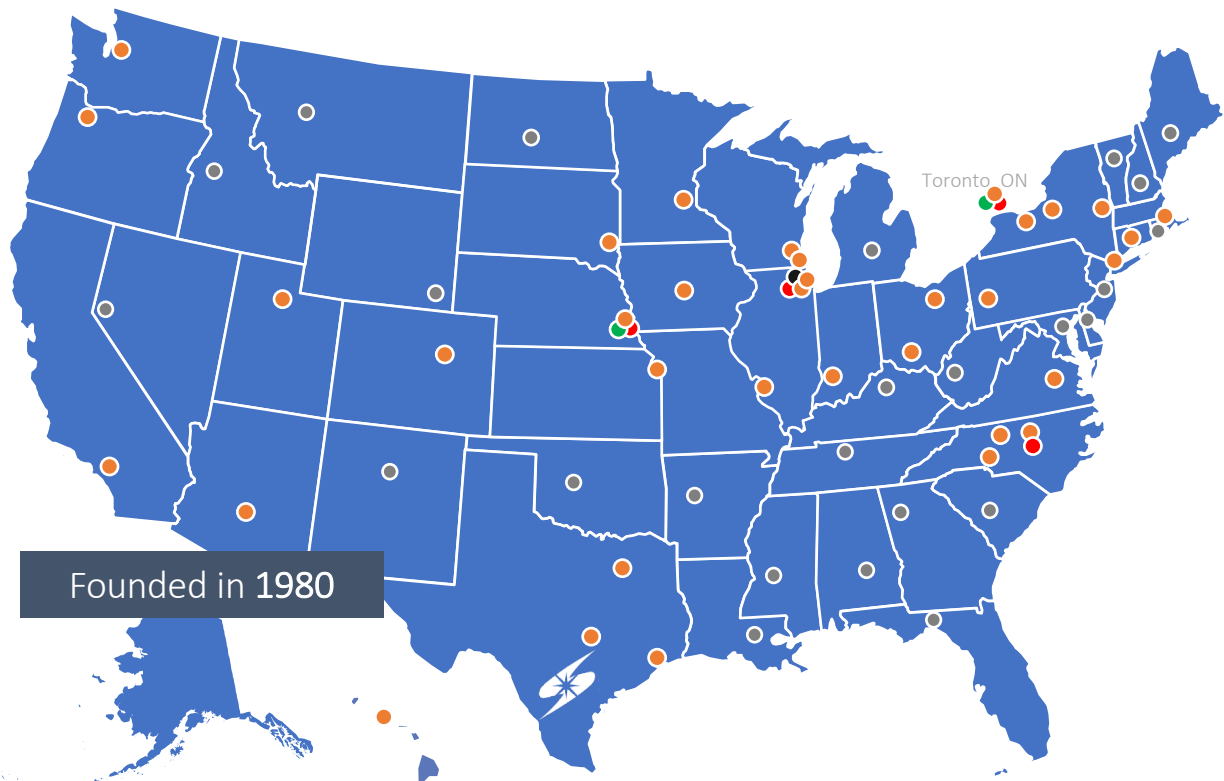


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Sirius at a Glance



National coverage



48 offices across the US



Sirius Corporate Headquarters

Regional Offices

Regional Coverage

NOC

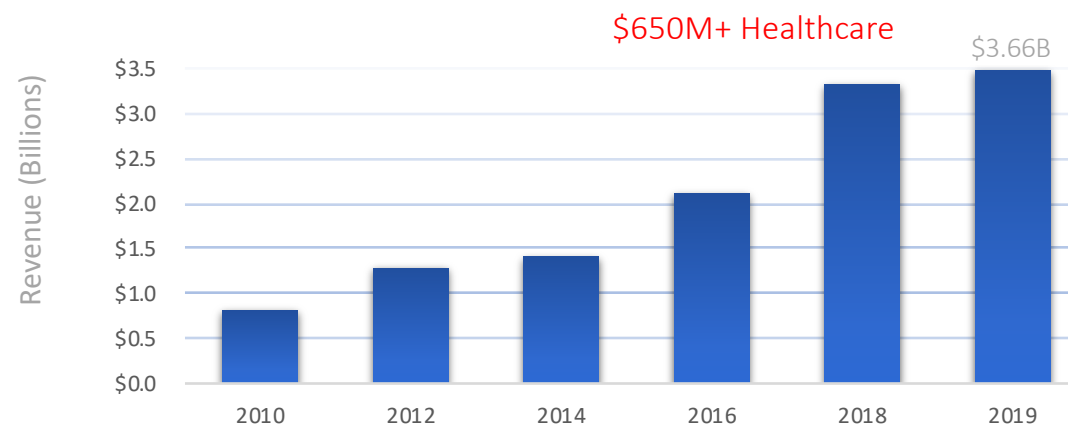
SOC

Data Center

Company overview

- > Solutions spanning lines of business and the data center
- > Recognized industry leadership
- > **430 Active Healthcare Clients: 122 Epic**
- > Deep experience and skills
 - > 5,500+ sales & technical certifications
 - > 2,600+ highly skilled employees
 - > 1,500+ technical resources

Sustained financial strength



Based on Sirius financials Gross Revenue. 2018 pre-audited results.

Sirius Healthcare Leadership



Imran Salim
Senior Vice President
Sirius Healthcare



Rachel Weissberg
Director of Strategic Initiatives -
Healthcare



Jill Klein
Sr. Leader, IoT &
Healthcare

Experienced Healthcare Team



Frederick Holston

Former CTO at Intermountain Healthcare

- People Engagement & Experience
- Patient & Exam Room Next / Hospital @ Home
- Innovation Strategies
- Integration Strategies
- Healthcare Strategies



Marty Momdjian

Former Architect at Scripps Health

- EHR Strategies
- Healthcare In The Cloud
- M & A and Divestitures
- Identity Management
- User Technology Experiences



Vik Nagjee

**Former CTO at Epic Hosting,
Former Interim CTO At Cleveland Clinic**

- Healthcare Managed Services
- Infrastructure & Architecture Maturity
- Zero Trust in Healthcare
- Experience-as-a-Service



Josh Peacock

Former Epic Expert at Sanford Health

- EHR Strategies
- Datacenter Transformation
- Complex Solution Design
- People Engagement & Experience



Lee Pierce

Former Chief Data Officer at Intermountain Healthcare

- Data Governance
- Enterprises Analytics
- EHR integrated Analytics



Ed Ricks

Former CIO/COO at Beaufort Memorial

- Healthcare Strategies
- Operational Strategies
- Data Center Transformation



Ben Sokolow

Former Director of Analytics Commercialization at Intermountain Healthcare

- Data Warehousing
- Enterprises Analytics
- Process Improvement



Eli Tarlow

Former CIO at Brookdale Hospital & University Medical Center

- Healthcare Operational Strategies
- EHR Implementation Leadership
- IT Governance

The Healthcare Innovation Labs

Powered by Sirius Healthcare



Intermountain and CHIME Innovation Center

POWERED BY SIRIUS HEALTHCARE

Intermountain EHR: Cerner
Lab Established 2019
Salt Lake City, UT

- Innovation Training
- Computer Vision & Augmented/Virtual Reality
- Augmented & Automated Intelligence

MemorialCare Technology and Training Center

POWERED BY SIRIUS HEALTHCARE

MemorialCare EHR: Epic
Lab Established 2017
Orange County, CA

- Healthcare Solutions
- Digital Engagement & Experience
- Advanced Analytics & Insights

NO SIGNIFICANT ONSITE TECHNOLOGY

TECHNOLOGY CONNECTED & SHARED

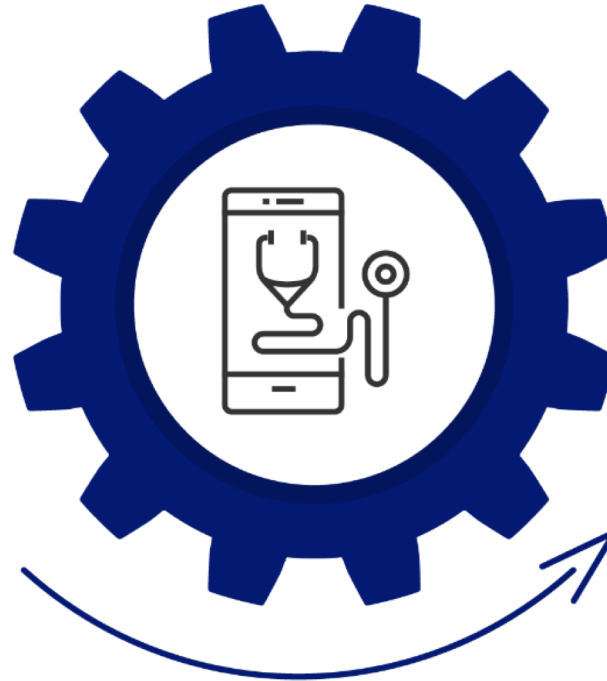
DATA CENTER SERVING THE LABS

Areas of Focus for Sirius Healthcare



FOUNDATIONAL

- Infrastructure
- Security
- Managed Services



FUTURE OF CARE

- Insights and Analytics
- Healthcare Solutions
- Internet of Medical Things (IoMT)



TRANSFORMATIONAL

- Digital Future
- Innovation
- Strategy



Hybrid Cloud Healthcare DR

Sirius' Cloud, DR and Healthcare Experience Come Together



- › Trusted partner for enterprise DR/BC strategy and execution
- › Dedicated Healthcare practice/expertise and Cloud Center of Excellence for successful transition to cloud/hybrid cloud DR/BC services
- › Experienced with the most complex and demanding healthcare applications including the EHR
- › Collaborative approach integrating clients, application vendors and cloud partners to ensure client success

Current HC Approaches to DR/BC



No DR/BC technology solution



Infrastructure exists but no plan/ability to execute



Like-for-Like Active/Passive (Inclusive/Exclusive of Cogito)

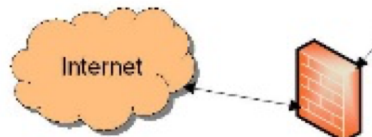
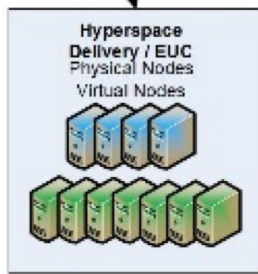
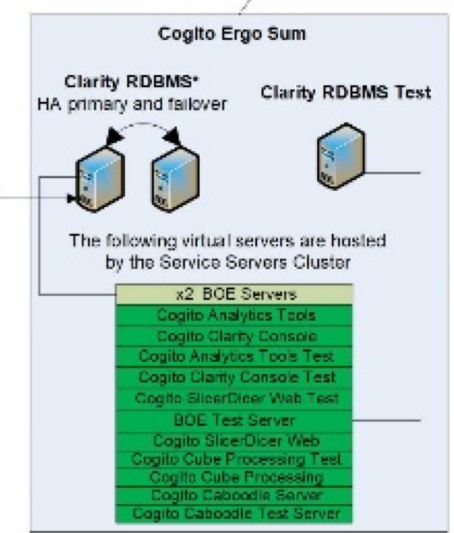
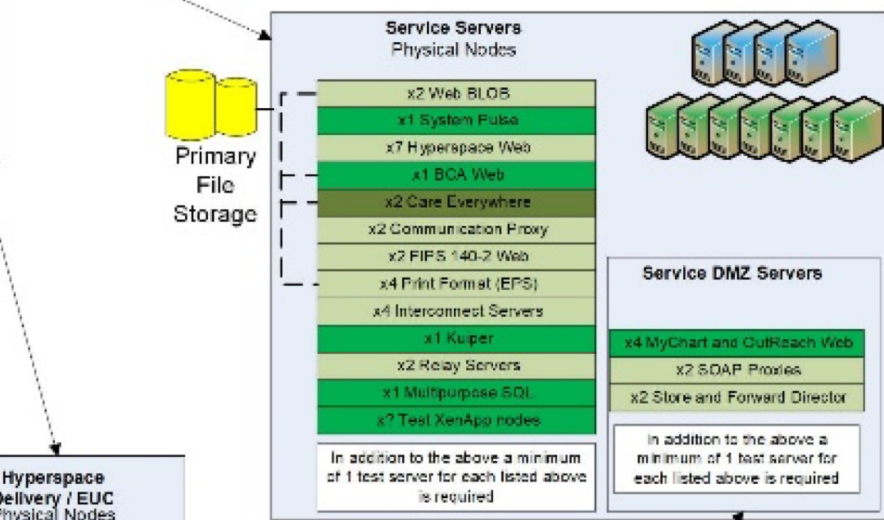
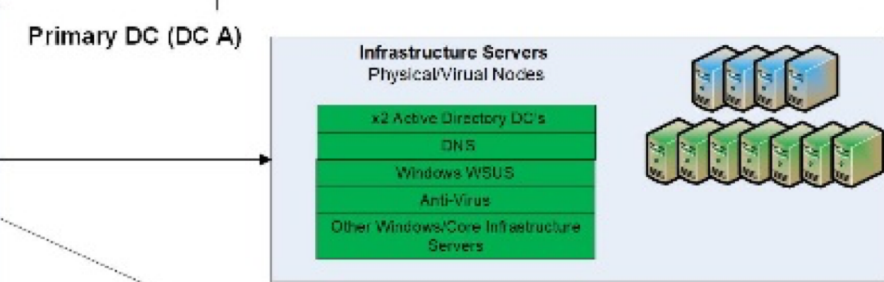
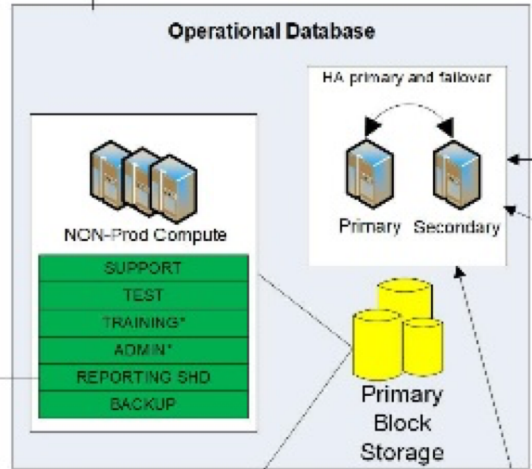
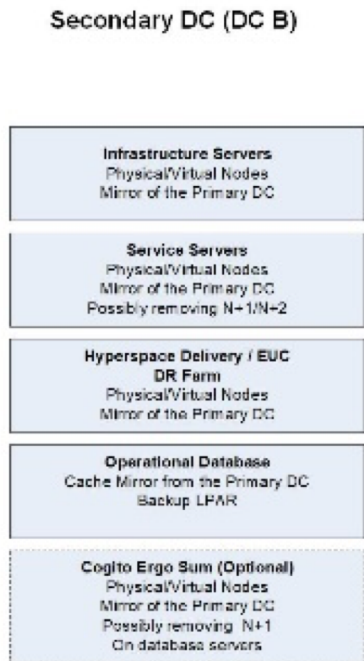
- Switch and stay for ~6 months at a time
- Activate when necessary



Like-for-Like Active/Active (Inclusive/Exclusive of Cogito)

- Components capable provide services from both DCs
- Citrix / Service Servers / SQL Always on
- Reduces infrastructure requirement

Traditional Reference Architecture



- › The foundation from which the future state is built
- › Best Practices refined over many years of successful projects
- › Consistency with Epic design requirements and architectural limitations

Legend

Virtual Server + MS Clustering
Virtual Server + Load Balanced
Virtual Server

Sirius Model

Traditional On-Prem/Managed DR

Sirius NOC

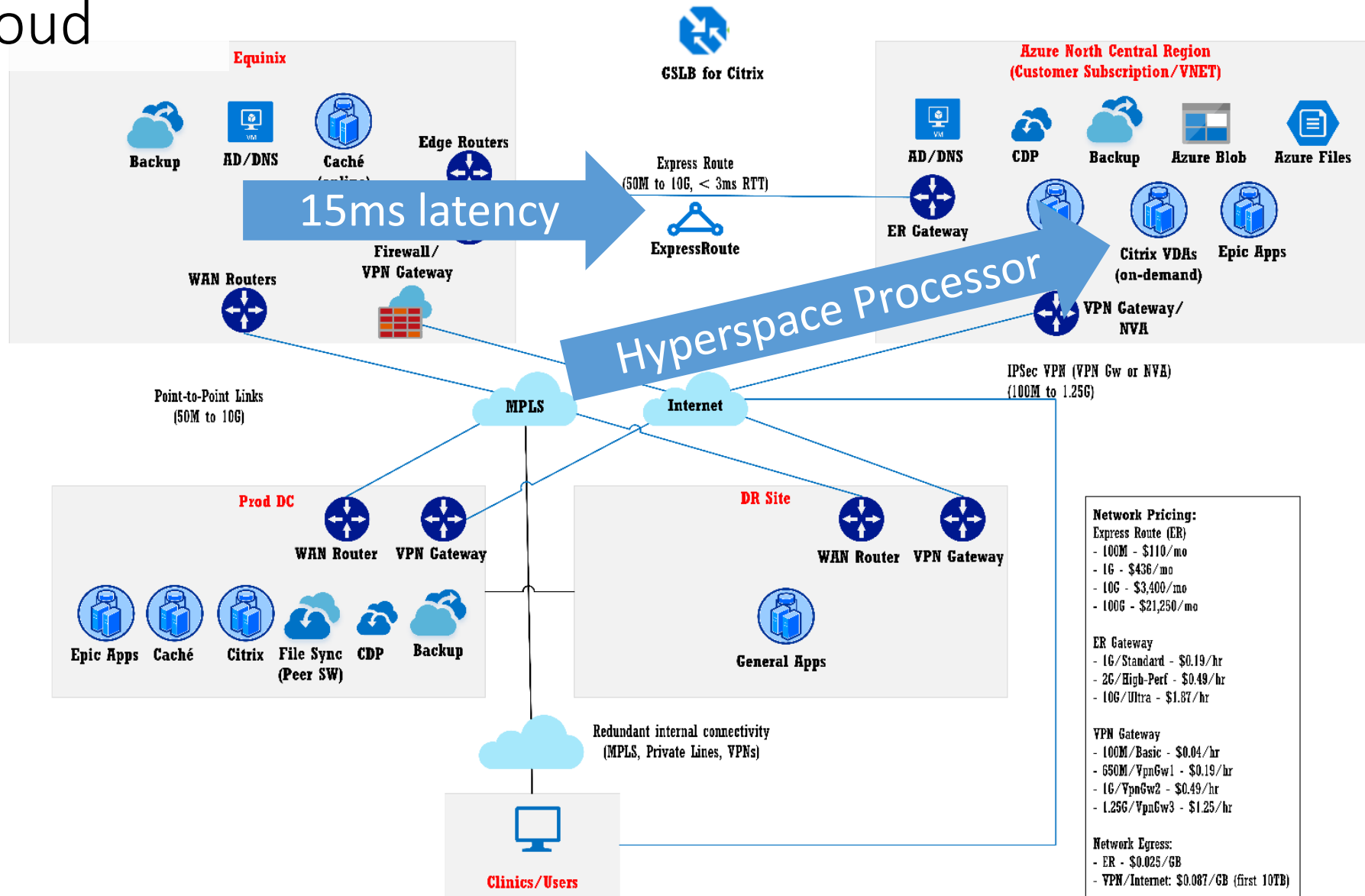


- > 100-130% of infrastructure on both sides
- > Perpetual software licensing wasted as passive site idles
- > Operational overhead with maintaining passive side
- > Most predictable /discrete solution
- > Traditional financial consumption models

Leverage Public Cloud

Managed Epic Infrastructure

- Significantly less Infrastructure required
- Reduce Operational overhead of maintaining physical hardware in passive site
- Hybrid model allows for addressing organizations with applications, size and platform constraints that limit full cloud transition



Network Pricing:	
Express Route (ER)	
- 100M	- \$110/mo
- 1G	- \$436/mo
- 10G	- \$3,400/mo
- 100G	- \$21,250/mo
ER Gateway	
- 1G/Standard	- \$0.19/hr
- 2G/High-Perf	- \$0.49/hr
- 10G/Ultra	- \$1.87/hr
VPN Gateway	
- 100M/Basic	- \$0.04/hr
- 650M/VpnGw1	- \$0.19/hr
- 1G/VpnGw2	- \$0.49/hr
- 1.25G/VpnGw3	- \$1.25/hr
Network Egress:	
- ER	- \$0.025/GB
- VPN/Internet	- \$0.087/GB (first 10TB)

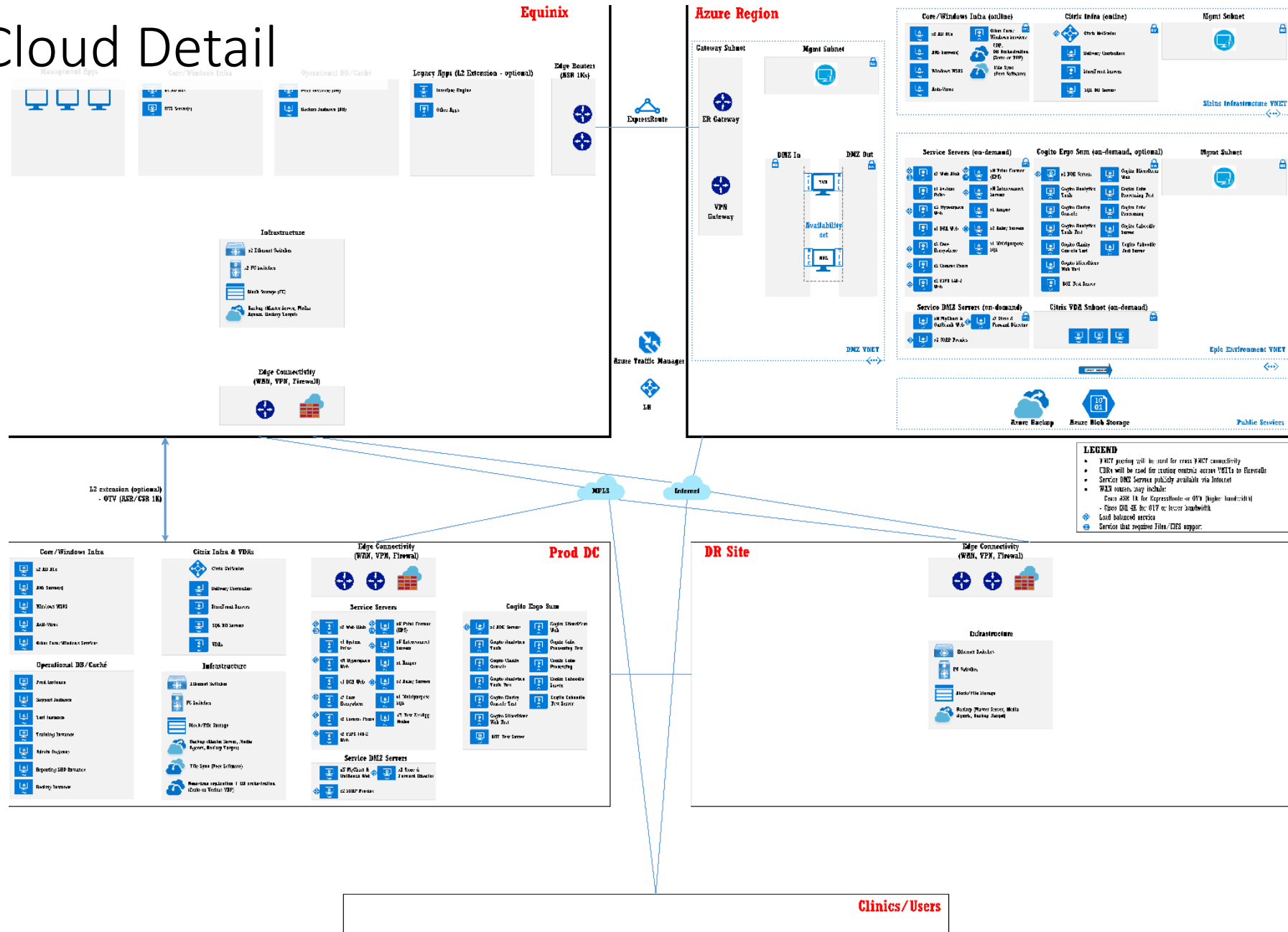


Managed Epic Infrastructure

Revised: 2019/06/06 (v1.2)

Author: Sirius

Hybrid Cloud Detail



Great, but what aren't you telling me...



IaaS SLA and Epic Architecture aren't a great mix - 99.9% uptime

[Azure SLA for Virtual Machines](#)

[Amazon Compute SLA](#)



Epic Architecture and Hyperscaler standards

Latency between regions exceed 15ms

Not all Epic services can take advantage of regional resiliency



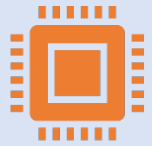
Limits need to be managed



Azure Hybrid Benefit
- Not a 1:1 conversion

It's like solving for pi

[Azure Hybrid Benefit](#)



Compute instance choice

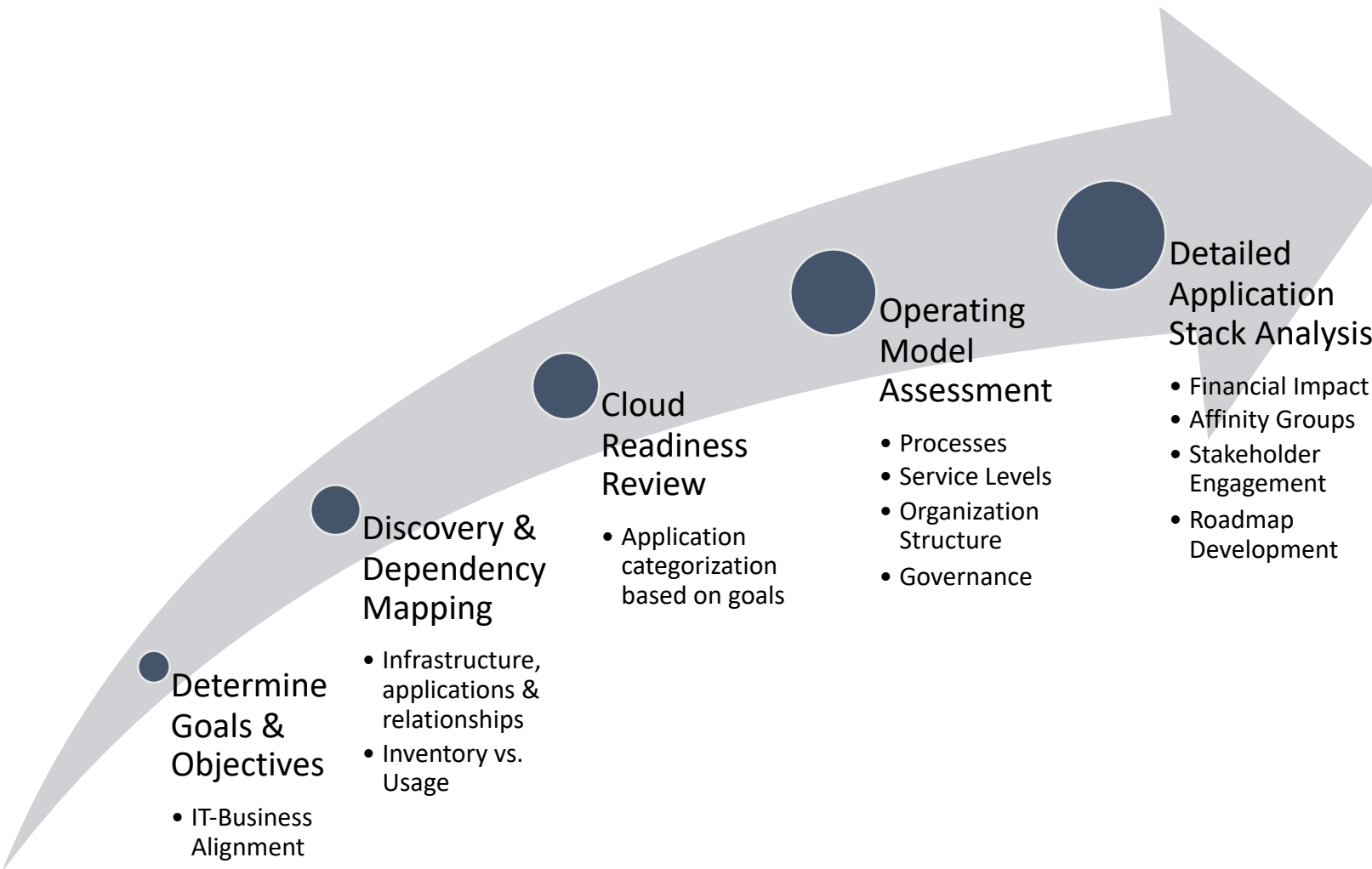
ODB memory/core/processor family and storage performance limitations

Hyperspace/Presentation layer processor family limitations



Resource exhaustions in a region

Typical Cloud Strategy Engagement with Sirius



Next Steps:

- Cloud and/or CoLo provider selection
- Governance (re)structuring
- DR capability enhancement
- Operating Model changes – ITSM & DevOps/Agile
- Network enhancements
- Landing zone development
- Detailed migration planning and execution
- Application rationalization & modernization
- CMDB population



VERITAS™

THANK YOU