XENTAURS

Healthcare

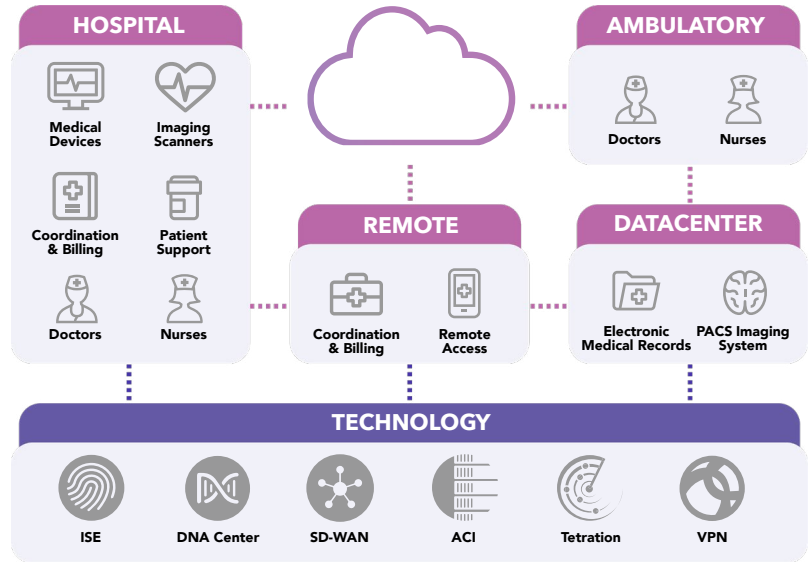### Secured Hospital: Zero-Trust and Microsegmentation

Evolving hospitals and care-providers are dealing with increasingly complex environments that need to handle the influx of devices to spikes in their patient population without compromising the security and health of patients, doctors, and care providers.

Benefits of a Secured Hospital

The approach of Xentaurs is to provide services and enablement which focus primarily on business requirements and best- practice implementation. By applying Xentaurs' proven methodology, companies experience faster time-to-market for new IT services, reduced operational costs, and mitigated risk.

Secured IoT
Track and secure biomedical devices inside and outside the hospital

Multi-site Collaboration
Enable secure collaboration across remote workers and onsite workers

Push-Button Compliance
Reduces Cost of Compliance for HIPAA and HITRUST

Reduce Cyber-Risk
Reduce risk of medical device ransomware and security breaches

HOSPITAL
- Medical Devices
- Imaging Scanners
- Coordination & Billing
- Patient Support
- Doctors
- Nurses

AMBULATORY
- Doctors
- Nurses

REMOTE
- Coordination & Billing
- Remote Access

DATACENTER
- Electronic Medical Records
- PACS Imaging System

TECHNOLOGY
- ISE
- DNA Center
- SD-WAN
- ACI
- Tetration
- VPN

Getting Started

Just Getting Started?
Xentaurs Explorer Workshops are a great way to lay a foundation for the successful adoption of next-generation technologies.
- **Pre-Sales Enablement for VARs**: Comprehensive training engagements for accessing new buying centers and growing pipeline
- **1-Day Instructor-Led Workshop**: Engineers teaching engineers how Cisco solutions can help move their IT strategy forward

EXPLORER

Already have a strategy? Accelerate outcomes and drive adoption.
Gain exposure to a technology or concept, evaluate capabilities and provide an adoption-driven implementation based on proven use cases to help drive business outcomes with our Accelerate engagements.
- **VAR DEMO Labs**: Create demos that WOW customers and support sales
- **Sales Enablement**: Drive digital campaigns that span multiple teams
- **Technical Enablement**: Level-up your presales and delivery engineers
- **Day 2 Training**: Drive adoption by training customers to help themselves

ACCELERATE

Looking for experts to guide you through the digital journey?
Increase mind-share and wallet-share by leveraging Xentaurs to execute on a specific digital initiative. Our proven methodology drives alignment across business units and technical teams. Customers experience a quicker time to market, and mitigated risk. We build things and we also train the team along the way so they feel empowered.

EXPEDITION

2019 DSI Solution Partner of the Year AMERICAS US: South — CISCO

2018 Outstanding Solutions Partner of the Year AMERICAS — CISCO

2017 Outstanding Solutions Partner of the Year AMERICAS — CISCO

2017 Outstanding Adoption and Excellence in Execution DSI Program — CISCO