

Case Study:

Plasma Centers

GDS ensures reliable connectivity for a rapidly growing chain of plasma centers, enabling consumption of technology solutions and services as an operating expense and helping to fuel the growth of a nationwide enterprise.



Reliable connectivity is critically important in the rapidly expanding plasma industry.

Many companies in the space use cloud-based software to manage their operations. They also depend on Internet of Things (IoT) devices – including sensors that monitor the collection, movement and storage of biological materials – to document that those resources were kept in appropriate conditions throughout their lifecycle.

Losses in connectivity can disrupt these important resources and impact a company's ability to operate profitably and meet regulatory requirements.

KEEPING MULTIPLE LOCATIONS CONNECTED

For more than 10 years, a fast-growing chain of plasma centers was faced with the **challenge of implementing and managing connectivity at scale** has relied on GDS to handle all its IT and communication needs.

The GDS team designs and installs each location's data cabling in coordination with construction contractors as the locations are being built. GDS then outfits each site with routers, switches, Wi-Fi access, computers, printers and barcode scanners once construction is complete. The company utilizes GDS's hosted VoIP phone service through

leased desktop phones, reducing the capital outlay needed for each site and further enabling the company's rapid-growth strategy.

Most importantly, GDS ensures that each location has reliable Internet connectivity, even provisioning services when timelines are tight so the firm can maintain an aggressive build schedule and never delay opening due to service availability. Where Internet connections have not been available in time for a scheduled opening, GDS has used LTE service to keep the project on track.

INTRODUCING GDS NEXT-GENERATION CONNECTIVITY

GDS procures multiple connections for each location — fiber, copper and LTE — and brings those connections into the GDS Next-Generation Connectivity (NGC) platform. **NGC combines a number of smart technologies into an integrated and cohesive managed service, ensuring network reliability by automatically selecting the connection with the best performance.** If the primary connection goes down or becomes unacceptably slow, NGC fails over to the secondary service. If that one goes down, it fails over to LTE.

Additionally, each new location is immediately part of a network community with other locations. This enables the company to scale rapidly while ensuring that every location has access to the corporate resources needed to operate the business.

Securing customer and business information is important to every healthcare services company, but geographic expansion presents challenges with legacy networking technologies that centralize security. In this model, organizations establish a secure perimeter around the network core, with more limited security at branch locations. The corporate network serves as the hub with a spoke out to each branch — a costly and inefficient architecture with a single point of failure.

The GDS NGC solution creates a mesh network that extends the secure perimeter to every branch and even remote users. The entire network shares all of the advanced security capabilities that are built into NGC.



DELIVERING RESULTS

By handling network provisioning from end to end, GDS eliminates a major headache for the company. As a Competitive Local Exchange Carrier (CLEC) with decades of experience in telecommunications, GDS can provide internet services at competitive rates and be a single source for all its customers' connectivity needs.

The GDS team monitors and manages the network through its Network Operations Center, proactively addressing issues to ensure optimal uptime and performance. GDS also leverages relationships with all nationwide carriers to ensure any problems are resolved as quickly as possible.

From a financial perspective, GDS allows the company to grow while minimizing upfront capital investments in technology. GDS delivers its customers' connectivity and uptime as an operational expense so they can focus their capital resources on growth.

For More Information:

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- [Next-Generation Connectivity](#)
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