

Building Borderless Networks

Cali Eye Clinic, Colombia, improves ophthalmology efficiency and quality of patient care.

Customer Name: Cali Eye Clinic

Industry: Healthcare

Location: Colombia

Number of Employees: 200

Business Impact

- Increased productivity and better patient experience
- Improved collaboration between specialists
- Accelerated growth and introduction of telemedicine services at minimal cost



Case Study

Business Challenge

Cali Eye Clinic was the first healthcare provider in Colombia to offer outpatient surgery for glaucoma as an alternative to hospitalization. The company has since established itself as one of the country's leading institutions for ophthalmology. The clinic's 30-strong team of highly trained specialists have carried out over 30,000 surgical procedures and provide the highest quality eye care, as evidenced by numerous awards and accreditations

This ability to offer fast, effective diagnosis and treatment, with the added attraction of potential savings for international patients, has seen demand for services soar. Driven by the need to support business expansion, the company decided to open a second clinic in Cali.

Equipped with the most modern refractive surgery and 20 consultancy rooms, the new site would provide staff with greater mobility and access to medical applications and information, while also promoting safer procedures through the facilitation of research and best practice sharing. Providing these capabilities required a highly robust infrastructure with the scalability and embedded network intelligence to support new telemedicine and video-based solutions in the future.

Solution and Results

To help accelerate growth, Cali Eye Clinic chose a validated Cisco® Borderless Network design. The solution, comprising Cisco Catalyst® Switches and Wireless Access Points, forms a highly secure VPN from which staff and remote users can instantly communicate and access information and medical services, anytime, anywhere, using any device.

Power-over-Ethernet, advanced security (including Cisco PIX® Firewall Software, which allows the creation of a Demilitarized Zone), and intrusion prevention capabilities provide the ideal foundation for advancing the clinic's telemedicine ambitions. The company has also taken advantage of the award-winning Cisco SMARTnet® maintenance service.

Patient care and operational effectiveness have been completely transformed. Removal of previously isolated areas of information has helped to increase productivity. Medical and administration staff also benefit from 10 Gbps speeds, higher availability of IT services, and faster application response times. It is now much easier for specialists at both clinics to collaborate on patient diagnosis and treatment options. Having decided the best course of

action, VPN authentication safeguards medical data and helps to eliminate manual process errors. Patients also enjoy free use of the clinic's wireless network to stay in touch with family and friends.

“As a recognized market leader, Cisco inspires confidence. They were our first choice when it came to designing a robust and highly secure Borderless Network.” ”

Lorena Loaiza
Director of Information Technology, Ophthalmology Clinic of Cali

For More Information

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