



EQUIPPING MARTIN HEALTH'S NETWORK FOR THE NEEDS OF TODAY... WITH AN EYE TOWARD TOMORROW



ABOUT THE CUSTOMER

This hospital system comprises three hospitals, a free-standing emergency center, and numerous outpatient facilities along Florida's Atlantic coast. The not-for-profit system ranks among the top 10 percent of hospitals nationwide, as scored by The Joint Commission, one of the most respected health care accreditations in the nation.

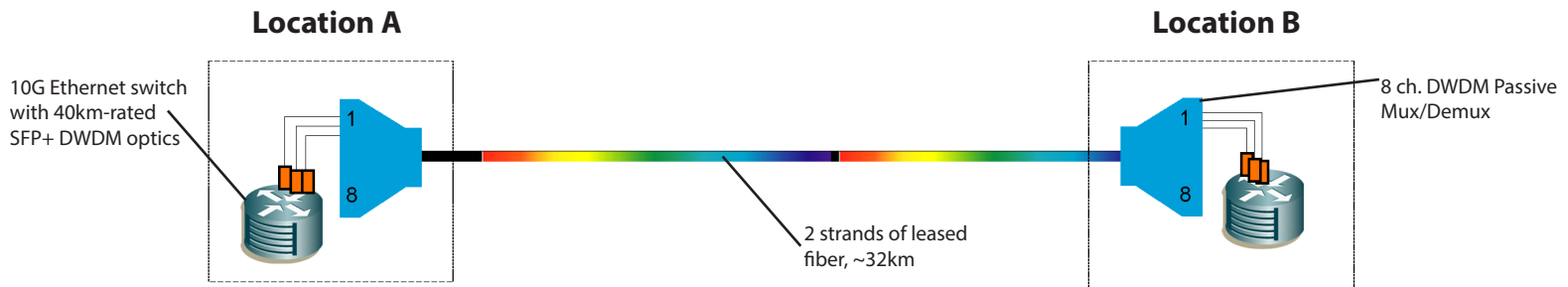
THE PROBLEM

This nonprofit health system was beginning to feel the pressure of bandwidth constraints between two hospitals, roughly 32km apart. These facilities needed as much bandwidth as possible on the 2 leased strands of existing fiber. There was no room in the budget (now or in the foreseeable future) to lay or lease additional fiber.

THE SOLUTION

Engineers at the hospital had previously considered passive network solutions to address their problem, but many commercial alternatives were deemed prohibitively expensive. They then consulted Champion ONE, who had been their provider for Cisco-compatible single fiber (bi-directional) transceivers for several years.

Champion ONE recommended a point-to-point DWDM Mux/Demux system, as pictured below. This solution increases the bandwidth over existing fiber by 4x, effectively turning 10G into 40G. The additional capacity of the filter means they could double this bandwidth, for an effective data rate of 80G!



THE BENEFITS

- Keeping operational costs down — **did not have to lease additional fiber**
- Simplicity and reliability of passive solution — **lower MTBF than solutions with active products**
- Room for growth in the future — **can easily double bandwidth on the same fiber**

THE RESULT

In the three years since the solution was deployed, the hospital's network has reported **no network errors** over this link. The health system has been so pleased with the performance of Champion ONE's solution that they are now in the process of deploying the same solution to connect a third hospital, with similar room for cost-effective service expansion in the future. In all, up to 12 links are planned to move to DWDM over the next several years.

"[Champion ONE has been] a fantastic partner, giving us a great solution without any headaches at an affordable price. Great technology, great price, great quality!"

— Esdras Adames, Senior Network Analyst

GLOBAL HEADQUARTERS

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