# CHAMPION ONE™

**CASE STUDY**

# Leading Health Care System Leverages Champion ONE to Expand Network

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## THE CHALLENGE

One of the nation's leading health care systems experienced rapid growth through acquisition of other local hospitals and medical centers. The entire system had grown to include several hundred hospitals, clinics, and urgent care centers. Integrating the various IT systems at all these new facilities became increasingly complex, and it soon became apparent that a core network upgrade was necessary to provide sufficient bandwidth across all locations.

## THE SOLUTION

Champion ONE provided a tailored solution, supplying a wide assortment of optical transceivers to scale their network and ensure all network needs were addressed and solved for. Products included 1G and 10G optics programmed for use in Cisco devices, as well as inventory-saving tunable DWDM transceivers.

## RESULTS

The prominent health care system **saved an average of 70%** over comparable OEM products, with Champion ONE's open standards-based optical transceivers. These tremendous savings enabled the customer to conserve resources for continual network expansion to accommodate incremental growth in the future. On an operational level, Champion ONE's wide-ranging compatibility expertise **simplified operations both in the field and in the procurement office** by supplying optics across the health care system's many OEM platforms. Engineering experienced further operational simplicity using tunable transceivers: instead of sparing fixed-channel parts for 26 DWDM channels, one single part served as a spare across all channels. As they continue to grow and add services on this DWDM network ring, the sparing inventory will remain simple. Furthermore, Champion ONE's consultative approach solidified the customer relationship, earning the status of **trusted business partner.**

> *"The savings we see from Champion ONE are terrific... 10G DWDM optics alone were costing us $10k for a pair , whereas we are able to significantly increase savings with Champion ONE."*
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> **- NETWORK DESIGN ARCHITECT**