

CARDIOCOMM PLANS FOR WORLDWIDE SUCCESS WITH CLOUD COMPUTING ARCHITECTURE

SUNGARD[®]
Availability Services

ENTERPRISE CLOUD SERVICES

CUSTOMER
SUCCESS



Electronic Components & Accessories

[CardioComm Solutions, Inc.](#) was looking to be disruptive. The Canadian-based electrocardiogram (ECG) management software provider was focused solely on software development for several years. However, CEO Etienne Grima and his team were ready to disrupt and compete in the consumer products market in an effort to radically change how consumers achieve more advanced healthcare.

"The last at-home consumer based health-care test was introduced more than 30 years ago," says Grima. "We saw an opportunity to create the next revolutionary device that could turn a very doctor-focused test into one consumers could administer themselves."

The device – the HeartCheck™ PEN – is a handheld object that uses CardioComm Solutions' patent pending SMART Monitoring software to transmit ECG readings over the Internet to the CardioComm Solutions ECG Reporting Service Center. Once received, physicians interpret the data and provide results within 30 minutes. With the potential for the product to reach hundreds of thousands of people worldwide, its success depends greatly upon what Grima calls "a stable and secure pipeline with a constant up-time" through which to transmit highly sensitive data.

PARTNERING FOR RESULTS

Once the HeartCheck™ PEN was cleared as a consumer and prescription product, Grima immediately set out to determine what vendor could provide the solutions necessary to avoid any kind of data disruption and meet several requirements concerning medical privacy rules, security and other software safeguards.

"The last thing we wanted was for people to buy our product and then not be able to access the SMART Monitoring service because of an error on the back end," says Grima.

"We are completely confident that SunGard will be able to replicate what we have in Ontario in whatever region our technical team will require next."

ETIENNE GRIMA
CEO,
CardioComm Solutions, Inc.

ABOUT CARDIOCOMM SOLUTIONS, INC.

- Headquartered in Victoria, BC, Canada
- Produces ECG management software and ECG monitoring devices
- CEO: Etienne Grima
- 24 employees
- \$1.76M annual revenue
- Leverages SunGard Enterprise Cloud Services

ENTERPRISE CLOUD SERVICES

Enter [SunGard Availability Services](#), whose international presence and scalable Cloud services offered a strategic fit, enabling CardioComm Solutions to accommodate growing product sales.

CardioComm Solutions' technical team had engaged with their technology advisor at [Infinite IT Solutions](#) to create the most available and resilient infrastructure to support CardioComm Solutions' future growth projections. Infinite IT partnered with SunGard AS, whose experience in and knowledge of industry regulatory requirements helped deliver a secure and reliable solution.

CardioComm Solutions was confident that SunGard could support the specific technical and regulatory requirements demanded by international regions, and provide the flexibility and scale to support the growth they were anticipating. CardioComm Solutions believes it can sell 50,000-100,000 of the home heart-monitoring units within the next 12 months, which might require them to scale up operations; SunGard AS can handle that scale easily. The teams at Infinite IT and SunGard AS worked together to design a completely customized backend for CardioComm Solutions, allowing for quick go-to market execution, along with the most elastic offerings to power their future growth. CardioComm Solutions' offices are inter-connected via a private network powered by Infinite IT, integrating CardioComm Solutions' data centers and infrastructure within the SunGard Enterprise Cloud Services platform.

SunGard Enterprise Cloud Services are built to provide clients like CardioComm Solutions with a seamless integration of infrastructure to ensure operational resiliency and availability. The SunGard AS and Infinite IT teams, "got our system up and running quickly – and I won't even pretend to understand all the intricacies that were involved in doing so," says Grima. "We are completely confident that they'll be able to replicate what we have in Ontario in whatever region our technical team will require next and they'll be able to accommodate our needs as demand increases."

"We have plans to push more of our services into SunGard's Cloud environment."

ETIENNE GRIMA
CEO,
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SOFTWARE SOLUTIONS

Since the HeartCheck™ PEN's SMART Monitoring commercial installation on the SunGard Enterprise Cloud Services, CardioComm Solutions has yet to experience a single problem in the field. In fact, the Company has only heard positive reviews about the device's benefits and ECG reporting service reliability.

One customer purchased the PEN for her husband, who had been experiencing heartbeat irregularities. Despite seeing several doctors, none had been able to capture his arrhythmias. However, once she began sending her husband's ECGs into the CardioComm Solutions SMART Monitoring service, "she and her husband immediately felt empowered," says Grima. "Our SMART Monitoring software helped them catch heart rates as low as 38 beats per minute, as well as episodes of atrial fibrillation."

CONCLUSION

According to Grima, CardioComm Solutions could not imagine a better partnership than SunGard AS to stand behind its HeartCheck™ software and the PEN. As the product launches around the world, its technology will be backed by SunGard Enterprise Cloud Services, designed for the most demanding production workloads with an underlying platform that leverages proven, best-in-class technology and 24/7/365 management and monitoring of CardioComm Solutions' virtualized infrastructure.

"We have plans to push more of our services into SunGard's Cloud environment," says Grima. "Soon, we will have several analysis algorithms running on the client side stored in the Cloud, which is a testament to SunGard AS and its ability to launch, manage and handle this innovative technology."

[Infinite IT Solutions](#) is a Select level Solution Partner in the SunGard AvailabilityPLUS Partner Program, located in Canada.

BENEFITS

- Enterprise Cloud Services for seamless integration of infrastructure to ensure operational resiliency and availability
- 24/7/365 management and monitoring of virtualized infrastructure
- Ability to meet technical and regulatory requirements while ensuring medical privacy
- Scalability to meet future growth plans and IT demands



For more information

WORKING WITH SUNGARD AS

Through our partnerships with industry-leading technology partners, we are able to provide proven availability solutions tailored to the unique needs of your business. Unlike other companies offering individual technology services, SunGard Availability Services is focused on providing responsive and integrated cloud, managed services and disaster recovery, IT consulting and business continuity management software solutions to keep you and your information connected. SunGard AS provides for application availability using end-to-end data protection solutions to help you manage your data more efficiently, effectively and securely. The result is a flexible, cost-effective way to help ensure your data is there when you need it: **Always.**

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About SunGard Availability Services

SunGard Availability Services provides disaster recovery services, managed IT services, information availability consulting services and business continuity management software. To learn more, visit www.sungardas.com or call 1-888-270-3657.