VIZURI PARTNERS WITH RED HAT AND JBOSS TO DELIVER TECHNOLOGY SOLUTIONS THAT DRIVE HEALTHCARE INNOVATION

FAST FACTS

Companies	Vizuri, Non-profit medical research organization
Industries	Healthcare: Biomedical Research and science education
Geography	US
Opportunity	To build a Enterprise Portal Platform as the foundation for strategic initiatives designed to aggregate critical information, reduce operational costs, and increase performance to internal and external users, and increase availability of research to a wider audience.
Software	JBoss Enterprise Portal Platform (32-cpu), JBoss Rules (32-cpu), JBoss jBPM (32-cpu), Red Hat Enterprise Linux Advanced Platform, JBoss Developer Professional, JBoss Developer Studio, Alfresco ECM, Alfresco WCM
Benefits	The Red Hat and Vizuri partnership helped a non-profit medical research organization complete a side-by-side evaluation and selection process that compared the solution benefits of open source software to proprietary software. Through customer experiences, JBoss and Vizuri were able to outline to the customer that the cost savings provided by the selecting an open source solution would allow the customer to leverage Alfresco Enterprise Content Management.

BACKGROUND

Vizuri is a Red Hat Advanced Business Partner and Preferred JBoss Certified Systems Integrator that specializes in advanced technology and business solutions. The consulting firm has experience with implementation spanning Identity Management (IdM), Business Process Management (BPM), Enterprise Service Bus (ESB), Enterprise Messaging, Service Oriented Architecture (SOA), Portal, Web 2.0, Seam, and RichFaces. Vizuri is a consulting firm committed to delivering innovation by utilizing open source solutions to provide cost-effective, enterprise solutions for strategic client initiatives.

OPPORTUNITY

The Red Hat and Vizuri partnership helped a non-profit medical research organization complete a side-by-side evaluation and selection process that compared the solution benefits of open source software to proprietary software. Through customer experiences, JBoss and Vizuri were able to outline to the customer that the cost savings would allow the customer to leverage Alfresco Enterprise Content Management. The Red Hat and Vizuri solution was selected as a finalist against IBM Websphere and BEA Weblogic. Vizuri hosted the customer for a capabilities demonstration of the JBoss Portal Platform utilizing real world client business situations that included many third-party applications that would be integrated to meet the customer's requirements.

During the capabilities demonstrations, Red Hat and Vizuri simulated Integrated Single-Sign-On (SSO) leveraging Oracle Identity Management (IdM) with PKI, and Enterprise Content Management (ECM) from Alfresco that met the customer's requirements.

By presenting related customer experiences, Vizuri was able to present the JBoss Portal Platform with Single Sign-On integrated with Oracle and Alfresco ECM demonstrated key items that the customer could now consider due to the value of open source software.

SOLUTION

Red Hat and Vizuri enabled the non-profit medical research organization to select the JBoss Portal Platform, JBoss Rules, and JBoss jBPM, to deliver the technology platform that will increase the customers ability to aggregate information, increase performance and meet the needs of its internal and external customers and also bring significant cost savings to the company.

Moving to a Portal Platform was an essential first step in implementing the non-profit medical research organization's initiative, as multiple diverse systems and data sets needed to be integrated to collect, process, and disseminate all the relevant customer and operational information.

Establishing a Portal Platform based on industry standards, along with open source visibility, provided the customer great confidence that legacy and custom developed applications would be integrated seamlessly as part of the overall solution.

The Red Hat and Vizuri team uncovered a strong need for work flow and rules management due to the different types of research grant application processes and the complex rules for awards. JBoss Rules, JBoss jBPM, and Alfresco Enterprise Content Management (WCM) capabilities were presented in a similar business case scenario that met the stringent requirements and customer needs.

Displaying the impact and value of open source relationships, Red Hat and Vizuri worked with Alfresco, to provide Alfresco Enterprise Content Management (ECM) and Web Content Management (WCM). Two solutions that positioned the customer for growth that would not have been able to be considered due to limited financial resources, if the customer selected proprietary solutions.

> "Our ability to provide a robust Portal Platform capable of complex technology integrations coupled with proven client solutions, enabled the non-profit medical research organization to trust that professional open source was strategic to their organization."
>
> – Joe Dickman,
> Managing Director,
> Vizuri

BENEFITS

The non-profit medical research organization needed to modernize its infrastructure, and put a plan in place to build next-generation systems that would allow for agility, growth, and efficient daily operations.

From the very beginning of the project, open source partnership was vital to success. "With open source, we were able to work effectively and with a strategic mission to standardize and enable next-generation systems, that were positioned for growth," said Dickman.

"With the costs saved from selecting the open source solution JBoss Enterprise Portal Platform, the customer had the ability to purchase the Alfresco solutions," said Dickman, "The functional advantages and the value of open source, provided options to the customer that would have been available with a proprietary solution."

The company did not want to implement legacy and complex custom development projects in a non-standard environment, and the JBoss Enterprise Portal Platform delivered the tools to develop and establish a solid portal reference architecture that simplifies the integration of disparate systems and data.

"The JBoss Enterprise Portal Platform comes with everything we need to enable simplified integration of disparate systems and data. This platform serves as the foundation for many of our client solutions and we trust Red Hat to align with our future objectives and customer needs, and to deliver solutions for innovation," said Dickman.

The company is also very pleased with the partnership it has forged with Red Hat. Other Red Hat clients can now leverage the experience Vizuri gained during its work with the company, "It's a win-win situation for us both," said Dickman.

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