

Prime Healthcare Management secures aging assets and **boosts cybersecurity** thanks to Culinda's cost-effective solution.

Situation

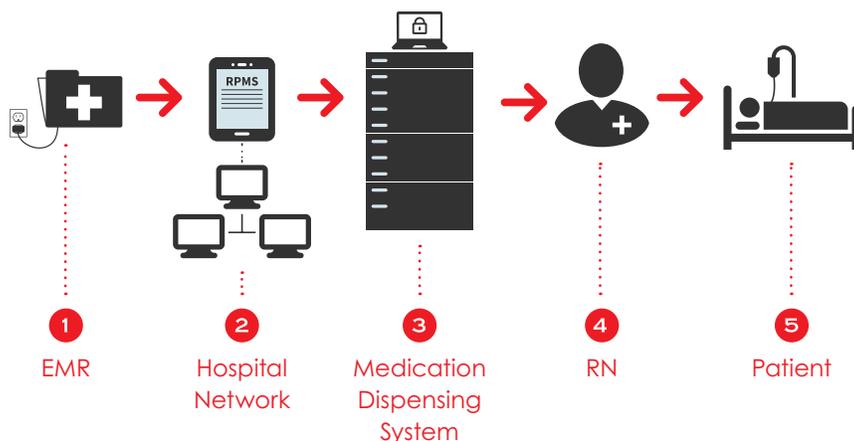
Prime Healthcare Management is a hospital management company that owns 46 hospitals across 14 states. It also owns some aging internet-connected hardware, including x-ray machines, computed tomography scanners, cardiology equipment, and infusion pumps. While these assets were still functioning, they weren't fully patched and up to date.

"Our biomedical assets are aged," said Raghu Chennareddy, Chief Technology Officer at Prime Healthcare Management. "In most cases, upgrading them would require an operating system upgrade, which would require replacing the hardware."

Having aged assets created a security liability for Prime Healthcare's network infrastructure that the company had to address. However, replacing the assets wasn't realistic from a cost standpoint.

"These are 10- to 20-year-old pieces of equipment," said Raghu. "If you have to replace them, you are looking at millions of dollars."

Prime Healthcare Management faced the challenge of finding a way to secure its assets without replacing or even patching them.



CASE STUDY



"We have a specific brand of supply dispensing medical cabinets across all our hospitals. About 50% of them are aged, running Windows 7 OS, and a vendor told us there was no way to upgrade them to Windows 10 and we would have to replace the cabinets completely to secure them. But with Culinda Fence, we are able to protect the network without replacing the cabinets, which means **a cost savings of about \$8.1 million in our first year.**"

Raghu Chennareddy
CHIEF TECHNOLOGY OFFICER
TO at Prime Healthcare
Management



CASE STUDY

Solution

When looking for a partner to secure the aging assets and boost cybersecurity, Prime Healthcare noticed that many vendors required expensive network infrastructure upgrades to be compatible. However, Culinda's product, Culinda Fence, proved to be a cost-effective solution.

"Culinda Fence is a device that connects to each of the aged biomedical assets, like a security device that sits between the hospital network and the equipment," said Raghu. "The Culinda Fence devices are very inexpensive, which was a big difference compared to other vendors' products."

In addition to security that Culinda Fence provides, Prime Healthcare also uses Culinda Sensor, which offers analytics and insights across all 46 hospitals.

"Each of our hospitals has a Culinda Sensor that sits on the network and constantly monitors traffic," said Raghu. "The Sensors show analytics on where and how everything communicates."

Raghu noted that another benefit Culinda offered was the ability to track asset utilization.



“

"We looked at a lot of products, and being a larger health system, it really made sense to go with Culinda. It doesn't require any expensive hardware refreshes, and I believe it is a far superior technology compared to other vendors out there."

Raghu Chennareddy

CHIEF TECHNOLOGY OFFICER
TO at Prime Healthcare
Management

Results



Improved
network
security



Analytics that
provide insights
into threat
potential and
asset utilization



Cost
savings
of \$8.1
million
per year