



# Think ADTRAN. Think Success.

## ADTRAN VPN Solution Reduces Cost of HIPAA Compliance for Healthcare Provider

### The Challenge

A large healthcare provider needed a HIPAA-compliant security solution for off-site offices. This customer also needed a solution for cost-effective access to a remote storage facility.

### The Solution

HIPAA-compliant NetVanta® 2100 firewall/VPN gateways were installed at both host and remote locations for site-to-site VPN connectivity via the Internet.

### The Benefit

ADTRAN® NetVanta 2100 firewall/VPN appliances offer a rich feature set at prices lower than leading competitors. These devices allow for secure communication, and allow customers to experience a quick return on investment by reducing recurring circuit costs.



### The NetVanta 2000 Series

The NetVanta 2000 Series of firewall/VPN products addresses a growing need for secure access to corporate resources using the public Internet. These devices operate as IPsec-compliant gateways or clients to secure connectivity between offices, mobile workers, and business partners. For more information on the NetVanta 2000 Series, visit us on the web at [www.adtran.com/netvanta2000](http://www.adtran.com/netvanta2000) or contact pre-sales technical support at 800.615.1176.

**T**oday's healthcare organizations are expanding their reach into local communities. This often involves the establishment of neighborhood clinics located away from the healthcare provider's main campus. Whether located across town or in another state, these clinics require access to the corporate network. This connection must also be secure to safeguard patient data in accordance with the Health Insurance Portability and Accountability Act (HIPAA) guidelines.

Many times remote facilities will not be equipped with IT staff and must turn to a third party integrator for network help. In these situations, the role of the integrator is crucial because they must assess the framework in place and decide how each office will be equipped and become a fully-functional arm of the network, without causing network congestion and latency issues. One such integrator is CTS ([www.thinkcts.com](http://www.thinkcts.com)) located in Bogart, Georgia. CTS is a systems integrator for a large healthcare provider in Georgia.

### The Application

This healthcare provider's network is composed of a third-party storage facility located in another state, a main administration facility, three mini-host locations, a number of remote clinics, and one small remote administration center. The mini-hosts, clinics and remote administration center are dispersed throughout the state. One of the main concerns CTS addressed for this client was designing a HIPAA-compliant security solution that would allow clinics and remote administration offices to have cost-effective access to a third-party data storage and retrieval site.

In this network, the main administration facility and the three mini-host locations are all connected to the third-party storage facility via a Frame Relay network. Each of these locations utilizes a Fractional T1 (FT1) and a Frame Relay Permanent Virtual Circuit (PVC) to access the network provider.

### ADTRAN's Solution

CTS established a DSL connection between each remote clinic/administration site and a mini-host location. CTS installed ADTRAN NetVanta 2100 VPN gateways at both the mini-host and remote clinic/administration locations for site-to-site VPN connectivity via the Internet. Using an ADTRAN VPN solution allowed this healthcare system to reduce circuit costs, while providing encryption of customer data to meet HIPAA requirements.

**"ADTRAN's NetVanta 2000 Series is perfect for HIPAA compliance. These products are cost-effective, offer an easy-to-use graphical user interface, and provide the security necessary for healthcare customers"**

*Jody McCook  
Business Technology Consultant*

"ADTRAN's NetVanta 2000 Series is perfect for HIPAA compliance," said Jody McCook, Business Technology Consultant, CTS. "These products are cost-effective, offer an easy-to-use Graphical User interface, and provide the security necessary for healthcare customers."

Integrators often have customers with preexisting networks, many with a variety of equipment from numerous manufacturers. This often creates issues as the network evolves and new hardware needs to be integrated. As with many growing healthcare networks, this was also the case for this healthcare provider.

"We had no problem adding ADTRAN equipment to this existing network," said McCook. "ADTRAN's products are standards-based, which makes them easy to integrate into existing network architectures."