

## Unmatched Xirrus Wireless Performance is Standard Operating Procedure for Professional Hospital Supply.



Founded in 1981 with a mission to streamline the supply system and improve the efficiency of hospital staff, Professional Hospital Supply (PHS) has embraced many innovative supply methods. Staying on the edge of technological development and continuous innovation is a priority. As a result, PHS has grown to seven warehousing and distributing facilities across five states and accommodates the needs of hospitals and care facilities in the Western United States.

For smooth and efficient operations to continue, PHS required pervasive wireless coverage across its seven facilities. After conducting due diligence, PHS deployed Xirrus wireless Arrays. With its unique technology, Xirrus was able to create a resilient wireless network that provided more coverage and bandwidth, using fewer devices, than any other wireless vendor. Xirrus also supplied remote management software that allows IT staff to manage every Xirrus Array from the corporate office, which has made the organization more efficient and productive.



Professional Hospital Supply was founded in 1981 and has since embraced many innovative supply methods. PHS has become one of the nation's most established regional suppliers of medical and surgical supplies with seven warehousing and distributing facilities across five states.

### Infrastructure Requirements Included:

- Fewest possible number of devices to install and manage
- Best service and support available
- Central management system
- Compatibility with warehouse and office devices

### Xirrus Solution Provided:

- 4 to 16 radios per Array delivered increased user density, reliability and access
- High-gain directional antennas provided more coverage with less Arrays
- Distributed intelligence per Array, simplified integration into the network
- Integrated switch, firewall and management streamlined installation and operation

### Benefits:

- 50% fewer Wi-Fi devices supplying pervasive and robust wireless coverage throughout all facilities
- Fully remote administration and configuration enables central management
- Easily mountable enclosures to protect against environmental damage
- Drastically improved TVM and ROI

## Xirrus Wireless Arrays Improve TVM and ROI

PHS saved both time and money by deploying Xirrus wireless Arrays and a fully managed, intelligent wireless network. Dave House, Vice President of Information Systems at PHS explained why Xirrus solutions are in a league of their own "We looked around and decided upon Xirrus for a number of reasons, primarily the number of access points needed to cover our warehouses. We had another building where we were using a different wireless vendor. When we sat down and did the comparison between our legacy solution and the Xirrus wireless Array platform, we found that we'd have to purchase fewer devices with Xirrus than the competition – almost a two- to-one ratio. This meant half the switch ports, cable runs, and devices to install and manage," said House.

## The Xirrus Advantage

With the explosion of smartphones and tablets, mobility has become ubiquitous. People expect to connect wirelessly. Organizations depend on high-bandwidth to send and receive voice, video and data, from any device to any one. And no one delivers better than Xirrus. Our array-based solutions are unique. They draw from cellular tower design principles to provide wired-like reliability, increased user density and capacity plus superior security. They perform under the most demanding conditions and have lower infrastructure requirements. When integrated with business and IT objectives, they help you do more than ever before.

At Xirrus, we apply the "best practices" of wired networking to wireless infrastructures by distributing the intelligence to the edge and outfitting the Array with dense multi-state radios in the same manner as a wired switch. That's how Xirrus delivers the best performing, most scalable wireless solutions in the industry. It's a strategic IT infrastructure advantage that fuels organizations. Because Xirrus does wireless networks right.



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DAVE HOUSE,  
vice president, IS at PHS



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