

citrix<sup>®</sup>

How Citrix and Microsoft  
are building the future of  
healthcare



# Healthcare IT needs to accelerate cloud transformation and enable secure hybrid work and telehealth



HIMSS reports that healthcare providers...

**80%**

Are increasing investments in technology and digital solutions over the next 5 years

**47%**

Believe digital transformation is their organization's top priority

**\$10M+**

Will be the average investment in digital health programs by 2026

# What's driving change?



**81%**

Patients are dissatisfied with their current healthcare experience



**\$6.2B**

Loss per year to data breaches, amid growing pressures in security and compliance



**41%**

Providers say data and analytics challenges are preventing them from succeeding in value-based care models



**14 Million**

By 2030, providers will suffer from a projected shortage of healthcare workers worldwide

# Why Citrix for healthcare?



All 10 of the top 10 U.S. News Honor Roll Hospitals

90% of Epic On-Premises installs Worldwide



100% of Epic On-Prem installs in the UK

Citrix powers Epic's own hosting environment



100% of Cerner Hosting with over 500k concurrent users

93% of Allscripts EPR hosting globally



100% of all Aria Oncology deployments

Over 5 million caregivers worldwide use Citrix

Citrix is proven, validated, and trusted to deliver the worlds leading healthcare applications



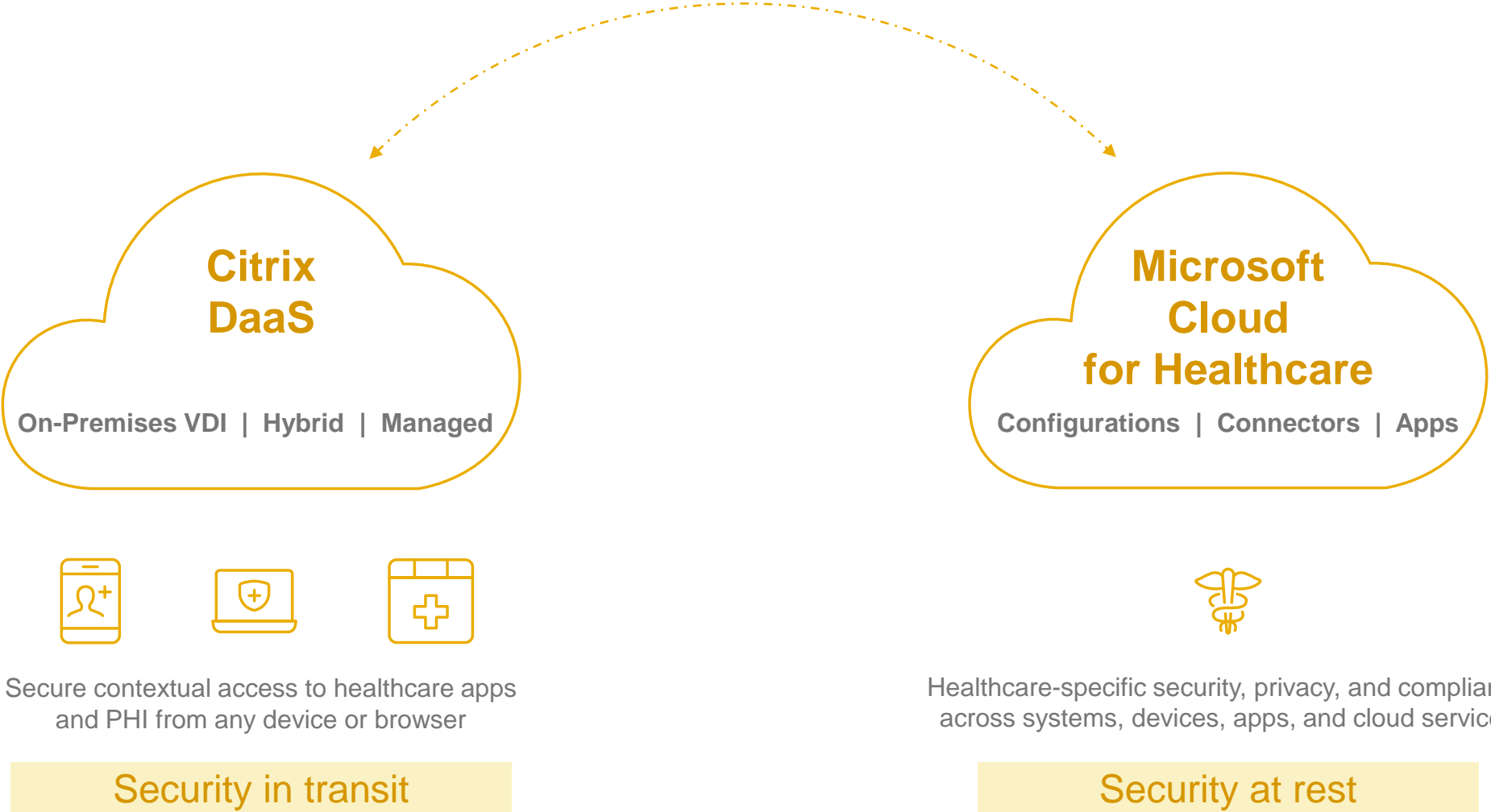


## Citrix solves leading healthcare use cases

- Clinical application delivery
- Secure remote access
- Mergers and acquisition
- User/clinician experience
- Hybrid technology enablement



# Citrix and Microsoft secure healthcare data in transit and at rest



# Citrix DaaS and Microsoft address leading healthcare IT challenges



## Agility and innovation at scale

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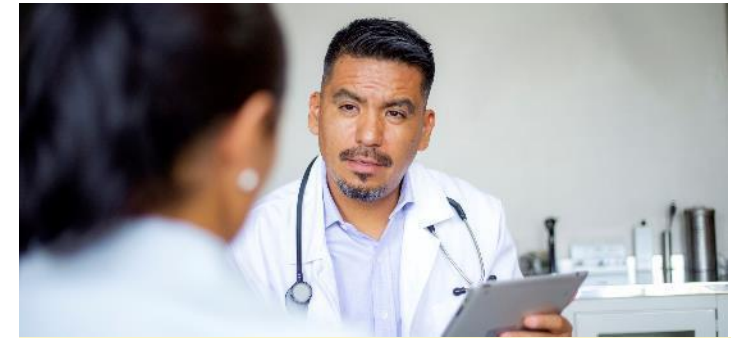
Citrix and Microsoft allow IT to manage any on-premises virtualization deployment alongside hybrid cloud and scale on-demand.



## Strengthen security and access

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Citrix and Microsoft provide continuous and contextual zero trust access to healthcare data, PHI, and apps in transit and at rest.



## Resilient employee experiences

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Citrix and Microsoft deliver an optimized user experience on any device, with consistent access to Microsoft 365, Teams, and healthcare apps like Epic, Cerner, and Allscripts.



# Create greater IT agility and innovation at scale

Citrix manages any on-premises VDI, DaaS, and Azure Virtual Desktop deployments for maximum agility and scale

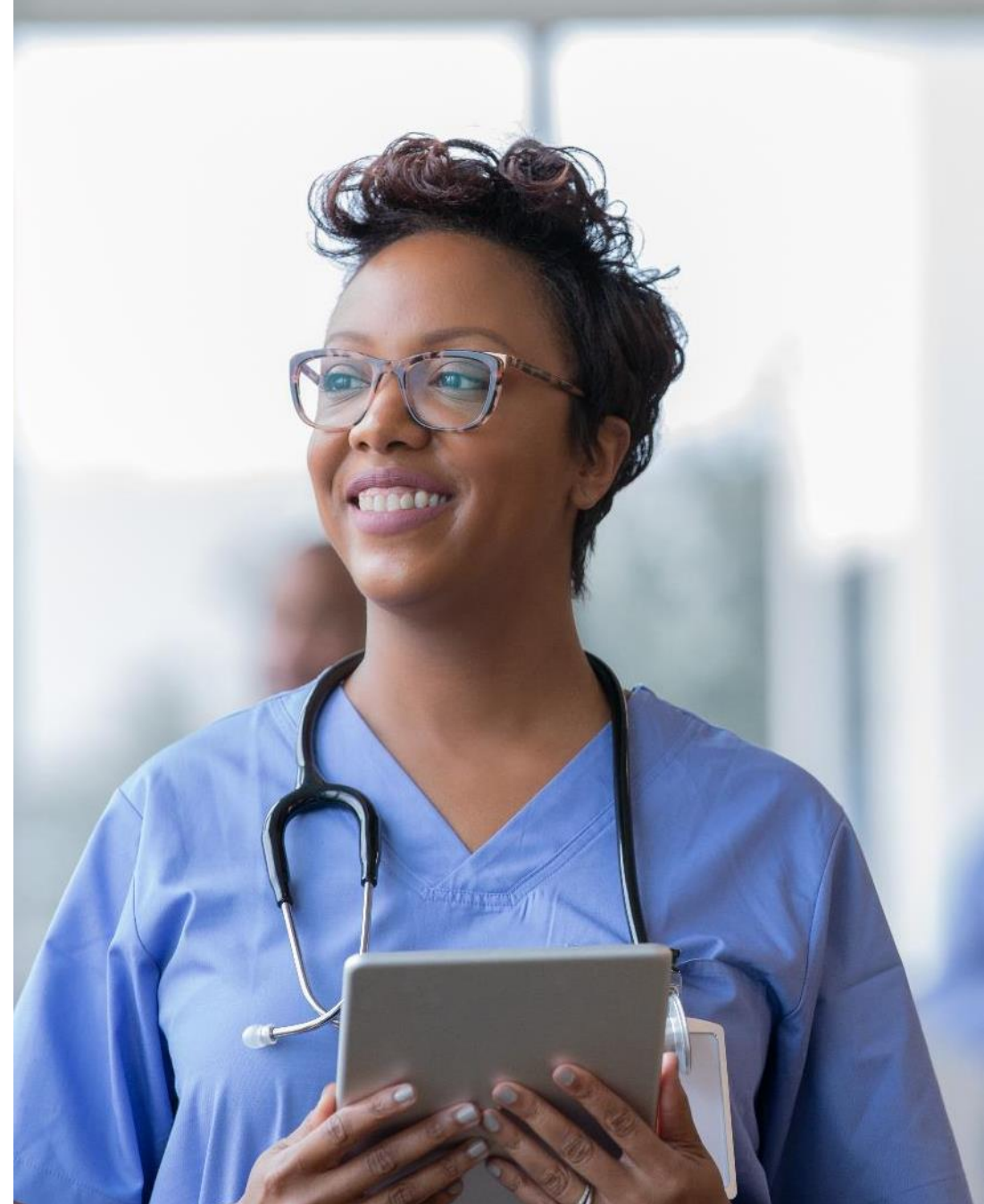
- Unified management of workloads hosted on any on-premises hypervisor or cloud platform make it easy to migrate, scale, or burst to Azure based on business needs.
- Ensure business continuity by enabling hybrid work.
- Unique hybrid cloud provisioning capabilities increase M&A agility, simplify business continuity planning, and accelerate geographic expansion.
- Make the most of existing datacenter investments while leveraging the cost savings benefits of Citrix DaaS on Azure and Azure Virtual Desktop.
- Use management tools for rapid image provisioning, simplified lifecycle maintenance, and end-to-end monitoring of workloads.



# Strengthen security and access

Citrix and Microsoft provide continuous and contextual zero trust access to healthcare data, PHI, and apps in transit and at rest

- Enable a cloud-based zero trust architecture that strengthens security across distributed networks that provides transparency and proactive protection.
- Manage caregiver devices with an integrated endpoint management platform that isolates user sessions and devices.
- Protect PHI and PII at rest and in transit and store locally to meet regulatory compliance requirements.
- Protect PHI and intellectual property with comprehensive session recording, watermarking, and user behavior analytics.
- Meet compliance standards including SSAE16, SOC 1, SOC 2, ISO 27001, ISO 27018, HIPAA, EU Model Clauses (EUMC), and HITRUST CSF Assurance.



# Deliver resilient experiences

Citrix and Microsoft deliver an optimized user experience on any device, with consistent access

- Improved collaboration between patients and better patient experiences thanks to seamless connections and consistent experiences.
- Consistent access experience to apps and desktops with a wide range of identity providers and SSO, including password-less access with FIDO2.
- Optimized performance of Microsoft Teams and other teleconferencing solutions on all devices, including Windows, Mac, and Linux.
- Simplified compliance and enhanced access control with a granular policy engine that provides IT with better insights and control.
- Reliable, high-performance application experiences from anywhere on any device with Citrix ADC.



# Analyst validated savings: Forrester Total Economic Impact

Market  
Leader

## Citrix DaaS with Microsoft Azure

**\$4.05M NPV**

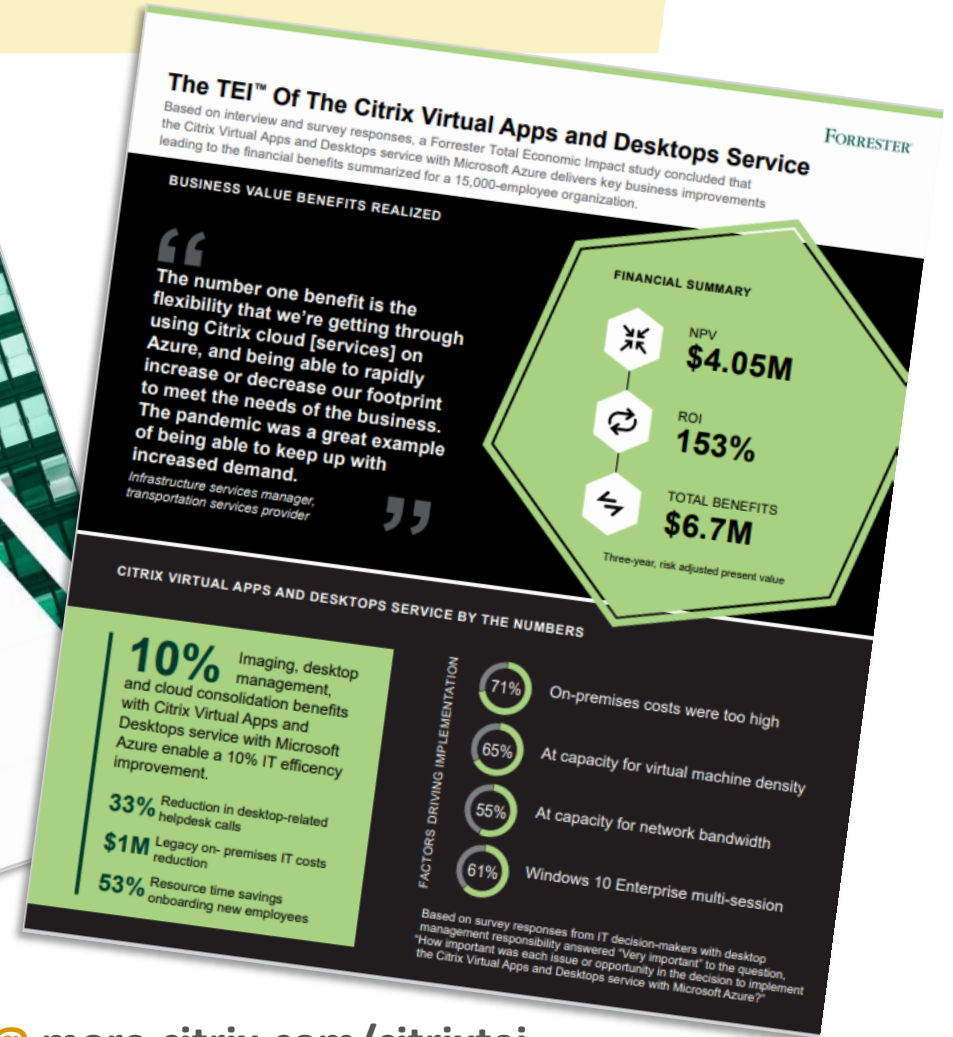
10% gain in IT Management efficiency improvement  
5% gain in employee productivity

**153% ROI**

Companies achieved 153% ROI with Citrix DaaS with Azure

**\$6.5M Total Benefits**

Enterprise saves \$1M in legacy IT moving to Citrix DaaS on Azure & Azure Virtual Desktop



**DOWNLOAD @ [more.citrix.com/citrixtei](https://more.citrix.com/citrixtei)**

# Navigate the complexity of healthcare IT with Citrix, and Microsoft

Learn more about [Citrix DaaS and VDI](#)

Read our [healthcare customer stories](#)

Get Citrix DaaS in the [Azure Marketplace](#)



# Citrix and Microsoft solutions for healthcare



## Citrix DaaS

A comprehensive, secure digital solution that runs on Azure or in a hybrid cloud. Citrix DaaS organizes apps, Windows desktops, PII, digital workflows, and data into a single, unified experience that is accessible from any device.

citrix.

## Microsoft 365 and Azure

Delivers multi-device, multi-sense experiences with industry leading healthcare and productivity apps, identity solutions, and data security.

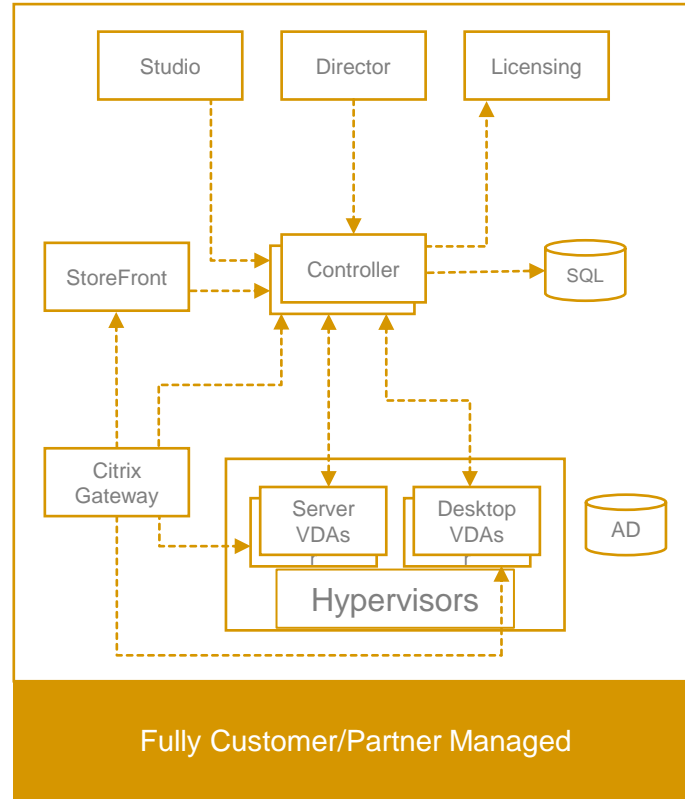
Microsoft

## Azure Virtual Desktop

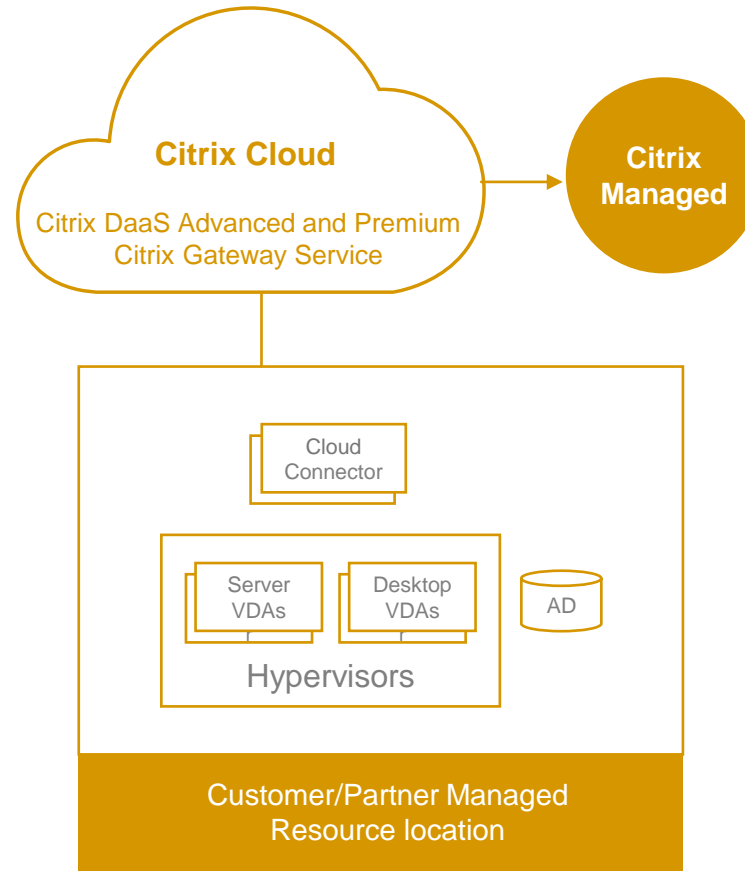
Citrix DaaS allows you to use your entitlements for Azure Virtual Desktop to deliver a secure digital workspace on any device, enabling more seamless growth.

# Citrix DaaS offerings

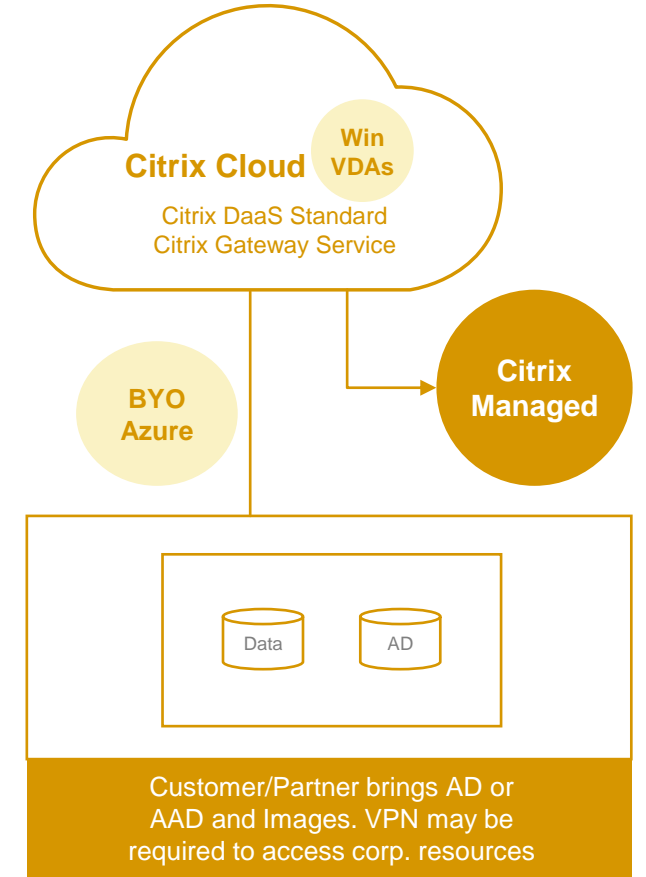
## Citrix Virtual Apps and Desktops (DIY model)



## Citrix Hybrid DaaS



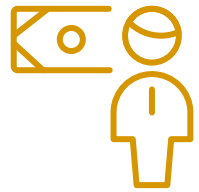
## Citrix Simplified DaaS



Cloud based

# Benefits of moving to Citrix DaaS for Azure and the Microsoft Cloud for Healthcare

## IT Cost Savings



Efficiently Manage  
Cloud IaaS Costs &  
Consumption

## Time to Value



Hybrid Cloud  
Flexibility for  
Business Agility

## Futureproofing



Faster Time-to-Value  
& Broader Cloud  
Service Integration



Fast, Easy Access  
to New Features &  
Functionality



Simplified Business  
Continuity &  
Disaster Recovery



# Additional use cases



## IT

- **Enable hybrid-cloud** by managing on-premises infrastructure along with Azure, Azure Virtual Desktop, and Citrix DaaS
- **Improve IT efficiency** with faster onboarding, advanced scalability, and performance optimizations
- **Rapidly onboard/offboard** and equip new workers due to M&A, seasonal hiring, and capacity bursts
- **Improve disaster recovery** with seamless failover of resources to other locations



## Business

- **Accelerate digital transformation** and reduce total cost of ownership by adopting DaaS/SaaS
- **Enable hybrid work models** with Citrix DaaS, gaining increased business flexibility
- **Ensure business continuity** through market disruptions by enabling staff to work from anywhere
- **Modernize contact centers** and deliver better service with seamless staff access to tools and data



## Employees

- **Improve patient experiences** by enabling physicians to connect seamlessly with patients and collaborate internally to improve care solutions
- **Seamless collaborate** across business apps and Microsoft 365 & Microsoft Teams
- **Deliver secure experiences,** with advanced policy and data protection controls
- **Ensure connectivity** with Citrix ADC so employees have a reliable, high-performance experience from anywhere, on any device

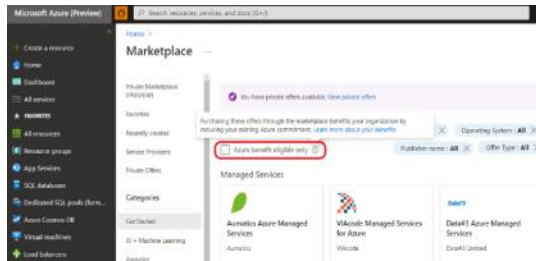


## Security

- **Enable cloud-based zero trust** architectures that strengthen security across distributed networks that provides transparency and proactive protection
- **Manage caregiver devices** with integrated endpoint management platform that isolates user sessions and devices
- **Protect PHI and PII** at rest and in transit and store locally to meet regulatory compliance requirements
- **Meet compliance standards** including SSAE16, SOC 1, SOC 2, ISO 27001, ISO 27018, HIPAA, EU Model Clauses (EUMC), and HITRUST CSF Assurance.

# Microsoft makes it easier for customers achieve more

Eligible customers can benefit by using **Microsoft Azure Commitment Credits** when purchasing Citrix solutions via Azure Marketplace



MACC

Available Now

**Azure Migration and Modernization Program** helps customers accelerate cloud migrations



AMMP

Available Now

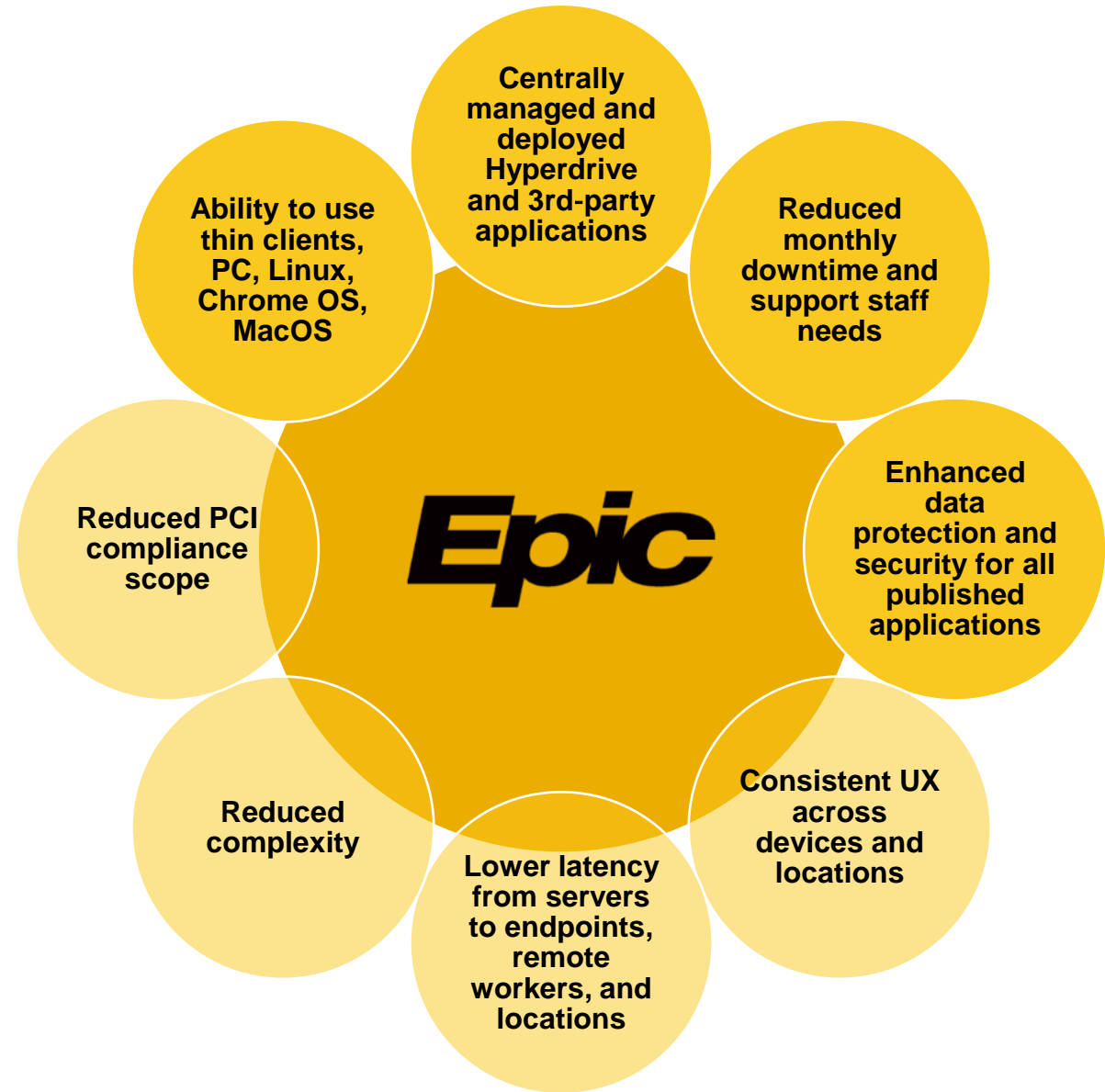
Accelerate your cloud transformation strategy with confidence by using the **Microsoft Cloud Adoption Framework**



Online or Ask an Expert

Available Now

## Citrix brings more value to Epic Hyperdrive



# Customer Success

Lewisham and Greenwich   
NHS Trust

## CHALLENGE

Staff needed access to real-time patient and client records while working from anywhere and providing services for 1M people in the UK.

## SOLUTION

Scaled from 600 to 1,200 users using Citrix DaaS during the pandemic, enabling NHS to provide better care for patients and a better experience for employees.

## PRODUCTS

Citrix DaaS for Azure, Citrix ADC, Azure Virtual Desktop, Microsoft 365, and Teams.

[Read the case study](#)



# Customer Success



## CHALLENGE

University of Vermont Health Network needed to rapidly scale its telehealth service by 70X per week and standardize the delivery of Epic, Microsoft 365, and business apps.

## SOLUTION

Citrix DaaS replaced VMware Horizon and became the standard platform for app and desktop virtualization. Citrix DaaS supports 4,000 concurrent sessions across four hospitals.

## PRODUCTS

Citrix DaaS for Azure, Citrix ADC, Azure Virtual Desktop, Microsoft 365, and Teams.

[Read the case study](#)

