

Success Story



Add-On Data has a proven history of working closely with both hospital standards committees and technology teams to determine the best vendor-agnostic solution. Their ability to develop, integrate, stage, and deploy point-of-care technology solutions that are delivered to our door, faster and ready-to-roll, allowed us to maintain room occupancy rates and minimize the impact to both patients and staff.

— Mike Hebert
Former Director of Information Technology, VHS New England

Client Need



Vanguard Health Systems (VHS) is a nationwide patient-centered health care company with 26 hospitals, imaging centers, health plans, a nursing

school, and emergency air transport services. VHS aspires to be the pre-eminent organization of market-leading, top quality healthcare provider system preferred by communities, patients, physicians, vendors, employers and employees.

Vanguard Health Systems' New England division consists of the full-service, acute-care 348-bed Saint Vincent Hospital in Worcester, Massachusetts and the 420-bed MetroWest Medical Center, with its two locations, Framingham Union Hospital in Framingham, MA and Leonard Morse Hospital in Natick, MA. In addition, MetroWest Medical Center also operates a freestanding outpatient facility in Framingham, MA.

Mike Hebert, VHS New England's former Director of IT was buying Rubbermaid Medical Point-of-care computer carts from a supplier in Georgia. The carts were delivered to each hospital for local assembly, integration, and configuration. In New England, and much of the North East US, the majority of urban/suburban hospitals don't have the extra space and manpower necessary to accept delivery, assemble, and integrate carts.

VHS New England wanted a complete, turnkey solution to add more than 150 Rubbermaid Medical point-of-care computer carts. In addition, a "smaller" laptop cart solution was also sought for use in the Operating and Procedure Rooms. All equipment, assembly, integration, and configuration was to be completed off-site and the carts were to be delivered, ready-to-roll, to one of the 3 hospitals — all on a single purchase order.

Add-On Data Solution

With more than 25 years experience, 3,700 access point installations, and a history of collaborating with leading health care organizations to develop and deliver the right point-of-care solutions, Vanguard Health Systems contacted Add-On Data.

Add-On Data's relationships with leading manufacturers and IT distributors allowed VHS to create a "best-in class" solution that specifically matched VHS's specific needs. All of the individual cart components shipped directly to Add-On Data and Add-On Data provided a complete, integrated solution — including assembly, installation, imaging, program management, warranty repair, and on-going remote monitoring. Completed, ready-to-roll carts were delivered to VHS New England locations according to schedule.

Add-On Data was able to offer Vanguard Health Systems a complete, turn-key integrated point-of-care IT solution on a single purchase order with complete vendor accountability.

"Our can-do attitude and strong understanding of clinical work-flow in health care organizations allows us to have significantly higher client satisfaction rates and repeat business from healthcare organizations," said Stephen Shaheen, President/CEO of Add-On Data.

