

## **SUNESYS**

*Case Study-Web*

October 16, 2006

### **Cooper University Hospital**

#### **Client:**

Cooper University Hospital is the leading provider of comprehensive health services, medical education and clinical research in southern New Jersey and the Delaware Valley. Cooper University Hospital offers an extensive ambulatory care network that includes more than three dozen offices throughout New Jersey, Pennsylvania and Delaware.

#### **Background:**

Presented with the challenge of reducing both scheduled and unscheduled downtime, the IT Infrastructure division at Cooper University Hospital, along with Cisco Systems and Dimension Data, redesigned the core of their network to achieve 100% redundancy, scale bandwidth, and reduce complexity by eliminating a complex protocol (migrated from ATM to Gigabit Ethernet). In order to implement this design, divergent and separate physical fiber paths were required, and the current service provider (AT&T) was incapable of doing so as part of the existing SONET Ring. CUH then sought out comparative designs from multiple carriers including Sunesys, which already had been leveraged to connect outlying outpatient practice back to a main node on the core to the network. What Sunesys was able to provide that the other carriers were not, was a truly simplistic dark fiber solution that allowed for exponential bandwidth scalability without an additional cost to the carrier. No other carrier was able to propose a solution that unbundled an unneeded and undesired managed service, which essentially doubled their cost in comparison to Sunesys.

#### **Quotation:**

“I’ve worked with a number of carriers, and Sunesys is the only one that has consistently not over promised and under delivered in respect to installation time and delivery of the product. The migration from the AT&T SONET Ring to the Sunesys dark fiber was performed with minimal downtime and with zero issues. Cooper University Hospital is now poised to scale from 1,000Mbps to 10,000Mbps as needed and without additional cost to the carrier, which is absolutely the single most differentiating factor that Sunesys has to offer. The core of the CUH network is now 100% redundant, scalable, and comparatively simplistic (Ethernet and IP) with protocol transparency and flexibility. The icing on the cake is the clean and accurate billing, which is a far cry from any other carrier!”

Michael Sinno  
Director, IT Infrastructure