

MEDITECH, Dell, and JJWild Expand Partnership to Canada

MEDITECH, DELL™, and JJWild are pleased to announce they are expanding their partnership to Canada. The collaboration, which began in the United States, provides health care organizations with a cohesive solution by leveraging the MEDITECH Health Care Information System, Dell technology, and JJWild's experience designing and developing integrated health care delivery solutions in partnership with all MEDITECH-compatible technology vendors, including Dell.

“This partnership will allow our Canadian customers—as well as our U.S. customers—to leverage the best of all three companies,” states Howard Messing, MEDITECH's President and COO. “Each company will focus on its strength. At MEDITECH, we will continue to develop software that enables our customers to deliver patient care safely, effectively, and efficiently. Dell will focus on its ability to efficiently manufacture high-quality hardware with related support services. And JJWild will leverage their integration experience across all MEDITECH-certified platforms utilizing their in-depth knowledge of MEDITECH applications to select the most appropriate solutions for our customers' specific needs.”

As in the United States, the Canadian health care market is quickly evolving. Customers' needs are multi-faceted and the technology required to address them is more complex. Health care leaders are continually faced with significant issues such as the quality of patient care and caregivers' efficiency and satisfaction. To address these issues, health care in Canada continues to move toward regional health care organizations encompassing acute care, long term/continuing care, public health, and behavioral health sectors. Initiatives like advanced clinical systems and disaster recovery/health care operational continuance are becoming critically important. Technology is an integral component in helping health care organizations achieve their goals. In addition, organizations often have a variety of technologies and applications within their enterprise, such as MEDITECH, PACS, and third-party programs. As their needs become more complex and the range of possible solutions multiplies, the role of an integrator like JJWild—knowledgeable about MEDITECH, health care, and technology—coupled with a technology manufacturer like Dell becomes more important.

Dell is a premier provider of technology products and services required by customers worldwide to build their information-technology and Internet infrastructures. Dell designs, manufactures, and customizes products and services to meet customer requirements, and offers an extensive selection of software and peripherals. Dell's full line of MEDITECH-approved products and systems will now be available through JJWild, both in Canada and the United States. This high-performance line is certified for both MEDITECH's Client/Server and MAGIC platforms. By working together with MEDITECH and JJWild, Dell is confident that Canadian customers will now have access to the same package of MEDITECH solutions that their U.S. counterparts have valued to date. Paul Cooper, Dell's Director of Canada Public Sector, states “As technology continues to evolve to meet the health care market's unique and critical business requirements, it is important that Dell join with JJWild whose deep relationship with MEDITECH allows for critical research, development, and certification of more robust, scalable, and ultimately more stable infrastructure solutions.”

JJWild has been a trusted MEDITECH partner for over twenty years, dedicated exclusively to the MEDITECH community. Sal Lanuto, JJWild's CEO, believes with the expansion of the Dell partnership, Canadian health care organizations will benefit from

the additional choice and the added confidence that comes from knowing all options will be considered and a tailor-made solution developed. “As a full-service provider with both technology and application expertise, our goal is to provide the MEDITECH community a total solution which includes architectural design, implementation, support, and professional services. With JJWild managing certification and configuration, we can help clients evaluate all MEDITECH-approved vendor technologies side by side to determine the best solutions for their needs.”

For more information, please contact Gord Curl, JJWild's National Sales Manager in Canada, at 604-592-8331 or sales@jjwild.com or John Armstrong, Dell's Regional Sales Manager, at 416-410-7190 or john_g_armstrong@dell.com.