

# Verdiem Case Study: Partners HealthCare

Partners HealthCare is a not-for-profit, integrated health care system in Boston and the largest private employer in the state of Massachusetts, with approximately 60,000 employees. Due to the sheer number of electronic devices in the organization, Partners HealthCare began exploring ways to reduce energy use.

A small team within its IT department, known for cutting-edge deployments that typically led the organization to implement the latest technologies, took on the challenge to investigate ideas on how to save energy. After speaking with facilities managers throughout the company and learning how much they were spending on electricity, the team began a serious evaluation of IT energy management tools.

## Identifying the Right Solution

The team began to explore appropriate vendors, initially trying a number of freeware solutions. Given the incredibly diverse environment at Partners HealthCare, none of the alternative solutions were flexible or customizable enough to meet their demands, which led them to Seattle-based Verdiem.

"Verdiem's Surveyor had all the functionality we were looking for – the ability to set policies centrally based on device type or location type and it offered an opt-out function, which is critical for our clinical locations that must be online 24/7," said Manuela Stoyanov, corporate manager, Client Infrastructure Design. "We found the Wake on WAN feature of Surveyor to be very robust as well, giving us the ability to customize devices, by device type and location, as well as many more options appropriate for management of an enterprise."

After initial testing to identify the potential savings Surveyor could offer the health care organization, the IT team initiated deployment of Verdiem.

## Seeing Results

Today, the organization manages nearly 30,000 machines using Verdiem Surveyor, saving \$50-\$60 per machine per year. This translates into approximately \$1,364,400 in savings every year, or 9,447,005 kilowatts.

*"With this solution in place, we're saving almost \$1.5 million per year," said Stoyanov. "We also look forward to continuing our work with Verdiem, and although we already manage over half of all machines using Surveyor, over time we plan to deploy it on more devices."*

~Manuela Stoyanov  
Partners Healthcare  
Corporate Manager,  
Client Infrastructure Design

## Partners HealthCare



### Deploying Surveyor

After a successful trial run and evaluation of Surveyor on only its monitors, and then after a month-long production pilot test within the IT department, Stoyanov and her team installed and deployed it system-wide within approximately two months.

After deploying Surveyor, Partners HealthCare saw changes immediately. During the pilot phase, the team partnered with the electric utility NSTAR, which was offering incentives for energy conservation projects. "They gave us a number of 10-volt meters to plug into computers where we were saving power," said Stoyanov. "We had help-desk people and NSTAR staff reading meters to find out how much energy was actually being consumed." The power company wanted to verify that Partners HealthCare was indeed saving a significant amount of power.

NSTAR was able to verify major energy savings, and in fact, provided Partners HealthCare with an incentive check for \$181,142 after the first year of deployment to reward the organization for saving so much energy.

Stoyanov handed the check over to executives within the finance department, saying, "Not only do we get the job done but we also give you something back!" She added, "Executives never saw anything like that. They found it unbelievable. That was very exciting for our team – to be able to give back to the company in such a tangible way."

After deploying Verdiem Surveyor, Partners HealthCare was able to implement power policies that put inactive computers to sleep at the end of the day or when machines are not in use. For example, fewer nursing stations are open at night so those PCs at the closed stations can be put to sleep. At the same time, the IT team has the ability to wake computers for a short period in the middle of the night for mandatory maintenance and security upgrades, and then wake them again when offices open each new business day.

### About Verdiem

Verdiem helped define the PC power management market and has now extended its leadership into IT energy management and efficiency software. Verdiem Surveyor enables customers to centrally control and reduce the energy used by PCs, Macs, and network devices running Cisco EnergyWise without impacting end users. More than 700 corporations, government agencies and universities have deployed Surveyor on nearly 2 million devices. Most customers experience ROI within six to 12 months. Based in Seattle, Verdiem is backed by Kleiner Perkins Caufield & Byers. More information is available at [www.verdiem.com](http://www.verdiem.com).

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