

Case Study: A New Prescription for Efficiency and Productivity at one of the Leading Health Sciences Institutions in the United States

Promoting health through advanced biomedical research, graduate-level education in the life sciences and health professions, and excellence in patient care is the mission and commitment of this prominent health care organization.. The organization's growth and its never-ending quest for distinction necessitated a significant technology refresh, specifically a new application platform and accompanying applications. Software Next Door was brought on board to help roll out the new technology based on Salesforce's Lightning Platform.

Background

The organization is one of the world's leading centers of health sciences research, patient care and education. In addition to being among the top health science schools in the world, its Medical Center is consistently ranked among the top five by U.S. News & World Report.



Superior patient care and leading edge research depends on both efficiency and effective collaboration. To deliver on their mission meant updating the organization's technology infrastructure and supporting applications to match their world-class educational and research results.

The Challenge



The ever increasing demand for departmental and enterprise applications was causing IT to spend a growing share of its precious resources on infrastructure and maintenance. Productivity was being affected because existing systems couldn't scale or evolve to meet new requirements. In addition, collaboration within the organization was not effective and led to duplicated efforts. Finally, any technology additions or changes had to meet rigorous measures of performance, security and scalability.

In this environment, more and more departmental and enterprise applications were sharing data and business logic. To better serve the growing needs of the organization and its constituents, a common development platform and a suite of updated applications simply made good technical and business sense. If properly deployed and secured, a new platform would free up limited IT resources, enabling the focus to shift from maintenance to innovation.

One of the university's software-as-a-service vendors, Salesforce.com, offered access to its cloud based technology infrastructure, enabling any Salesforce customer to use it for custom application development and to take advantage of the Salesforce's large-scale server farm. The Salesforce cloud platform to support new applications developed within Salesforce by its customers, called Lightning Platform was an ideal selection. The ability to migrate to the Lightning Platform, however, was hampered by a lean and resource-constrained IT department. Outside assistance was needed, but engineers experienced in the technology were in high demand and therefore hard to locate, had limited availability and were expensive.

The Solution



After selecting Lightning Platform, the health care organization wanted to move quickly, but lacked sufficient internal resources to make it happen. Several US-based consulting firms had been used in the past for various IT projects, but it was not clear that they could provide the resources needed for building out applications using the Lightning Platform cloud.

In seeking a partner for the project, the health care organization required:

- Experienced Salesforce.com developers with a deep understanding of the Lightning Platform, Apex programming and Salesforce configuration
- Excellent communication skills to interact with business analysis and then translate business requirements into working software
- Working experience with Agile methodologies

The university had been in discussions with Software Next Door, a nearshore development firm, regarding a variety of projects. When the Lightning Platform was selected, Software Next Door demonstrated a deep understanding of the immediate needs and was able to staff the project with experienced Salesforce.com developers in a reasonable timeframe. The choice for an ideal partner for the university was clear.



"It was a challenge to find experienced and available Lightning Platform engineers who wouldn't cost us a King's ransom. Software Next Door provided high quality professionals in a timely fashion at a price that fit our budget, especially compared

to equivalent alternatives. Everything went so smoothly that after an initial project, we quickly expanded to half a dozen new projects. "

– University Deputy Directory, IT Services

Results with Software Next Door



Collaboration between the university and Software Next Door started with nearshore software engineers working on site in the United States to support software development efforts for departmental applications. Together, the internal IT team and Software Next Door engineers solved issues integrating the Lightning Platform applications with on-

premise systems. Over time new projects were added that included requirements analysis, design, development and testing. The projects selected for implementation using the Lightning Platform were all strategic to ongoing research, teaching and patient care activities, and had the potential to substantially improve this leading health care organization's collaborative efforts and overall productivity.

"We take pride in offering high-quality engineers with in-demand skills at a competitive price," said Dan Federman, chief executive officer at Software Next Door. "Internally, our engineers have clamored for the chance to work with this prestigious group. They feel good about the impact they're ultimately having on the health and wellness of everyone."