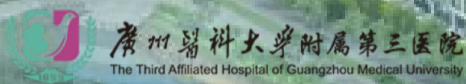# vinchin >>>>

CUSTOMER STORY

Thank you to Vinchin for providing our hospital with an outstanding disaster recovery and backup solution. As a healthcare institution, we place immense value on the security and reliability of our data, and the solution proposed by the Vinchin team has fully met our requirements, enabling us to perform data backups and recoveries swiftly and efficiently, thus ensuring the continuity and stability of our operations. We are deeply grateful and eagerly look forward to our continued collaboration in the future!

广州医科大学附属第三医院
The Third Affiliated Hospital of Guangzhou Medical University

Healthcare
VMware, H3C

IT Manager
The Third Affiliated Hospital of Guangzhou Medical University

Business Challenge

The Third Affiliated Hospital of Guangzhou Medical University was established on December 12, 1899, as China's first women's Western medicine school-affiliated hospital and one of the earliest Western medicine hospitals in the country, with a development history spanning over 120 years. It is a large-scale Grade A tertiary comprehensive hospital integrating medical care, teaching, and scientific research.

In pursuit of high-quality development for the hospital and to better safeguard public health and well-being, as well as enhance various aspects of its operations, the hospital is actively undergoing digital transformation. However, in this process, the hospital has increasingly felt the pressure regarding business continuity and data security, urgently necessitating resolution of existing data security issues.

At present, it faces several data security challenges: Firstly, the hospital operates across two campuses, each with complex network environments and a substantial volume of business data requiring backup, all while ensuring that these backup processes do not disrupt normal operation of existing services. Secondly, the hospital's current business systems are hosted on a variety of private cloud platforms, including H3C, SmartX, and VMware, demanding centralized and unified backup management. Additionally, core hospital systems such as HIS, LIS, and PACS have high requirements for business continuity, necessitating assurance of uninterrupted service and minimizing downtime.

Vinchin Solution

After conducting detailed research, analysis, and testing, Vinchin has gained an understanding of the hospital's core requirements in the realm of data security. Also, in consideration of the hospital's specific business environment, Vinchin has provided a comprehensive disaster recovery solution tailored to meet the complex data protection needs of the institution.

Firstly, Vinchin Backup & Recovery is non-invasively deployed at both of the two campuses, without necessitating any changes to the existing network architecture, allowing for seamless integration into the current business environment. Secondly, adopting an agentless backup approach, which centrally and uniformly backs up business virtual machines running on the hospital's VMware, H3C, and SmartX platforms, thereby simplifying backup administration and mainte- nance across the multi-platform environment. Thirdly, in the event of failures within critical systems like HIS, LIS, and PACS, instant recovery technology enables rapid disaster recovery, significantly curtailing downtime and ensuring the continuity of hospital operations. Fourth- ly, leveraging heterogeneous cross-platform recovery capabilities, in-house business virtual machines can be restored across different platforms, enhancing the efficiency disaster recovery. Through the use of backup copies, backup data from both campuses can be reciprocally exchanged as replicas, facilitating multi-copy, offsite disaster recovery and bolstering overall data security.

>>>> Result

Vinchin's comprehensive disaster recovery solution addresses the complex data security challenges faced by The Third Affiliat- ed Hospital of Guangzhou Medical University during its digital transformation. These advanced features significantly improve business continuity, minimize downtime, and strengthen data security, supporting the hospital's high-quality development, safeguarding public health, and enhancing operational efficiency.