



“ProLabs is a leader in technology and innovation so we were confident the products would be state of the art and integrate smoothly into our existing architecture. We were also very impressed by their responsiveness and knowledgeable service.”

– Gary Steen  
IT Lead, NHS

# ProLabs Helps NHS' Brighton and Sussex University Hospitals Trust Build a “New World” Network

## Business Challenge

Brighton and Sussex University Hospitals Trust (BSUH) is an 896-bed, full-spectrum teaching hospital with two sites: the Royal Sussex County Hospital in Brighton and the Princess Royal Hospital in Haywards Heath. The trust, a part of the National Health Service, treats more than 750,000 patients and conducts nearly 100,000 operations per annum.

Given the trust's scale, rapid changes in technology, and constant demand for more capacity, keeping the network infrastructure up to date is an ongoing challenge. The BSUH enterprise campus network needed a “new world” network that could handle a multipurpose voice, data, video and building-services platform and provide 100 percent uptime. To create the future-focused network, the trust needed to upgrade from 1Gb to 10Gb across new single mode fibre.

Despite the tough funding environment, the trust was committed to building a modern, reliable infrastructure. When lives are at risk—the trust deals with more than 150,000 accident and emergency (A&E) attendances a year—technical failure is not an option.

The trust chose as its partner ProLabs, a leading provider of top-quality OEM compatibles for data centres and IT networking, and Complete Networks, a reseller. Complete Networks had worked with ProLabs for many years and recommended the company to the trust.

## Project Snapshot

### Challenge

The Brighton and Sussex University Hospitals Trust enterprise campus network needed a “new world” network that could handle a multipurpose voice, data, video and building-services platform and provide 100 percent uptime.

### Solution

Quality and dependability were the top priorities but the NHS was also mindful of the cost. ProLabs provided Cisco-compatible 10Gb LR optics that integrated fully with the existing infrastructure, with minimal disruption to patients and staff. NHS also saved 50 percent by using compatibles rather than OEM products.

### Customer Advantages

With the ProLabs and Complete Networks solution in place, the trust was able to offer doctors, nurses and staff the always-on connectivity they need to provide high-quality patient care.

## ProLabs Solution

The network-upgrade project was essential but had the potential to be very costly. Quality and dependability were the first priorities but the NHS was also mindful of the cost. ProLabs provided Cisco-compatible 10Gb LR optics that integrated fully with the existing infrastructure, with minimal disruption to patients and staff. Not only were the products reliable, the NHS saved 50 percent by using compatibles rather than OEM products.

“As a public service, we need to be accountable to our patients, their families and the taxpaying public at large,” said Gary Steen, IT Lead, BSUH Trust. “We were fortunate in that ProLabs and Complete Networks go beyond simply offering high-quality products and knowledgeable service. They were also committed to using our resources responsibly.”

## Results and Benefits

With the ProLabs and Complete Networks solution in place, the trust was able to offer doctors, nurses and other staff the reliable, 24/7 connectivity they need to provide high-quality patient care.

The BSUH was so pleased with ProLabs and Complete Networks that it recommended them to other trusts.

“ProLabs is actively challenging the OEM dominance that has pushed up costs unnecessarily. We were able to get the functionality we needed whilst ensuring value for money,” said Gary Steen of the BSUH Trust.

### About NHS and Brighton and Sussex University Hospitals (BSUH) Health Trust

Since its launch in 1948, the NHS has grown to become the world’s largest publicly funded health service. It is also one of the most efficient, egalitarian and comprehensive. The NHS currently serves more than 63.2 million people and has more than 1.7 million employees.

The Brighton and Sussex University Hospitals (BSUH) health trust is an acute teaching hospital working across two sites: the Royal Sussex County Hospital in Brighton and the Princess Royal Hospital in Haywards Heath. The Brighton campus includes the Royal Alexandra Children’s Hospital and the Sussex Eye Hospital, and the Haywards Heath campus includes the Hurstwood Park Regional Centre for Neurosciences.

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### The ProLabs Advantage

- ▶ **Compatibility**  
100-percent compatible with more than 40 vendors and 20,000 systems
- ▶ **Quality**  
At the forefront of technology development, coding, testing & customization
- ▶ **Industry-leading Warranties**  
Lifetime warranties on all ProLabs transceivers, memory and cables. Extensive warranties will not invalidate any vendor warranty on the host device
- ▶ **Expert Service**  
Fast, responsive, knowledgeable service and support that exceeds that of OEMs
- ▶ **Fast, Global Delivery**  
Large inventory and extensive supplier network in EMEA and US means fast shipping to more than 40 countries monthly
- ▶ **Trusted**  
Used by some of the world’s largest Telcos and ISPs
- ▶ **Cost-effective**  
Savings of up to 70 percent. By switching from overpriced OEM products to ProLabs compatibles, companies can afford critical upgrades