



BT and Cisco help Sanquin assure safe blood supplies

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Ad Saers, CIO, Sanquin Blood Supply Foundation

Challenge

Headquartered in Amsterdam, Sanquin Blood Supply Foundation operates on a not-for-profit basis and is the only organisation authorised to manage the supply of blood and blood products in the Netherlands. It also develops products and services, conducts scientific investigations, and provides education and training to help advance transfusion medicine.

Sanquin's IT infrastructure is vital to its operation. Ad Saers, CIO at Sanquin, says: "With Sanquin, it's all about the safety of our products and of the patients receiving blood. Safety has everything to do with risk management and that extends to our IT operations and network too, which must be 100 per cent error-free and redundant."

Its network supports 1,500 employees spread over several buildings, connecting more than 3,000 devices, such as PCs, printers, and microscopes. BT has been providing the organisation with wide and local area network services for more than 10 years.

Solution

Sanquin commissioned BT Connect consultants to perform an application infrastructure services audit. "The output of the following BT Advise IT audit made it very clear that patching our existing network was no longer an option," confirms Ad Saers.

Managed LAN from BT enables organisations to outsource the management of local area networks and IP telephony to a single provider. Ad continues: "The BT Managed LAN proposition will allow us to combine all our communications across a single infrastructure."

The BT service for Sanquin combines communications across a single Cisco-based infrastructure, and is underpinned by a full range of services. These include everything from the supply, installation and maintenance of equipment through to network management.

BT is also providing Sanquin with consultancy in the areas of flexible working, unified communications, IP telephony, and videoconferencing.

Value

When it comes to blood supplies, no amount of attention to detail is ever too much. The slightest mistake could have devastating consequences. The Sanquin motto is "Blood is life" so it's no surprise that careful risk management runs in the veins of the Foundation and its people.

The BT managed network is designed to fulfil the highest demands for quality, safety, and efficiency – to underpin optimum blood supply throughout the Netherlands. IT and network services are now better aligned, network stability has improved, and mission critical applications have higher availability.

Ad Saers sums up: "We need to be able to control all risks and that's what we've managed to achieve working with BT and Cisco on this project."

Offices worldwide

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Core services

- BT Managed LAN – featuring Cisco technology
- BT Connect – application infrastructure services audit
- BT Advise – IT Audit