

Barbour Community Health

How Barbour Community Health sustains success with Greenway® Secure Cloud



**Federally Qualified
Health Center**



**130 Staff
Members**



**3 Locations,
7 Schools, 1 Mobile**

Client Overview

Founded in 1973 as a satellite clinic of a local hospital in Barbour, West Virginia, Barbour Community Health has evolved into a cornerstone of healthcare delivery in the region. Over the years, they have undergone significant transitions, from a rural health center (RHC) in 1986 to achieving Federally Qualified Health Center (FQHC) status in 2009. Led by CEO Eric Ruf since 2006, Barbour Community Health has grown from a staff of 30 to 130 dedicated professionals, serving the primary care and behavioral health needs of Barbour County's 17,000 residents.

Limited access to high-speed internet and major data infrastructure challenges

In 2011, Barbour Community Health transitioned to Sage (now Greenway Health) for its Electronic Health Record (EHR) needs, laying the foundation for streamlined healthcare delivery. However, Barbour Community Health's location in rural Appalachia presented a unique challenge – limited access to high-speed internet infrastructure. Traditionally, this lack of fiber internet connection hindered their ability to adopt a cloud-based system like Greenway Secure Cloud. However, recognizing the pressing need for efficient data management and streamlined healthcare delivery, Barbour Community Health took proactive steps to address this barrier.

As Barbour Community Health expanded its reach, managing patient data across its three locations, seven school clinics, and mobile services became increasingly complex. The acquisition of a rural health clinic in 2016 further amplified the challenge, doubling the size of their data infrastructure. With strategic goals to extend care to all schools in the district and reach underserved communities, Barbour Community Health needed an efficient and secure solution to manage its patients' data effectively and securely.



RESULTS:

TIME SAVINGS



45-60 min.
per device for upgrades

COST SAVINGS



\$36k/yr.
to backup data on cloud server

Barbour Community Health turns to Greenway Secure Cloud for efficient software upgrades

Through strategic partnerships and community collaboration, Barbour Community Health worked diligently to overcome its connectivity challenge. Despite the initial constraints, they successfully established access to fiber internet connections, paving the way for the adoption of **Greenway Secure Cloud** in 2017. This proactive approach demonstrated Barbour Community Health's commitment to innovation and highlighted their dedication to providing high-quality healthcare services to their rural community.

With access to fiber internet secured, Barbour Community Health sought a cloud-based system that would meet their needs efficiently. Their network spanned over 200 devices across four locations, encompassing three main sites, seven school clinics, and a mobile unit. Given this extensive setup, the importance of an efficient software upgrade process couldn't be overstated. ***"Without a robust solution like Greenway Secure Cloud, the task of manually updating software across such a vast network of devices would have been impossible for us,"*** explains Kenny Channels, Barbour Community Health's Network Manager. By leveraging the cloud-based Intergy® EHR system, Barbour Community Health gained flexibility and reliability in managing its software upgrades and patient data across multiple locations and services.

Key outcomes of Barbour Community Health's partnership with Greenway Secure Cloud

Efficient Data Management: With Greenway Secure Cloud, Barbour Community Health overcame the challenges of managing a complex data infrastructure. The cloud-based system provided seamless access to patient records across their three locations, seven school clinics, and mobile services, enabling efficient coordination of care.

Scalability and Growth: The transition to Greenway Secure Cloud empowered Barbour Community Health to accommodate growth seamlessly. From the acquisition of additional clinics to the expansion of mobile services, the cloud-based solution provided the scalability needed to support their evolving healthcare initiatives.

Enhanced Care Delivery: By extending care to all schools in the district and reaching underserved communities through mobile services, Barbour Community Health fulfilled its strategic focus of providing top-tier primary care and behavioral health services to all residents of Barbour County. The secure and reliable access to patient data facilitated by Greenway Secure Cloud played a crucial role in delivering high-quality care across diverse settings.



Automatic upgrades save significant time and money

Prior to adopting Greenway Secure Cloud, software upgrades consumed significant time and resources for Barbour Community Health, averaging 45 minutes to an hour per device. This labor-intensive process not only strained IT resources but also disrupted workflow productivity. With the seamless automation capabilities of Greenway Secure Cloud, Barbour Community Health eliminated the burden of manual upgrades entirely. This resulted in a substantial reduction in upgrade time and translated to significant time savings for the organization.

In addition to time savings, Barbour Community Health realized substantial cost savings through the transition to Greenway Secure Cloud. Before migrating, the manual backup and storage of 10 terabytes of data every month incurred hefty expenses, amounting to approximately \$36,000 per year. However, with Greenway Secure Cloud's built-in backup and storage solutions, Barbour Community Health no longer needed to bear these recurring costs, resulting in considerable financial savings for the organization.

Barbour Community Health secures continued success

Barbour Community Health's journey with Greenway Secure Cloud underscores the transformative impact of innovative healthcare technology. From humble beginnings as a satellite clinic to becoming a leading FQHC serving a diverse population, Barbour Community Health continues to prioritize excellence in care delivery. With Greenway Secure Cloud, Barbour Health overcame operational challenges and positioned themselves for continued success in meeting the healthcare needs of their community.



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**– Kenny Channels, Network Manager,
Barbour Community Health**

**Contact us for more information on Greenway Secure Cloud:
visit greenwayhealth.com or call 877-932-6301**