

SunToneSM Certified



HIPAA-COMPLIANT SOLUTIONS FOR THE HEALTHCARE INDUSTRY

finger on the pulse

As competition accelerates at breathtaking rates in the healthcare space, your IT and legacy systems have no choice but to keep pace. Patients are now more savvy, and demand more in-depth information—along with higher levels of service. Networks now handle increasingly heavier volumes of data, and are expected to deliver quality information at anytime to portable devices that can literally be anyplace. What's the answer? A secure, scalable, Web-enabled network, built with the help of SunTone Certified solution providers.

Whether you're designing an in-house infrastructure with modular, pre-integrated solutions, or you'd like to outsource your entire service delivery venture (including applications, integrator solutions, and services-on-demand), SunTone is your how-to program for remedying a dated network—and complying with imminent HIPAA security and privacy demands in 2002.

The SunTone Program

The seal of approval for quality service delivery, setting the standard for processes, products, and people.

WEB-ENABLED, HIPAA-COMPLIANT SOLUTIONS THAT SHARPEN YOUR COMPETITIVE EDGE.

What do you need? A fully-open, Web-based extranet that provides information and resources to patients, offices, departments, and providers? An intranet that supplies regulatory data, best practices, research, educational materials, and leadership tools? Outsourced Web hosting? Access to interactive clinical trial data?

If you're like most healthcare companies today, your answer is "All of the above. And more."

What you need are field-tested technology solutions that help you navigate the new healthcare information delivery terrain, all the while reducing costs and increasing efficiencies.

SunTone Certified is the seal of quality you can trust, recognizing only the most superlative solution provider who meet rigorous, industry-defined standards for exacting delivery of Web-enabled services.



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THE SUNTONE PROGRAM: *A cure for ailing networks.*

For enterprise customers and solution providers alike, the SunTone Program represents a truly comprehensive approach to ensuring highly reliable operations. Sought-after after by medical firms turning to Web-based computing, the SunTone Program continues to lead the way as medical customers of all types begin to realize the benefits of networked environments that are secure, continuously available, highly reliable and scalable, and above all, best-of-breed in quality and performance. Moreover, the SunTone logo tells you that the provider of a particular solution has the track record, resources, and vision to help you succeed in the age of HIPAA.

How exactly will I benefit?

The SunTone Program can help you:

- *Obtain the tools and support services you need to architect and manage your IT infrastructure according to industry best-practices*
- *Choose pre-integrated solutions—consisting of both hardware and software components—that provide the building blocks for frequently-used core services, such as database integration or Web hosting*
- *The SunTone Certified seal builds customer confidence. A solution provider displaying the seal has invested in the infrastructure, staff competencies, and operational processes to keep your service secure, reliable, and available. Find the SunTone Certified solutions for you.*

To locate the SunTone Certified applications, integrator solutions, and services that are best for your medical company—and that can quickly ready you for imminent HIPAA standards—visit www.sun.com/suntone and choose the “Find the SunTone Certified solution for you” link.

That HIPAA deadline is looming. Don't wait.

SAVE LEGACY APPS. SPEED TIME TO MARKET.

Outsourcing lets you stay focused.

Maybe you don't have the time or resources to recreate your own infrastructure. With SunTone Certified solution providers, you don't have to. In fact, a carefully-selected package of complementary applications, integrator solutions, and services can handle your transition more quickly and cost-effectively than you might think.

Through the SunTone Program, you can:

- *Concentrate on how your medical business works, instead of your network*
- *Ensure development of solutions to current industry standards and HIPAA regulations*
- *Decrease costs by avoiding unnecessary capital expenditures*
- *Easily scale for growth*
- *Reduce total cost by increasing efficiency, performance, and reliability*
- *Eliminate the need to recruit in-house IT staff*
- *Maximize performance availability and life-cycle systems security.*

Comply with HIPAA through SunTone.

As the Health Insurance Portability and Accountability Act (HIPAA) begins to reshape medical companies' methods for delivering information, many healthcare businesses are scrambling to update their systems, boost security capabilities, and simplify business processes.

Let's face it. If you're a medical company that conducts business electronically, you're up against a tough challenge: simplify administration and improve security by introducing standards for the way health information is processed. And get it done by the time HIPAA rolls out in 2002.

You may need to migrate legacy systems to a Web-enabled IT environment—without sacrificing existing applications, endangering data, interrupting services, or spending a fortune. No small feat. But the benefit of complying with HIPAA's privacy requirement far outweighs the inconvenience of retooling your network. Simply, compliance can potentially save you millions of dollars in administrative waste. What's your path? SunTone Certified solution providers are best positioned to help you make the transition. A wealth of experience. Tried-and-true technology. Standardized processes that can migrate your customer legacy systems into secure, network-centric, services-based solutions.

Combined with enterprise-class hardware and third-party applications—for everything from claims processing to clinical information systems—SunTone Certified solutions deliver the scalability you need to succeed.

Now is the time to update, either through outsourcing, rebuilding in-house, or blending the two approaches. Visit www.sun.com/suntone to learn more.

HEADQUARTERS SUN MICROSYSTEMS, INC., 901 SAN ANTONIO ROAD, PALO ALTO, CA 94303-4900 USA
PHONE: 650 960-1300 FAX: 650 969-9131 INTERNET: www.sun.com

