

# Case Study:

BTE Technologies



**CUSTOMER SINCE 2004**

Industry: Health, Wellness & Fitness

**CLIENT:** BTE Technologies

**PROJECT:**  
Managed Hosted Solution

*“If there was a check list, DataPoint would receive a check plus in every category. I’d recommend DataPoint...they are easy and seamless to work with. DataPoint has better managed services and back-up systems as well as great customer service. Our expectations have been exceeded.”*

– Brian Leishear, IT Manager

**Customer Profile:** For 30 years, BTE Technologies has been the leading provider of advanced physical therapy and occupational therapy equipment for evidence-based physical/physio therapy and occupational therapy. BTE’s innovative athletic training equipment has gained recognition among athletic trainers seeking unmatched objectivity in performance conditioning. Clinics, orthopaedic hospitals, research facilities, private PT, OT, and Chiropractic practices of all sizes, and athletic performance centers worldwide rely on BTE PT products and OT equipment for functional evaluation, rehabilitation and training.

**Business Challenge:** The merger of BTE with Hanoun Medical in 2004 created a dynamic integration of testing and rehabilitation technology and experience, resulting in a new dimension of function-based assessment and rehabilitation. With a presence in the US, Canada and more than 4,000 users globally, BTE needed a managed services solution. Faced with a critical assessment, BTE had to make a decision: Make a large capital purchase of new hardware and licensing or, outsource these needs.

**Solution:** Utilizing the DataPoint Infrastructure and the ability to simply pay a nominal monthly fee as opposed to a large onetime cost, the decision was painless. Being that DataPoint

**CLIENT:** BTE Technologies

**PROJECT:**  
Managed Hosted Solution

has a virtualization infrastructure already built out on internal hardware, BTE was able to save money and allow for both higher levels of redundancy and scalability on DataPoint's Private Cloud Platform. In addition, DataPoint took care of other hosting aspects such as licensing (in our SPLA model), Data Backups hardware management and firewalling.

**Results:** BTE moved from seven servers to two servers, simplifying the management to a single server for all websites and another server handling all databases. This has improved their overall efficiency and helped to free up more time. Now, DataPoint's managed services act as a third party host, taking care of all systems and network administration concerns. With data that is more secure, performance is greater and faster than ever before.

**Conclusion:** All functions within BTE's daily business efforts have been made easier, taking less time and money. Upon site launch, functionality quickly improved and this was immediately noticed by BTE staff. With their previous system, BTE incurred numerous costs each time they had to address various issues like troubleshooting hardware problems, hardware expenses or collocation and consultation to assure systems were running smoothly.

"DataPoint has saved us capital expenditures, and saved us hard and soft operating costs. We had a consultant managing our remote systems in Denver, now we no longer have to worry about the expense of managing or providing hardware. The DataPoint solution actually saved us both upfront and monthly cost with a much more reliable and efficient and cost effective solution," commented Brian Leishear, IT Manager.