



GTSI Prescribes the Right Financing for Jackson Health System

The Jackson Health System in Miami-Dade County, Florida, is a far reaching, world-leading system that contains the third largest teaching hospital in the United States.

Jackson provides not only state-of-the-art care but essential training through its affiliation with the University of Miami Leonard M. Miller School of Medicine and the University of Miami Bascom Palmer Eye Institute, which garnered the hospital a U.S. News and World Report ranking as number one in the nation for ophthalmology.

With more than 1,550 beds, the immense, non-profit, tertiary care facility is owned and operated by Miami-Dade County through a Public Health Trust – and stands as the centerpiece of a system that includes 12 primary care centers, 16 school-based clinics, two long-term care nursing facilities, an outpatient diagnostic center, a children’s hospital, a rehabilitation hospital, and two community hospitals: Jackson North Medical Center in North Miami and Jackson South Community Hospital in Perrine.

Few enterprises are as critical to community life as a hospital. However, maintaining the IT infrastructure necessary to keep it operating at optimum levels is an exceedingly complex undertaking. And staying abreast of the latest in technology is paramount if the hospital is to continue to deliver the high level of service its patients have come to expect.

Jackson’s technology needs cut across all sectors of the hospital’s operations. For physicians and administrators, the ability to confer in real-time regardless of location was important not only in patient care but student training. Establishing a new unified communications system, with videoconferencing capabilities and the convenience of Voice over Internet Protocol, or VoIP, was a high priority for physician consultations and lectures alike. As well, upgrades to the health system’s internal network components, from routers to firewall protection, were critical considerations. And, in the emergency room, robotic equipment for an automated IV drip system would bring greater accuracy in dispensing life-saving solutions.

To purchase the needed equipment, Jackson utilized the U.S. Communities Government Purchasing Alliance, a comprehensive program that reduces the cost of services and equipment for local and state governments and nonprofit organizations by pooling the purchasing power of public agencies nationwide. Through pre-competed prices offered by a select network of qualified suppliers, U.S. Communities enabled Jackson to effectively, expediently, and economically secure the technology they needed.

A Financing Plan that Fulfills Today’s IT Needs — and Tomorrow’s

To deliver the critical IT services and products required for the infrastructure improvements, Jackson turned to GTSI – a key provider under the U.S. Communities contract. GTSI had previously held a contract with the hospital for an upgrade of its network components. GTSI performed so well that the first contract grew to encompass the full spectrum of required technology, from video conferencing to IV robots.

Initially, Jackson intended to purchase all of its desired products in one-third increments, stretching out delivery over a period of time. Working with GTSI Financial Services, however, a number of options were explored that could accelerate the cycle to just one purchase – and allow Jackson to benefit from the infrastructure upgrade sooner rather than later. Two financing plans were explored: a municipal capital lease, sometimes known as a Lease to Own Plan (LTOP), and a municipal operating lease, or Lease with the Option to Own (LWOO). The LTOP would allow Jackson to make regular payments for an established period of time – spreading the payment out over multiple years – and then

take outright ownership of the technology at the end of the lease term. Alternatively, with the LWOO, Jackson would have the choice of

strategies. Jackson didn't want to own obsolescing IT assets. Instead, it wanted the flexibility to change with technology, while locking into

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Jackson wanted the flexibility to change with technology, while locking into prices year after year.

purchasing the equipment at the end of the lease term or returning the leased assets for new technology – thus easily facilitating whatever IT refresh was demanded.

With GTSI Financial Services' guidance, Jackson eventually chose the LWOO as the preferred option. One of the driving factors behind the decision was the recognition that the rate at which technology turns over today far outpaces most acquisition

prices year after year. The LWOO satisfied all those needs.

With the economy of pre-competed U.S. Communities prices, the predictability of a pay-to-use model, and the option to replace technology as new advances occur, GTSI delivered the products, services, and financing that ensured Jackson would be well equipped to pursue its mission of health both now and into the future.



GTSI Corp. provides information technology solutions by offering a Technology Lifecycle Management (TLM) approach to IT infrastructure solutions delivered through industry-leading professional and financial services. GTSI employs a proactive, strategic methodology that streamlines technology lifecycle management, from initial assessment to acquisition, implementation, refresh, and disposal. TLM allows government agencies to implement solutions of national and local significance quickly and cost effectively. GTSI's certified engineers and project managers leverage strategic partnerships with technology innovators. These experts use proven, repeatable processes to design, deploy, manage, and support simple to complex solutions, to meet governments' current and future requirements and business objectives. GTSI is headquartered in Northern Virginia, outside of Washington, D.C. Further information about the Company is available at www.GTSI.com/About.

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