



## CASE STUDY



# SOUTHERN OHIO HEALTHCARE NETWORK

**Industry:** Healthcare non-profit

**Organization:** The Southern Ohio Health Care Network (SOHCN)

SOHCN, a collaborative of rural healthcare providers, serves more than 350 healthcare facilities operated by 18 different healthcare providers in Ohio, West Virginia and Kentucky. To help support quality care and telehealth initiatives, SOHCN is authorized by the FCC as a Consortium. This enables them to leverage the purchasing power of a range of health systems, resulting in advantageous pricing and strong service level agreements.

The SOHCN originally began as a 34-county project in southeastern Ohio, and today saves members more than \$2 million every year across Ohio, West Virginia and Kentucky. With its deep expertise and strong track record in broadband, as well as its pooled purchasing power, the SOHCN improves the variety, quality, and pricing of services that its members can access.

## Business Challenge

Ensuring access to quality, affordable healthcare, despite consistently remaining a cornerstone of the globe's quality of life and ongoing health, has never been more important than in the wake of a global pandemic.

To support this mission and deliver life-sustaining — or even life-saving — services to a growing number of members, SOHCN has been on a consistent path of expansion. The consortium has consistently needed to expand its network foundations in order to grow its footprint and meet evolving healthcare demands across more counties and states.

Expanding the fiber broadband is crucial to ensuring the viability of SOHCN's services, allowing telemedicine capabilities to extend to in-need and underserved areas, along with related networking necessities like patient data sharing between physicians and more. To support these mission-critical solutions, The Southern Ohio Health Care Network and its members require the utmost network reliability, efficiency, security and scalability.

## Glo Fiber Business Solution:



Ethernet Connectivity

*"We are delighted to award this renewal to Glo Fiber Business. We have a long partnership dating over a decade of developing this network. Both entities have seen significant expansion that really mirrors a similar footprint."*

- Tom Reid, Board Appointed Project Coordinator - SOHCN



## The Glo Fiber Business Solution

A partnership between SOHCN and Glo Fiber Business was initially forged in 2009 when Glo Fiber Business won a competitive bid for a fiber network build-out to 13 southern Ohio counties. This project, part of the FCC Rural Health Care Pilot Program, was extended in 2010 when 21 additional counties were added through the National Telecommunications and Information Administration (NTIA) Broadband Technology Opportunity Program.

With this strong history of broadband and healthcare success and its depth of industry-specific, consultative expertise, the SOHCN Board chose to continue working with Glo Fiber Business as a primary fiber broadband provider for its growing network.

Today, SOHCN leverages Glo Fiber Business's industry-leading Metro Ethernet services, which deliver high levels of redundancy and diversity throughout the network. Glo Fiber Business also delivers its signature customization and collaboration — two hallmarks of its dedication to outstanding local customer service.

## Results

Together, Glo Fiber Business and SOHCN deliver high-quality, highly reliable fiber connectivity to healthcare organizations across a growing service region. With robust metro ethernet in place, uptime and reliability are increased so that life-saving services do not experience interruptions, and members can rely on the connectivity that supports their healthcare services.

With Glo Fiber Business's flexibility, scalability and consultative approach to network builds, SOHCN's network is future-proofed and ready for any future expansions. Today, the consortium is prepared with robust fiber capabilities that can suit any and all growing demands in an era when accessible and remote healthcare is more vital than ever.

*"We pride ourselves on being a true partner that builds customized and sometimes complex network solutions that best fit our customers' needs. We have been able to anchor our network and expand with SOHCN to provide its members the best in fiber connectivity." - Glenn Lytle, SVP of Commercial Sales for Glo Fiber Business*



### Key Benefits:

- Ethernet delivers secure, physical network connections to ensure patient data is protected against attacks or outages
- High-capacity, flexible connectivity keeps healthcare organizations agile and nimble across growing footprints
- Industry-leading SLAs keep SOHCN partners confident and prepared, reflecting the level of dedicated care they deliver to their own patients

To learn more about additional Glo Fiber Business solutions, visit [glofiberbusiness.com](http://glofiberbusiness.com)



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