

Healthcare

Empowering people to **better manage chronic conditions**

Huzhou Central Hospital

How Huzhou Central Hospital worked with Lenovo to build a digital solution to help physicians monitor and manage people with chronic medical conditions, supported by Lenovo TruScale.

Lenovo
TruScale

Infrastructure as a Service



Lenovo

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Who is Huzhou Central Hospital?

Founded in 1944, Huzhou Central Hospital (HCH) delivers medical services to more than four million residents across the Huzhou, Xuancheng, Anhui, Wujiang, Jiangsu, and other surrounding areas in Zhejiang Province, China. Established as the first 3A-ranked hospital in Huzhou in 2005, the organization has more than 2,100 employees, 1,500 beds, and approximately 1.5 million outpatient and emergency visits per year.

As one of the largest hospitals in the region, HCH relies on a wide range of advanced digital tools to help deliver high-quality care: including healthcare information systems (HIS), picture archiving and communication systems (PACS), laboratory information systems (LIS), and electronic medical records (EMR) systems. To enhance the health and wellbeing of millions of people, the hospital is now increasing its focus on preventative, postoperative, and chronic care.



— Est. 1944 —

湖州市中心医院
HUZHOU CENTRAL HOSPITAL

浙江大学医学院附属湖州医院
Affiliated Huzhou Hospital, Zhejiang University School of Medicine

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The Challenge

HCH is leading the fight against a wide range of chronic conditions, including hypertension, diabetes, tuberculosis, coronary heart disease, asthma, and more. To improve outcomes for existing patients and better manage chronic medical conditions in the population, the organization is investing in digital technology.



“We saw that increasing the level of integration between patient care pathways would result in better outcomes for chronic diseases. For example, if clinicians can manage a patient from surgery to postoperative rehabilitation in a single platform, then it’s far easier for them to deliver personalized care. Similarly, if our team can help people to better manage chronic conditions at home, then we can reduce the risk of medical emergencies and hospitalization.”

Yang Tao

Chief of Information Section, Huzhou Central Hospital

To achieve the goal, HCH looked for a partner to help it build a specialized system to monitor patients with chronic conditions. “The new solution was set to increase the volume and velocity of data in our IT environment significantly,” says Tao. “Our existing on-premises data center was unable to deliver the necessary compute and storage resources—so we also began the search for a new infrastructure solution.”

“The public cloud offered the flexibility, scalability, and cost-efficiency we targeted—but as an organization in a heavily regulated industry, that option was unavailable to us. We looked for a solution that could match the capabilities of public cloud, without the regulatory risks.”

Yang Tao

Chief of Information Section, Huzhou Central Hospital

Why **Lenovo**?

In Lenovo, HCH found a partner offering a truly end-to-end solution: including software design services, IT infrastructure services, and ongoing support. Working with Lenovo, the organization designed, developed, and deployed a custom software solution for chronic disease management, fully integrated with its existing HIS and EMR systems.

To ensure the new chronic care solution is always available, HCH uses Lenovo TruScale Infrastructure as a Service (IaaS)—a cloud-like experience with the security and control of an on-premises environment. Through a single, easy-to-manage contract, the organization gains access to cutting-edge Lenovo infrastructure solutions with pay-as-you-go pricing, 24/7 monitoring, and practically limitless scalability.

“We were greatly impressed when we heard about Lenovo TruScale IaaS,” recalls Tao. “The Lenovo TruScale model is extremely innovative, and we were also very pleased that we could avoid the risk of over- or under-provisioning servers and storage, which is always a risk with this type of large IT project. When we do need to scale up, we can do so easily and without large lead times and up-front capital investments.”





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“In our experience, it can be difficult to get a satisfactory level of vendor support after deploying a new IT solution. With Lenovo, it’s been completely the opposite. We’d never worked on this type of solution implementation before, and the Lenovo TruScale team has been our trusted advisor every step of the way.”

Yang Tao

Chief of Information Section, Huzhou Central Hospital

Rapid deployment

Working with Lenovo TruScale, HCH configured the IT infrastructure to support its new chronic care solution to a tight deadline.

“We were delighted by how efficiently the Lenovo TruScale team worked with our own IT group,” says Tao. “All stakeholders collaborated seamlessly to take the concept for the new chronic care services off the drawing board and into production quickly. Despite the scale of the project, we went live within just six months of signing the contract—a testament to the strong teamwork between Lenovo and HCH.

“We’re now onboarding patients to our new chronic disease management platform, which is already delivering excellent results for their health and wellbeing. It gives us great peace of mind that we can scale out our Lenovo TruScale environment seamlessly when we need to.”

Services

- Lenovo TruScale Hardware Installation, Deployment and Removal
- Lenovo TruScale Implement Best-Practices Deployment
- Lenovo TruScale Continuous Monitoring and Proactive Management
- Lenovo TruScale Comprehensive Customer Portal
- Lenovo TruScale Utilization Metering, Billing on Consumption
- Lenovo TruScale Quarterly Business Reviews, Support Plan
- Lenovo TruScale Health Reviews and Updates per Customer Schedule
- Lenovo TruScale Dedicated Customer Success Manager

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Results

By partnering with Lenovo TruScale, HCH has gained the secure, scalable, and performant IT platform it needs to bring next-generation digital healthcare services to people across Zhejiang Province.

“Looking ahead, our goal is to establish similar capabilities for community health centers throughout Huzhou and other cities,” Tao elaborates. “Ultimately, the objective is to use insights from our chronic care solution to develop more effective management and prevention techniques, and help people live longer, healthier lives.”

Building on the success of its chronic care solution, the organization is striding ahead with other technology initiatives, including innovation in areas such as radiology. Using AI, the organization aims to empower physicians to improve the speed and accuracy of their diagnoses by using machine learning models to detect conditions such as cancer on medical images. HCH is also pioneering the use of blockchain technology to increase the traceability of drugs and personnel during clinical trials—solutions that will also be supported by Lenovo TruScale IaaS.



Cloud-like scalability



24/7 monitoring



Pay-as-you-go pricing



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“By working with Lenovo experts to build new healthcare solutions on Lenovo TruScale IaaS, we’re in a strong position to enhance the quality of care we deliver to millions of residents.”

Yang Tao

Chief of Information Section, Huzhou Central Hospital

How Do You Help Physicians Monitor and Manage Medical Conditions?

Leading the fight against a wide range of chronic diseases with Lenovo.

[Explore Lenovo TruScale](#)

Lenovo
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Infrastructure as a Service