

Customer success story:

Methodist Le Bonheur Healthcare (MLH)

# REAL-WORLD MANAGEMENT OF A MEDICAL DEVICE, INVENTORY, CYBERSECURITY AND OPERATIONAL MANAGEMENT

INDUSTRY

Healthcare

PRODUCT

ASIMILY – INSIGHT, Passive IoMT-IoT Solution



*“MLH is using ASIMILY as a single view for all aspects of medical device and IoT inventory detection, Cyber Security, management and procurement to operation support”*



6

Hospitals



1662

Beds



8,000

Connected medical  
devices



13,000

Employees

## THE COMPANY:

### Methodist Le Bonheur Healthcare

Located in Memphis Tennessee, MLH treats 400,000 patients annually, at 6 hospitals and over 100 primary care, specialty clinics and surgery centers across the region. They system has 13,000 associates and 2,400 providers.

## THE CHALLENGE:

MLH Clinical Engineering (CE) Department was faced with a growing challenge of protecting and servicing their growing fleet of connected medical and IoT devices. With these devices spread out over 100 different sites across eastern Tennessee, MLH estimated it would take six engineers almost two years to do a basic inventory of their devices and IPs, at a one-time static point in time.

- ✓ MLH needed a solution that would automatically and accurately inventory devices and collect IT (and update) parameters about devices on the network.
- ✓ MLH knew that vulnerabilities existed but didn't have actionable data on what those vulnerabilities were, or how to risk stratify and prioritize the threats.
- ✓ MLH didn't have much insight on whether something abnormal was happening in their network.
- ✓ Internal costs and local resource estimates were prohibitive; MLH was resource constrained as to how the organization could solve their IoT challenges.

“Allows us to identify vulnerabilities and then more importantly gives us the remediations suggestions to mitigate the vulnerabilities.”

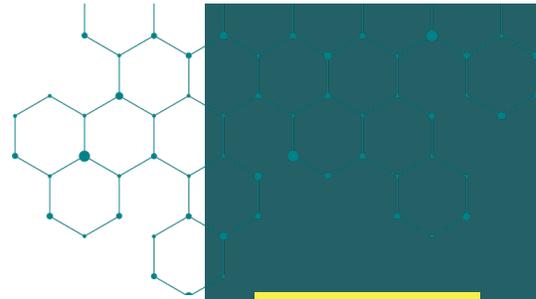


## THE SOLUTION:

After an extensive proof of concept process with multiple IoT vendors, ASIMILY was selected. Deployment at every site was a simple Plug and Play and helped immediately identify and close gaps; this allowed MLH to start better utilizing its resources. Asimily was able to provide insights in areas that would have not been able possible even with many full-time resources.

- ✓ ASIMILY –was able to capture and report parameters on 99%+ of MLH connected device inventory.
- ✓ ASIMILY – leverages hundreds of thousands of data points to help MLH assess vulnerabilities, prioritize ones which are exploitable, and which have clinical impacts and provide mitigation recommendations.
- ✓ ASIMILY has been able to track Vendor Access to devices and provide details around them. Through the simple Policy Management Interface, MLH has also been able to track policies in their environment.

“We are able to identify devices that are not supposed to be on our network, and if medical equipment is on the wrong network.”



## THE RESULT:

MLH was able to automate passive inventory collection and vulnerabilities mitigation with ASIMILY. MLH estimates that the health system is saving over \$500,000 annually with an 85% reduction in manpower required to manage device inventory, assess risk and mitigate medical and IoT devices vulnerabilities and threats. Additionally, MLH now has insights into device utilization of their inventory to assist with capital planning, budget, procurement and deployment decisions.

**85%** in department efficacy gains

**\$ 500,000 +** in documented savings

- Easily deployed across health system
- Utilization data for connected devices
- Vendor access management

**99.3%** accuracy on device classification for their inventory

