

Loadbalancer.org Healthcare

Expertise in the field

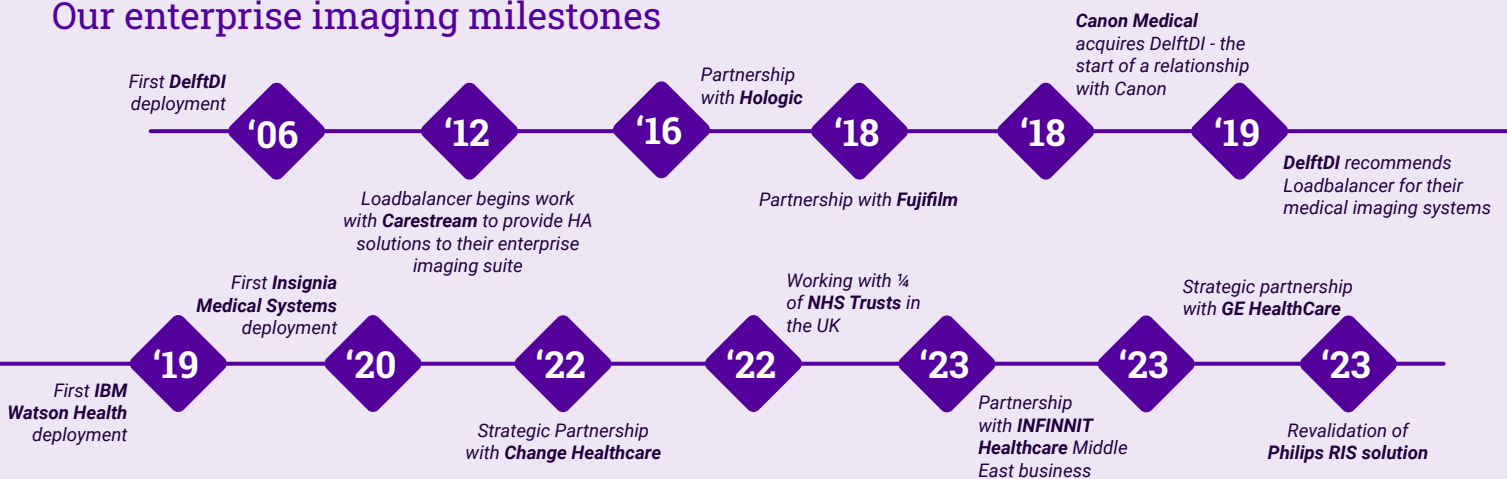
About Loadbalancer

- **Load balancing specialists** - For the last 20 years, we've been solely focused on developing, supplying, and supporting Application Delivery Controllers (ADCs).
- **Flexible solution** - We are using Linux Virtual Server at Layer 4 and HAProxy at Layer 7 as the underlying engineers to offer an unprecedented ability to tailor the solution.
- **Enterprise imaging** - This has been our core focus since 2012. During this time we have collaborated with every major enterprise imaging vendor, be it through strategic partnerships or tactical projects.
- **Consultative approach to support** - Tierless support team, comprised of experienced engineers with years of HL7 and DICOM exposure.
- **Product roadmap** - is aligned to that of our healthcare partners.

Our healthcare journey

- We started our journey into the healthcare space over a decade ago by partnering with Carestream to provide high availability to their PACS system (HCIS). Since then we decided to focus on working with Enterprise imaging vendors by providing smart yet intuitive High Availability solutions to their mission critical applications.
- We realized that the most effective way to work with healthcare vendors was to create strategic-level partnerships to supply unbreakable, intuitive, and cost-effective load balancing solutions.
- The **key to our success is the flexibility of our approach**. Whether it's tailoring the user interface to the requirements of your application, branding the product to align with your go-to-market strategy, coming up with custom licensing agreements, or anything else that helps you - we've built a business model focused on flexibility for healthcare vendor partnerships.

Our enterprise imaging milestones



Our healthcare partners

Partnered with leading enterprise medical imaging vendors such as:

FUJIFILM

PHILIPS

CHANGE
HEALTHCARE

GE HealthCare

Canon
CANON MEDICAL

INFINITT
Healthcare

Experience with other vendors' solutions:

SECTRA

AGFA
HealthCare

IBM
Watson Healthcare

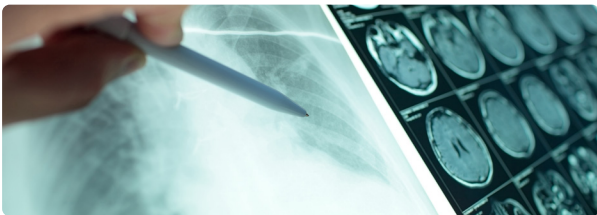
MACH7
Independence through innovation

Epic

Intelerad
Making a difference in healthcare

Why do enterprise imaging vendors choose Loadbalancer?

- Partnered with leading enterprise imaging vendors
- More than a decade of experience with enterprise imaging partners and customers
- Inbuilt DICOM-specific health checks
- Industry-leading documentation
- World-class tireless support team who is well versed in HL7 and DICOM
- Flexible partnership model:
 1. Refer
 2. Resell
 3. Strategic Partnership
- 1000+ PACS, RIS, and VNA deployments globally



- **Our solution supports over 200 million+ studies globally per year**
- **Now supporting 1000+ critical hospital networks globally**
- **Working with government-led healthcare institutions: NHS, Ministry of Health (MOH), NIH**
- Work with most of the Fortune 100 companies in enterprise imaging
- Non-proprietary hardware - global OEM relationships

ADC industry insights

Expanding ADC Market



"...The global load balancer market was valued at USD 4.82 billion in 2021 and is expected to expand at a compound annual growth rate (CAGR) of 14.8% from 2022 to 2030." [\(reference\)](#)



Enlarging healthcare ADC market

"...The healthcare segment is expected to enlarge at a CAGR of 16.6% during the forecast period (from 2022 - 2030)." [\(reference\)](#)



Revenue loss due to downtime

"...The loss of revenue can be estimated at \$22,075 per hour of downtime, or \$371,000 per year for a medium-sized US hospital. These are realistic estimates that will hopefully raise awareness of how important it is to emphasize a vendor's stability, security, and proactive monitoring capabilities during the purchasing process." [\(reference\)](#)



Human impact

"...If a medical facility were to experience downtime in a vital diagnostic system, the loss of the application could impede doctors' ability to save lives."

"... Mission-Critical = Life-critical. This statement is not hyperbole. Falling short in healthcare doesn't mean a credit card transaction failure or an order is processed slower. Falling short can literally be the difference between life and death. Because of this the healthcare industry operates differently" [\(reference\)](#)

