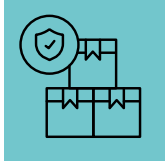# IT security engineered in Germany for the secure digitalization of the healthcare sector

LANCOM IT infrastructures and cluster solutions for the healthcare sector

A secure network infrastructure supports the healthcare sector in exchanging medical data fast and efficiently. Healthcare digitalization is becoming increasingly indispensable. Just like its protection. LANCOM network and security solutions realize both in an easy and secure way.

All-round protection for digital connectivity in the healthcare sector

The progress in telemedicine / e-Health and advancing digitalization are revolutionizing medicine and care, but they also bring new tasks. Patient data must be available 24 / 7 and strongly protected. Those who are responsible for this – facilities and institutions – are urgently looking for suitable solutions for establishing sustainable IT security in digital connectivity.

LANCOM Systems helps: The **LANCOM Connected Health Ecosystem** is a special model for the flexible use of integrated network and security solutions in telematics and telemedicine. Compliant with both healthcare and government guidelines and engineered in Germany, the **LANCOM Health IT Infrastructure** packages are specially designed for healthcare facilities and ensure maximum network security and digital sovereignty. For cross-institutional networking, the **Health IT Cluster Solutions** create synergies in referral and network associations.

Medical and technical progress while safeguarding data protection and digital sovereignty

LANCOM
SYSTEMS

Using synergies in the healthcare sector safely and sustainably

Virtual networking in telemedicine and e-Health ensures barrier-free and modern healthcare provision. The major challenge: managing the transition to digital data collection, e.g. in electronic health records, while ensuring the confidentiality of sensitive health and patient data. The respective institutions are liable for this.

On the one hand, this development promises great relief in terms of personnel, time savings, and easier communication for healthcare professionals. On the other hand, this also harbors new risks: The digitalized work processes in surgeries, clinics, nursing homes, pharmacies, and outpatient care services must be protected against cyber threats such as data theft, sabotage, and network failures. This is precisely where strict legal requirements often collide with inadequate IT security infrastructures and a lack of technical support.

The big challenge
Managing the transition to digital data collection while ensuring the confidentiality of sensitive health and patient data
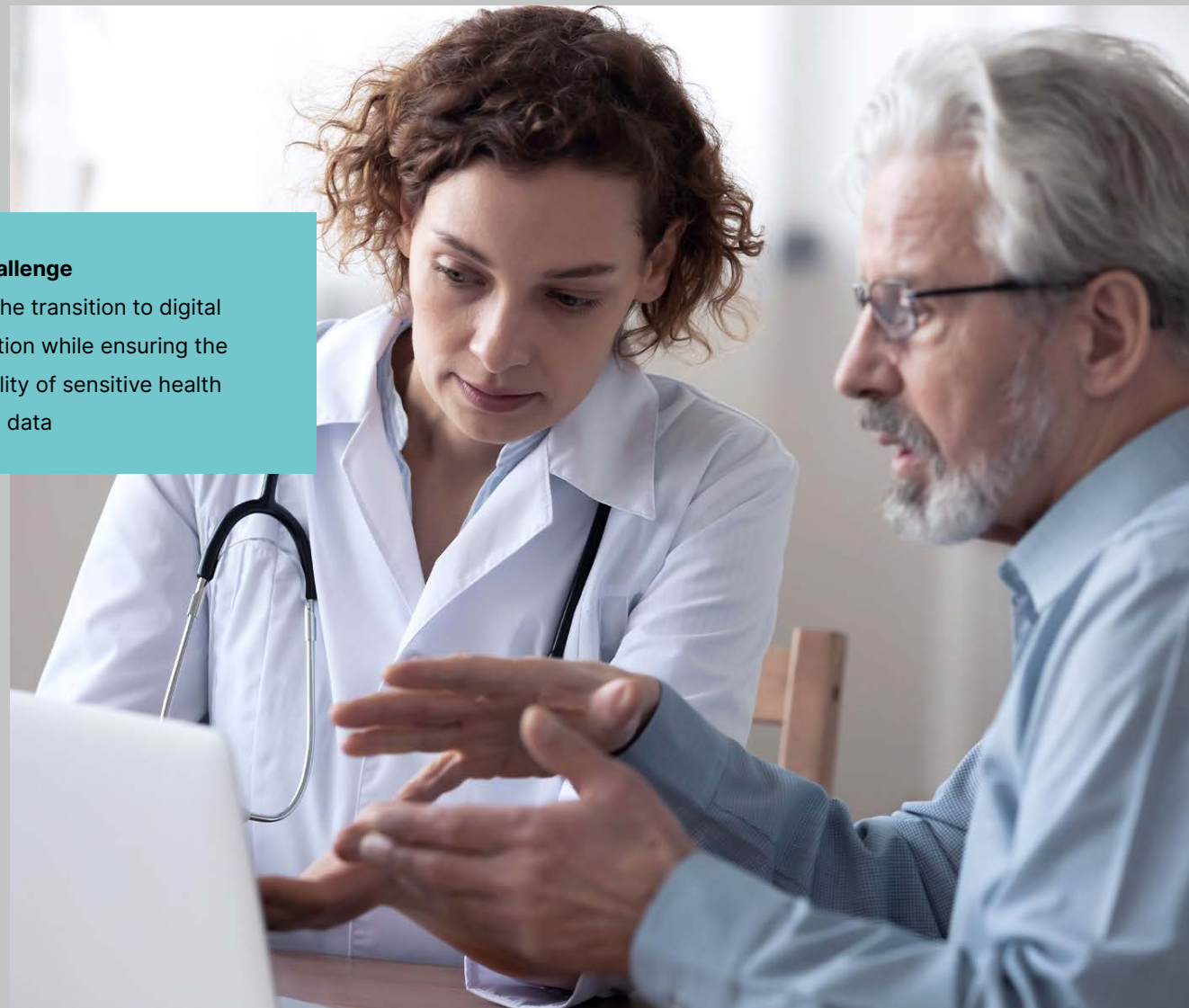
Requirements for healthcare providers and their IT networks:

→ Fulfillment of government directives on digitalization: Realization of telematics and telemedicine as well as digital health applications, including electronic health records (EHR / EMR) and digital documents

→ High demands on cyber security: Implementation of an IT security concept; usage of up-to-date security components

→ NIS2: Healthcare as a critical service committed to information and network security measures such as risk management

→ Compliance with the General Data Protection Regulation (GDPR): Guidelines for the protection of electronic patient data

→ Dealing with high data volumes due to digital applications, documents, video consultations, etc.

→ Secure connectivity with other healthcare providers (e.g. provider and referral networks)

→ High availability, crisis resilience, and consistent ability to act (digital sovereignty)

Legally and technically on the safe side:
With LANCOM Health IT Infrastructure solutions – engineered in Germany

→ Setup and support by network experts

→ Compliance with government directives, NIS2, etc.

→ Flexibly rentable or purchasable state-of-the-art IT

The LANCOM Connected Health Ecosystem: Completely secure, compliant, and digitally sovereign

Legal requirements such as the European NIS2 directive burden healthcare providers with a great deal of responsibility with their strict cyber security requirements. Unfortunately, there is a lack of support when it comes to actual implementation.

As a German manufacturer of security and network solutions we offer our **LANCOM Connected Health Ecosystem approach** to enable healthcare providers to meet security requirements quickly and easily while concentrating on running their practices confidently.

With the ⊕ **LANCOM Health IT Infrastructures**, the necessary hardware and software as well as service / support services can be rented for three years in the healthcare institutions, so that you always use state-of-the-art (security) technology and can participate in digital patient care without hesitation. This is because both solution components are set up by industry-experienced system houses (accredited by LANCOM) and managed remotely via the LANCOM Management Cloud (LMC).

The ⊞ **Health IT Cluster Solutions** additionally connect healthcare facilities in a cooperative digital ecosystem, which is managed by managed services providers via the LANCOM Management Cloud (LMC). In this way, comprehensive compound and referral networks can also be implemented securely.
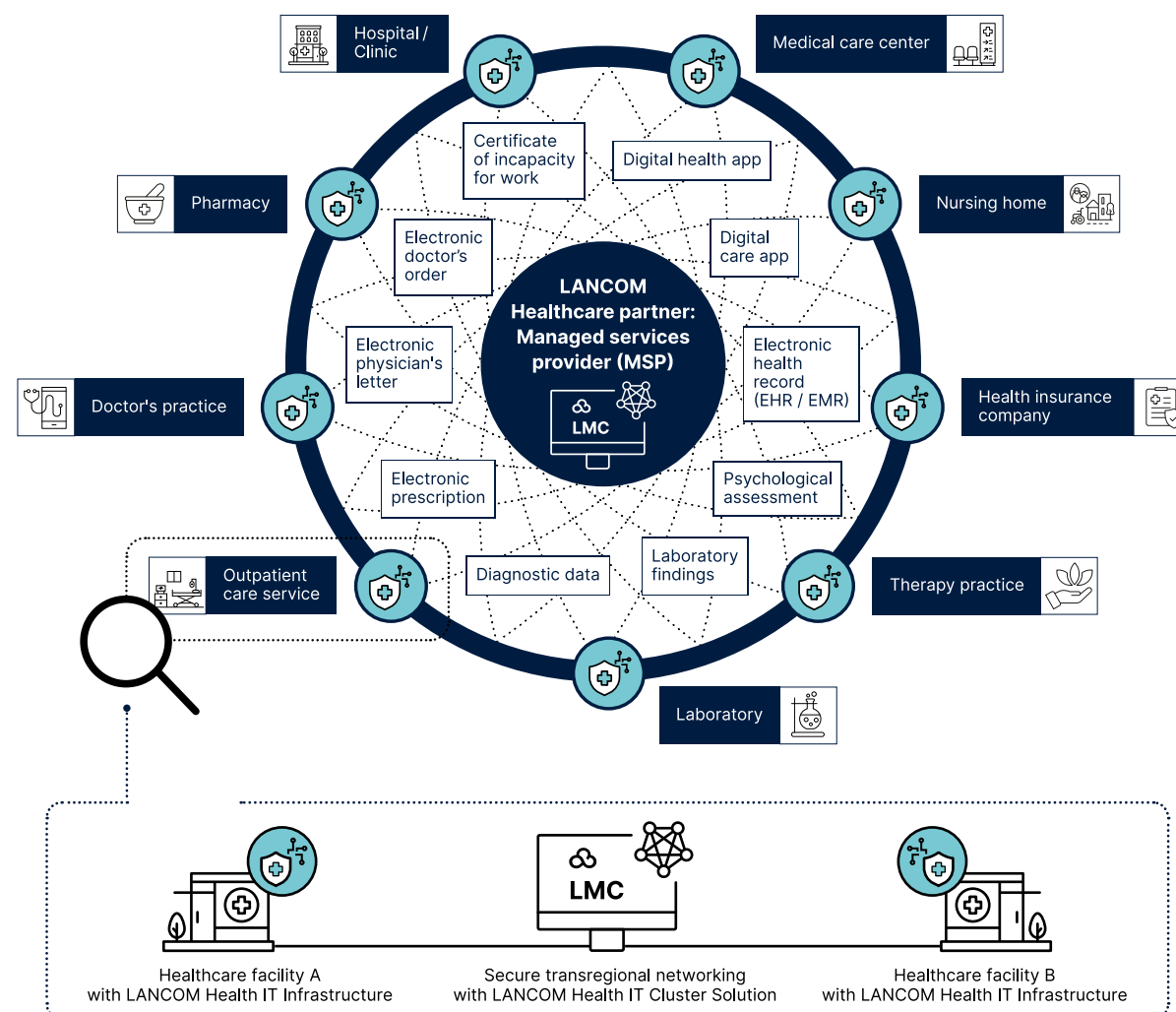
The LANCOM Health IT Infrastructure packages enable all this quickly, easily, and carefree – thanks to the following added values:

→ **Secure use of telemedicine within medical and healthcare networks**

→ **Compliance with the legal requirements of government directives like NIS2, etc.**

→ **Engineered in Europe: GDPR-compliant, backdoor-free, network management cloud hosted in Germany**

→ **Flexibility: Purchase, leasing, and rental options at monthly or quarterly usage fees via LANCOM-accredited, industry-experienced system houses**

→ Digital sovereignty: Crisis resilience and constant ability to act through highly available and secure European products, self-empowering management, and integrity as well as sustainable technology

→ Complete package: Intercompatible network components and service / support from a single source

→ Certified state-of-the-art cybersecurity: e.g. IT security label from the BSI (German Federal Office for Information Security), trust mark "IT Security Made in Germany" (ITSmiG) for data protection and compliance

→ Efficient resource usage thanks to support from an experienced technology partner and a trusting, long-term partnership

→ Sustainable and investment-proof network maintenance through regular software updates and transparent software lifecycle management

LANCOM Health IT Solutions

Rentable infrastructure packages*
for monthly / quarterly usage fee and cluster solutions
for cross-institutional networking

* Alternative solutions can of course be established if requirements differ.

Examples of LANCOM Health IT Infrastructures and Cluster Solutions –
Contact our partners for your customized solution!

Individual practice, therapeutic practice

Joint practice, pharmacy

Medical care center

Outpatient I

Exemplary product bundle for IT infrastructure

Access Point:	2 x	LX-6200
Firewall:	1 x	UF-160
Switch:	1 x	GS-3126XP
Service / Support:	4 x	LANcare Advanced
Network Management:	4 x	LMC, 3 years
License:	1 x	Full License Firewall, 3 years

Expansion components for cluster solution

Router:	1 x	1926VAG-5G
Switch:	1 x	GS-2326+
Remote Access:	1 x	LTA Client

LANCOM Management Cloud
LANCOM Service **LANcare Advanced**
LANCOM License **UF Full**
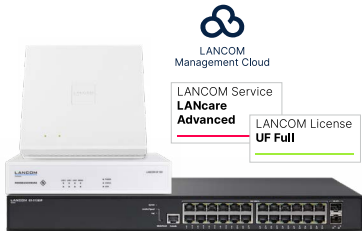
Outpatient II

Exemplary product bundle for IT infrastructure

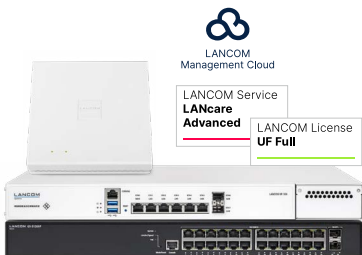|		
Access Point:	4 x	LX-6200
Firewall:	1 x	UF-260
Switch:	1 x	GS-3126XP
Service / Support:	6 x	LANcare Advanced
Network Management:	6 x	LMC, 3 years
License:	1 x	Full License Firewall, 3 years

Expansion components for cluster solution

Router:	1 x	1926VAG-5G
Remote Access:	2 x	LTA Client

LANCOM Management Cloud
LANCOM Service **LANcare Advanced**
LANCOM License **UF Full**

Outpatient III

Exemplary product bundle for IT infrastructure

Access Point:	10 x	LX-6200
Firewall:	1 x	UF-360
Switch:	2 x	GS-3126XP
Service / Support:	13 x	LANcare Advanced
Network Management:	13 x	LMC, 3 years
License:	1 x	Full License Firewall, 3 years

LANCOM Management Cloud
LANCOM Service **LANcare Advanced**
LANCOM License **UF Full**

Outpatient care

Clinic / Nursing home

Expansion components for cluster solution

Access Router:	1 x	750-5G
Gateway:	1 x	ISG-5000
Remote Access:	10 x	LTA Client

Outpatient IV

Exemplary product bundle for IT infrastructure

Access Point:	5 x	LX-6200
Firewall:	1 x	UF-260
Switch:	1 x	GS-3252P
Service / Support:	7 x	LANcare Advanced
Remote Access:	5 x	Advanced VPN Client
Network Management:	7 x	LMC, 3 years
License:	1 x	Full License Firewall, 3 years

Expansion components for cluster solution

Access Router:	1 x	750-5G
Gateway:	1 x	ISG-5000
Switch:	1 x	GS-2326+
Remote Access:	10 x	LTA Client

LANCOM Management Cloud
LANCOM Option **VPN**
LANCOM License **UF Full**
LANCOM Service **LANcare Advanced**
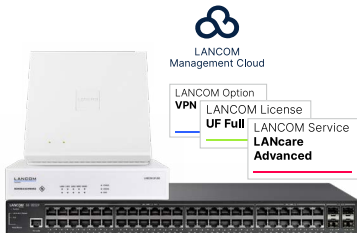
Stationary

Exemplary product bundle for IT infrastructure

Access Point:	30 x	LX-6400
Firewall:	1 x	UF-760
Switch:	4 x	GS-3652XP
Service / Support:	35 x	LANcare Advanced
Network Management:	35 x	LMC, 3 years
License:	1 x	Full License Firewall, 3 years

Expansion components for cluster solution

Gateway:	2 x	ISG-5000 / ISG-8000
Remote Access:	100 x	LTA Client
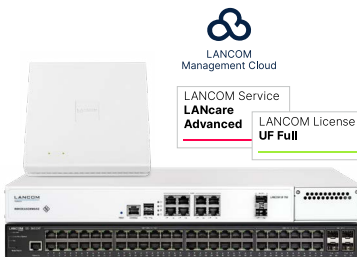
LANCOM Management Cloud
LANCOM Service **LANcare Advanced**
LANCOM License **UF Full**

Experience & strong partnerships

Your trust is of greatest importance to us. In numerous projects and collaborations with our technology and system house partners we have already solved many challenges in the healthcare sector.

We would be delighted to do the same for you.

Some of our customers:

Our technology partners:

Have we aroused your interest? We will ba happy to advice you!

Inside Sales International Team

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