



**BEYOND THE CLINICAL CORE:
HOW MANAGED SERVICES HELP DRIVE
COST SAVINGS IN HEALTHCARE**



Today's healthcare leaders must balance the delivery of exceptional patient care with shrinking margins and rising operational costs. While much of the efficiency conversation centers on medical devices and electronic health records, a significant portion of a hospital's budget is consumed by the day-to-day logistics of running the facility: managing complex IT infrastructures, combating relentless cyber threats, and maintaining sprawling print and document environments.

When highly trained clinical and IT staff are bogged down by administrative roadblocks, the cost isn't just financial—can take a direct toll on patient care. This is where a strategic approach to operational outsourcing can become a competitive advantage. By leveraging Canon's comprehensive suite of Managed Services, healthcare organizations can help offload non-core tasks, reduce operational overhead, and refocus internal resources on their primary mission of delivering quality care.

THE HIDDEN COSTS OF FRAGMENTED WORKFLOWS

A one-size-fits-all strategy to technology management rarely succeeds in healthcare. Often, hospitals operate with fragmented systems where IT and security teams work in silos, and print fleets are managed reactively rather than proactively. This can lead to excessive downtime, unsecured endpoints, and unpredictable billing.

Canon U.S.A.'s Managed Services portfolio is designed to help eliminate these inefficiencies. By offering tailored, end-to-end support across IT, cybersecurity, print management, and workplace operations, Canon provides a unified approach that helps simplify logistics and predictably lower costs.

MANAGED IT AND SECURITY

Enterprise-Class Protection Without the Enterprise Price

Keeping a modern hospital running requires 24/7 oversight. Between telehealth expansions, cloud migrations, and managing secure patient portals, internal IT departments are stretched thin. Canon, in strategic partnership with Supra ITS, offers tailored Managed IT Services that help reduce overhead while enabling facilities to scale with confidence.

- **The NSOC Difference:** Canon utilizes an integrated Network Security Operations Center (NSOC) that brings IT and cybersecurity under one roof. This helps eliminate the costly delays that occur when IT and security teams operate separately, supporting fast, unified threat response.
- **Streamlined Compliance:** Healthcare compliance is notoriously complex and expensive. With ISO 27001 and SOC 2 Type II certifications, Canon's Managed IT suite helps simplify the path to HIPAA compliance.
- **The Full Service Suite:** For a predictable subscription model, facilities can gain access to 24/7 help desk support, server and network management, mobile device management, automated data backups, and Extended Detection and Response (XDR)—helping to mitigate the risk of a data breach.

MANAGED PRINT

Smart Management Driven by the Triple Bottom Line

Print environments shouldn't drain a hospital's budget. Canon's Managed Print Services move beyond traditional break-fix models to offer a holistic, data-driven approach to continuous improvement.

- **Customized Program Design:** Whether a hospital needs full on-site software administration or remote oversight, Canon scales the solution to fit. Programs are guided by Canon's Triple Bottom Line methodology, actively measuring financial, productivity, and environmental outcomes to help ensure continuous ROI.

- **Virtual Service Center (VSC):** Not every clinic needs full-time, on-site personnel. Canon's VSC provides a powerful, low-cost alternative: a shared team of expert analysts delivering fleet-wide asset monitoring, comprehensive usage analytics, and remote IT support.
- **Demonstrated Results:** This proactive approach yields tangible results.

MANAGED WORKPLACE

Offloading the Administrative Burden

Beyond IT and printing, the physical logistics of a healthcare campus—from mailroom routing to backfile scanning and office support—require immense staffing and operational funding.

Canon's Managed Workplace services enable hospitals to fully offload these essential yet time-consuming functions. By implementing expert staffing and optimized workflows, Canon helps streamline these non-core operations, improving efficiency and freeing up hospital administrators to handle higher-value, patient-centric initiatives.



DRIVING MEASURABLE IMPACT

True operational transformation in healthcare goes far beyond the exam room. The administrative infrastructure that supports your clinical staff must be as efficient, secure, and resilient as the care they provide. By embracing Canon's robust portfolio of Managed Services—spanning IT, Security, Print, and Workplace operations—healthcare facilities can help eliminate the hidden costs of fragmented technology. Ultimately, partnering with a single, trusted provider not only can help protect your bottom line but it can empower your entire team to focus on what matters most: the health and safety of your patients.



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