

# Partner-powered integration for connected care - InterSystems Health Connect Cloud

## HealthTechs' healthcare challenges today

The HealthTech market is so highly competitive that any indication of weak performance or poor scalability puts a new solution or service at risk of failure.

One of the key areas where solutions and implementation providers fall down is in the ability to integrate into the NHS at the necessary scale. Poor integration capabilities mean every new deployment demands bespoke interfaces that slow down roll outs and cap expansion plans.

To overcome these challenges, HealthTech companies need an integration solution that supports interoperability and is quick to deploy. This is where InterSystems Health Connect Cloud (HCC) comes in.

## What is Health Connect Cloud?

InterSystems Health Connect Cloud (HCC) is a platform-as-a-service offering, delivered and managed by InterSystems and built on a dedicated Health Connect deployment. Using HCC, partners can overcome integration challenges and achieve interoperability seamlessly for their solutions, devices, and services.

They not only gain proven InterSystems Health Connect performance, reliability, and security but also the agility and operational simplicity that comes from using the cloud.

## Why partner with InterSystems?

### Reduced costs

Being a platform-as-a-service, InterSystems HCC offers pay-as-you-grow scalability, helping partners accelerate time-to-value, bring on new clients quickly, manage costs, and simplify operations.

At the same time, it helps partners cut costs they would otherwise incur on third-party implementation providers because everything is being managed 'under one roof'.

### Reduced risk

Partners can rely on InterSystems, which has long been trusted by the NHS to deliver high-quality data management based on experience, expertise and integrity.

Upgrades and security patching are handled by InterSystems, allowing partners to focus resources on connectivity rather than infrastructure management. Likewise, InterSystems manages real time data exchange for its partners, reducing the risk of decisions being made with out-of-date data. It handles the management and deployment of the solution, ensuring upgrades are timely, reliable, and hassle free. The gain for partners is they can focus their IT teams on higher-value tasks.

## Improved profits

With InterSystems help, partners get their solution or service up and running quickly, leading to faster ROI.

HCC allows partners to onboard new clients faster, solve their interoperability problems, and grow their business. Partners can share expertise and address common integration requirements across communities and regions for enhanced efficiency and productivity. This productivity drives cost-savings, enabling partner organisations to scale faster across their global footprint.

HCC is compatible with legacy and modern systems, supports a wide range of standards, and is evolving with UK and international requirements. Implementation partners can deliver more billable work and strengthen bids while solutions partners can focus on product development without the burden of managing integrations.



## InterSystems Health Connect Cloud in Action

eConsult, part of Huma and a leader in digital triage, chose HCC to simplify NHS integration and accelerate delivery.

By cutting out third-party complexity, their teams can focus on scaling impact, not managing infrastructure.

With HCC, eConsult gained a fast, secure, and future-ready platform that makes interoperability simpler.

## Partnering with InterSystems for simplified integration

HCC is backed by InterSystems, a global leader in healthcare software platforms that is renowned for security, transparency, and quality and which is trusted by partners worldwide.

InterSystems is at the forefront of global standards and interoperability and can implement local standards based on national requirements, helping partners meet site-specific needs where required.

A privately-held firm founded in 1978, InterSystems has spent nearly 50 years refining technology for workloads that cannot afford downtime. Built on resilient, scalable technology, HCC can be operational within hours, with many high-profile healthcare organisations relying on InterSystems for their integration needs. InterSystems delivers, hosts, and operates the platform so there is no need for partners to purchase, manage, secure, scale, and maintain the infrastructure themselves.



**To find out more about the opportunities for partnering with InterSystems, please visit:**  
[www.intersystems.com/uk/contact-us](http://www.intersystems.com/uk/contact-us)

