

Your WES7 Upgrade Options

Whether you're tightening network security or considering an upgrade of your existing ARIA® OIS software, you may be faced with a Microsoft® Windows® XP to WES7 upgrade.

You have options. Dignatel Business Solutions may be able to help you enhance security, or get the database upgrade you are entitled to, while avoiding the expense of major hardware replacements and upgrades.

Why WES7?

ARIA v15, Varian's most recent OIS software, makes new treatment modalities and additional security features available to some users. In these cases, replacing older treatment workstations running on Windows XP is necessary to take advantage of newer communication protocols and features.

What are my options?

In many cases, however, the expensive upgrade to WES7 is not required. Dignatel Business Solutions has over 40 years of combined experience in ARIA OIS, IT, and Radiation Oncology hardware installation and support. We can help you extend the life of your radiation therapy equipment or even help you negotiate with your vendor, giving you options:

- Extend and sustain your equipment as is, avoiding all unnecessary expense. Upgrade or replace when you're ready, on your timeline.
- Upgrade your ARIA OIS to gain new functionality now while keeping and enhancing your existing Windows XP workstations.
- Bring your ARIA expertise in-house with Dignatel, allowing you to sustain your system long term with customized and tailored support to meet your needs.

Dignatel OIS-IT Services

Dignatel Business Solutions can provide you with the flexibility you need to sustain your equipment until you are ready to replace it. You no longer have to worry about end-of-life. If you're currently treating patients we can help you continue treating for the next 5-10 years. You don't have to buy an expensive hardware upgrade to continue doing the work you already do today. We offer:

- Fast remote or on-site service and support for your ARIA and Eclipse systems
- Tailored support agreements to meet your specific needs
- Help Desk support
- Sustainability above and beyond what your vendor can offer—IT support, infrastructure, software, hardware maintenance and sustainment to help extend the life of your products

If you've decided to offer your patients new treatment modalities, forcing you to upgrade your hardware and software, Dignatel can also assist you as your advocate and in-house software service provider, saving you time and money. As ARIA OIS specialists, we work alongside your IT and Radiation Oncology department as an integral part of your team, eliminating or greatly reducing your SSA expenses.

As your customer advocate, Dignatel offers you customized services tailored exactly to match your needs, which might not necessarily align with your vendors' marketing and sales goals. We can help you:

- Negotiate more favorable terms with your vendors and service providers
- Negotiate more inclusive contracts and warranties.
- Extend upgrade timelines, giving you the flexibility you need to determine your own upgrade and replacement schedule.
- eliminate unnecessary expense by eliminating or reducing the scope of your existing SSAs.

Take control of your equipment upgrade schedule. Contact Dignatel to explore your options.



Dan DuBeau
Principal Consultant
Dignatel Business Solutions LLC

phone: 1 (206) 369-0258
address: Seattle, WA
site: www.dignatel.com

