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The philosophy of continuous security has been hugely successful for healthcare operators working with Cisco, allowing them to reduce breach detection from 200+ days to just 17.5 hours. With security underlying everything your company does, from guest experToIThiol r company

<sup>24</sup> "Too Many Patients, Not Enough Doctors" by Eric Sherman, Moneywatch (July 3, 2015).

<sup>25</sup> "Doctors Are Wasting Over Two-Thirds of Their Time Doing Paperwork," by Bruce Lee, Forbes (Sept. 7, 2016).

<sup>26</sup> "Policy, Politics, and Nursing Practice," Robert Wood Johnson Foundation (Sept. 2014).



## 1. Discovery

The business outcome approach first executes a robust discovery process to assess how digital solutions can achieve optimal outcomes for your particular business. This effort is not a single exercise, but a continuous process of analysis, documentation, and socialization throughout your organization and with the partner community. During this phase, Cisco

