# CASE STUDY
## Healthcare solutions - MSP & Developer
## MÉDISOLUTION    MediSolution

*Web-enabling legacy healthcare apps to meet RFP requirements and support cloud transition.*

## OVERVIEW

- **Sector:** Healthcare solutions - MSP & Software Developer
- **Client:** Médisolution
- **Need:** Better value-for-money solution than RDS.
- **Challenge:** Web-enabling legacy software products.
- **Solution:** TSplus Remote Access & TSplus Advanced Security

## KEY STATS

- **1 server**
- **45** concurrent **users** (350 project)
- **1 region**: Canada
- **1+ years** as TSplus client

## TSPLUS AT A GLANCE

- TSplus was founded in **2007**
- **5,000 resellers** worldwide
- **4 innovative products**
- Rated **4.8/5** by users
- **500,000 clients** across industries

TSplus is up to 80% more affordable than traditional remote solutions, making it ideal for businesses looking to optimize their IT budget without sacrificing quality or security.

## SUMMARY

MédiSolution sought a cost-effective alternative to Microsoft RDS to modernize and web-enable their legacy applications. By adopting TSplus, they gained the flexibility to respond to public sector RFPs requiring HTML5 compatibility, streamline deployments, and reduce operational costs. While the transition posed a learning curve, the TSplus solution has proven effective in enabling their cloud transformation strategy.

## ABOUT MÉDISOLUTION

MédiSolution is a Canadian-based software company specializing in developing digital solutions for the healthcare sector. With a portfolio of over a dozen products, they focus exclusively on the Canadian market. As part of the Harris Group, their solutions are deployed across numerous healthcare institutions, aiming to modernize service delivery through digital innovation.

## CHALLENGES AND REQUIREMENTS

Key challenges and requirements in this initial phase have been related to cost, legacy apps, future scalability and handling a new product.

- **Cost Constraints**: MédiSolution aimed to replace Microsoft RDS with a more budget-friendly alternative without compromising functionality.
- **Web Deployment for Legacy Apps**: They needed to deliver legacy applications via web browsers, especially in response to RFPs requiring HTML5 compatibility.
- **Scalability for Cloud Transition**: Work took place to prepair the MédiSolution software environment for broader cloud deployment across Canada.
- **Usability vs Familiarity**: Teams initially required a learning curve changing to TSplus from RDS.

TSplus.net

## THE TSPLUS SOLUTION

TSplus emerged as a strategic solution for MédiSolution's modernization goals. Introduced through another Harris Group business unit, TSplus enabled the web delivery of their legacy applications via HTML5, a decisive advantage over traditional RDS.

- **HTML5 Access**: TSplus's ability to present legacy applications through a browser was critical for RFP compliance and client deployments.
- **Cloud Enablement**: TSplus allowed gradual migration of their systems to a cloud-friendly architecture.
- **Affordability**: The platform offered a significantly more economical alternative to RDS.
- **Responsive Support**: The company appreciated the professionalism and availability of the TSplus support team.
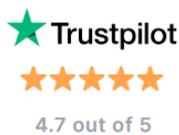
## RESULTS

Implementing TSplus software is helping MédiSolution streamline their software provision and workflow.

- **Initial Deployment Complete**: 45 users across 2 client sites successfully deployed.
- **Future Scalability**: Plans are underway to transition an additional 350 connections.
- **Improved Market Responsiveness**: Enhanced ability to respond to RFPs thanks to HTML5 compatibility.
- **Strategic Growth**: MédiSolution is now positioned to expand TSplus usage across its product suite, progressively supporting their full cloud transition.

## CONCLUSION

TSplus has empowered MédiSolution to take the first steps towards a full digital transformation. While the transition requires adaptation, the long-term potential for scalability and modernization positions TSplus as a key partner in MédiSolution's growth.

## TESTIMONIAL

*"I'm very happy with the prompt, professional and courteous exchanges we have had with our solutions provider TSplus. They have enabled us to broaden our deployment and hosting projects to our different suites of products. Thanks to all the team. I am delighted to be creating this trust-filled business relationship with you."*
— **Simon Dansereau, Information Technology Director, Médisolution**

## CASE IN ACTION

The affordability, flexibility and browser-based delivery capabilities of TSplus have opened new opportunities for MédiSolution in terms of client deployment and service innovation.

G2
★★★★★
**4.8 out of 5**

★ Trustpilot
★★★★★
**4.7 out of 5**

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Need TSplus Remote Access?

Download the free trial on TSplus.net or contact us to discuss your needs.