

How Vitas Leveraged Objective Insights to Transform VR Therapy in Healthcare

Company Name: Vitas Healthcare
Industry: Healthcare Providers
Employees: 12,000+



Mission-critical priority

Patrick Hale, CIO at Vitas Healthcare, is at the forefront of pioneering virtual reality therapy for end-of-life care. With Gartner's expert guidance on the VR landscape, Vitas Healthcare has successfully upgraded their platform, found their ideal VR vendor, and now delivers transformative experiences that enhance the quality of life for their patients.



How Gartner helped

The client used:

- **Vendor selection insights** enabling the client to select the right vendor for virtual reality therapy, enhancing patient experiences in end-of-life care.
- **Contract negotiation support** for complex licensing models, resulting in significant cost savings.
- **Executive Partner support** to validate both major and minor business decisions, providing invaluable strategic support.



Outcome

With support from Gartner, the client:

- **Enhanced patient care** by implementing VR therapy, allowing patients to share meaningful virtual experiences with their families.
- **Improved security resilience**, maintaining critical operations and minimizing disruption.
- **Networked with a community of like-minded peers** at Gartner IT Symposium/Xpo.

"I don't know how a CIO can operate, given the complexity of what we all face, without an advisory service. The gold standard of advisory services is Gartner. There is no other company that can compare to the depth and breadth of the insights that Gartner brings."

— Patrick Hale, Chief Information Officer, Vitas Healthcare