



CASE STUDY

The Clafin Company:

Strengthening Healthcare Supply with CloudFirst



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Company Overview

The Claflin Company, founded in 1817, is a leading distributor of medical and surgical products, serving healthcare providers nationwide. With over 500 suppliers and a vast distribution network, Claflin delivers essential products to hospitals and clinics across the U.S.



The Challenge

Claflin's rapid growth strained its IT systems. Multiple locations, warehouses, and field sales representatives depended on centralized systems for ERP, quoting, inventory, and order management. Performance issues, limited redundancy, and connectivity challenges made it clear that a modernized infrastructure was needed.



The CloudFirst Solution

Claflin migrated its IBM i workload to Managed Cloud Hosting, with CloudFirst providing a virtual cloud server solution tailored for ERP performance. Over time, the company expanded its use of CloudFirst to host Intel/VM workloads as well, consolidating vendors and simplifying support. CloudFirst's proactive 24/7 support ensured smooth onboarding and fast resolution of issues, even after hours.

The Results

By consolidating with CloudFirst, Claflin improved system performance, streamlined operations, and eliminated the complexity of managing multiple providers. Today, the company continues to expand its use of CloudFirst services, citing outstanding reliability and support.

"CloudFirst has been instrumental in improving our ERP performance and keeping our supply chain running smoothly."

Lisa Golia, Project Manager, The Claflin Company

Want to modernize your healthcare IT systems with cloud hosting and support?

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