

ELIGIBILITY DATA ONBOARDING · FORTUNE 50 EMPLOYER

“Yes. We can use your spec.”

How Handpicked Health took a Fortune 50 employer’s eligibility feed from first test file to production-ready in 1 day, without a single spec-mapping meeting.

1 day

First test file to production-ready

0

Spec-mapping meetings

<1hr

Client engineering time

THE MEETING THAT ENDED EARLY

A couple of years into working with a Fortune 50 employer, Handpicked Health started a new project with them. The employer’s long-time data processing partner came to kickoff expecting the first of many spec reviews.

They had the data, so they expected to win that negotiation. Handpicked Health’s answer: **“We can use your spec. We’ll be ready for a test file next week.”**

The room went quiet for a beat. Then someone from the employer’s side asked, “...really?” The meeting ended early.

WHY THEY COULD SAY YES

We built the Data Nexus to take whatever a data provider sends and turn it into a clean stream. The partner kept its own file format, and each downstream system got the format it already expected.

AI tooling does the mapping and edge-case cleanup that used to eat weeks of calendar. Here it cost Handpicked Health under 1 hour of engineering.

When the partner’s first test file arrived, Handpicked Health was production-ready 1 day later.

The partner sent a messy file. We took it as-is.

THE FILE, AS DELIVERED

Layout	834-based, not 834-compliant
Delimiter	Pipe
Volume	300,000+ members, weekly
Destinations	15 partners, each in its preferred format
Changes asked of the sender	None

DOWNSTREAM GOT CLEAN DATA ON EVERY TEST SEND

The file took 3 test cycles to clean up, and every fix was on the sending partner’s side. Meanwhile, each send still reached downstream systems with over 99% accurate identity resolution for all processable members.

For records that couldn’t be processed, Data Nexus flagged the errors so the partner could fix them at the source.

>99%

IDENTITY ACCURACY

300K+

LIVES PER WEEK

WHERE YOUR ONBOARDING TIME GOES

You can’t go live without eligibility data. By our estimate, the data workstream eats 50–70% of client onboarding effort, and legal, security and training all wait on it.

Every hour your engineers spend mapping files comes out of the product your clients bought.

ROUND 2 WITH THE SAME EMPLOYER

What the first engagement delivered:

300K

Employees and dependents

\$518K

Engineering cost avoided

88%

Less client onboarding time

“I sleep a lot better at night knowing Dart is with us on the journey.”

Dane Guarino, CEO, Handpicked Health

Start your next kickoff with “Yes.”

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SCAN TO BOOK