

# HCLS Data & AI Solutions

Pre-built accelerators that cut delivery time by 40% and drive Snowflake consumption from Day 1

## WHEN TO BRING US IN

Your customer says:

- "Our patient data is siloed across EMR, claims, and labs — we can't get a unified view"
- "We need to modernize our analytics but HIPAA compliance is slowing us down"
- "Our clinical trial reporting takes weeks — we need faster insights"
- "We have hundreds of legacy reports in Cognos/SSRS that need to move to modern BI"

## FLAGSHIP SOLUTIONS

### Patient 360 Platform

Unified patient view across EMR, claims, pharmacy, and IoT health data.

#### ACCELERATORS:

- Pre-modeled patient schemas
- FHIR/HL7 integration patterns
- Identity resolution logic

⚡ 8-week delivery vs 16-week typical

### Clinical Trial Analytics

Accelerated trial data ingestion, modeling, and Cortex-powered insights.

#### ACCELERATORS:

- CDISC/SDTM data models
- Trial ingestion pipelines
- Safety signal detection

⚡ 60% faster trial reporting cycles

### HIPAA-Ready Governance

Compliance-first data platform with lineage, masking, and audit controls.

#### ACCELERATORS:

- PHI classification rules
- Dynamic data masking
- Atlan lineage integration

⚡ 250+ hours saved vs manual setup

## DELIVERY TOOLKIT

Reusable IP across the full project lifecycle — migration, modernization, and AI:

#### DISCOVER

- Source system profiling
- Complexity scoring
- Workload analysis

#### TEST & VALIDATE

- Automated UAT scripts
- Data reconciliation
- Quality scorecards

#### MODEL

- Industry data models
- Schema design patterns
- ERD templates

#### GOVERN

- HIPAA/GDPR templates
- PHI classification
- Atlan integration

#### MAP & MIGRATE

- Source-to-target mapping
- Teradata/SAP/SAS scripts
- SQL conversion tools

#### AI / ML

- Cortex AI integration
- Feature engineering
- Pre-trained models

#### BUILD

- ETL/ELT patterns
- Pipeline templates
- Orchestration configs

#### BI RATIONALIZATION

- Report inventory & scoring
- Legacy BI migration
- Report sprawl cleanup

## PROOF POINTS

### Regional Health System

Patient 360 deployed in 8 weeks vs 16-week typical. Unified EMR, claims, and pharmacy data. Now expanding to population health analytics.

### Top 20 Pharma Company

Saved 250+ hours on HIPAA governance setup. Clinical trial reporting reduced from weeks to days. 3 additional trials onboarded.

## WHY THIS MATTERS FOR SNOWFLAKE

#### HIGH CONSUMPTION

Clinical + patient data + Cortex AI = significant credit usage from day one

#### FAST DEPLOYMENT

Accelerators cut timelines 40%, helping close deals faster

#### LAND & EXPAND

Modular solutions create natural expansion paths

## READY TO WIN TOGETHER?

Contact: **Brent LaBier** | sales@blue.cloud | Chief Revenue Officer