

TRENDENCE
Beyond Possible

 **databricks**



Architects of Data & AI Modernization for Health & Life Sciences

About Tredence

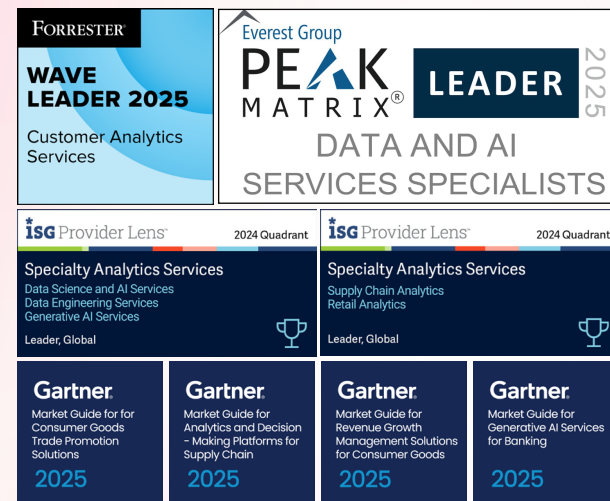
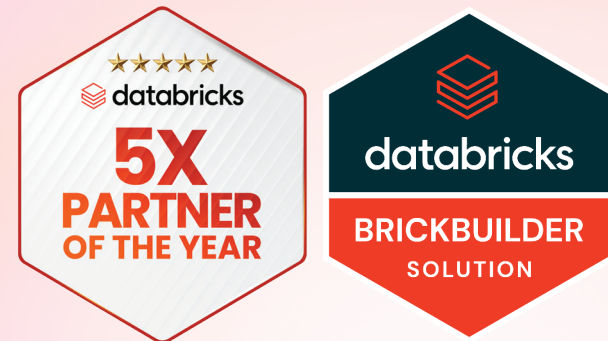
Tredence at a Glance

- **Founded:** 2013 | HQ: San Jose | 3000+ Employees | 12 Offices | 5 Countries
- **Founders:** Shub Bhowmick (CEO), Shashank Dubey (CRO), Sumit Mehra (CTO)
- **Strategic AI partner:** 50+ Fortune 500 companies across multiple verticals

Why Tredence?

- **Deep domain expertise:** Steeped in industry and domain processes, our teams deliver data and AI solutions that deliver outsized business impact.
- **Speeding time to value with AI accelerators:** Offering 150+ ready-to-deploy accelerators that clients can adopt as their own, reducing time to value by 50%.
- **Deep investment in innovation:** Investing 10% of our revenue in developing advanced AI and generative AI (GenAI) capabilities, so that we can help our clients scale new solutions across their businesses.
- **Last-mile AI approach:** Combining expertise, innovation, and partnerships to tackle data and AI challenges—proven by a 94% NPS across 1,000+ projects.

Industry Recognitions



Tredence x Databricks: Better Together

Our Vision

Tredence recognizes Databricks as our most valuable strategic partner, delivering a significant portion of our partner-associated revenue both today and in the foreseeable future.

With aggressive growth goals ahead, Tredence firmly believes that neither organization can achieve market-scale dominance without the other.

With this vision, we are proud to unveil “Tredence x Databricks: Better Together,” a strategic initiative framed by a series of interwoven joint industry solutions, acceleration in capability building, marketing and go-to-market motions designed to drive market leadership, growth and business value to our customers.

Together, we’re shaping the AI-driven future, where innovation and insights push enterprises beyond what’s possible so that they can grow and stay ahead of the curve. This collaboration is already driving measurable success across industries, as demonstrated by:



140+

Use Cases



75+

Joint Customers



20+

Industry Thought
Leadership Assets



10+

Brickbuilder
Solutions



600+

Individual DBX
Tech-Certified
Resources



20+

Databricks
Champions



Healthcare & Life Sciences Overview

Tredence is specialized Data and AI solutions provider with deep expertise in the Healthcare and Life Sciences. We help our customers accelerate their digital transformation initiatives to unlock value of their data and drive analytical workflows

Healthcare



Jumpstart value-based care analytics with Tredence's prebuilt **Unified Healthcare Data Model** and machine learning framework.



Leverage domain-centric accelerators covering key domains—**Population Health, Clinical Operations, Quality of Care, Financials, and Revenue Cycle Management (RCM)**.



Tap into a robust library of prebuilt ML models for predictive analytics across critical use cases such as **hospital readmissions, chronic condition onset, patient churn, and workforce demand planning**.



Automate decision-making with Agentic AI across high-impact workflows including **Patient-provider Conversation Summarization, Prior Authorization Adjudication, and Care Plan Management**.



Modernize faster with our "Migrate to Modernize" approach—seamlessly transitioning legacy systems to scalable, cloud-native healthcare data platforms.

Life Sciences



Modernize manufacturing and supply chain operations with advanced Data and AI capabilities tailored for agility, efficiency, and resilience.



Gain 360° visibility across production and supply chains with real-time monitoring, asset performance insights, and intelligent process optimization.



Power critical operations with **Agentic AI workflows for demand forecasting, temperature monitoring, inventory visibility, waste reduction, and root cause analysis**.



Accelerate digital transformation with the Tredence Smart Manufacturing Command Center—boosting equipment effectiveness, reducing energy use, and deploying AI solutions 50% faster with scalable architecture and pre-built use cases.



Enhance key opinion leader engagement and decision-making with advanced Data and AI capabilities designed to extract actionable insights from vast unstructured data assets.

Accelerate Healthcare Analytics with Unified Data Model and Pre-Built ML Models



Hospital Re-Admission Prediction Model identifies high-risk patients with a reliable probability score to help case managers prioritize interventions.



Workforce Demand Planning Model forecasts staffing needs using AI to optimize scheduling and resource allocation.



Cost Prediction Models (3M/6M/12M) predict per-member-per-month (PMPM) costs to proactively manage high-cost patients.



Disease Risk Prediction Models classify patients at risk of developing chronic diseases within 12–24 months for preventive care.



Population-Level Insights Dashboards visualize key health KPIs sliced by demographics like race, gender, and age for actionable insights.



Chronic Disease Management Programs provide data-driven care workflows integrated with EHRs to enhance care coordination.



SDOH Risk Profiler leverages social determinants of health data to identify and manage patients at higher health risk.



Patient Churn Prediction Models estimate the probability of patients switching providers, enabling targeted retention strategies.



Operational Reports use pre-built KPIs to monitor key metrics like surgery cancellations, ED wait times, and inventory.



Financial Reports support revenue cycle and cost-side reporting with insights into payer revenues, denial trends, and cost per episode.

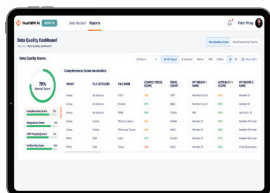


Inventory Optimization Models forecast supply needs and reduce waste using AI across 200+ KPIs in the supply chain data model.



Contact Center Transformation enables omnichannel patient engagement and boosts agent productivity with GenAI and analytics accelerators.

Tredence Accelerators for Immediate Business Value for Your Clinicians



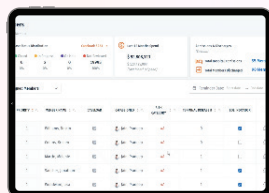
- Pre-built Data Quality Dashboard
- Real-time Monitoring
- Targeted Data Improvement
- Supports Patient 360 Analytics

Patient 360



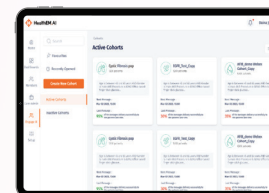
- Pre-built Clinical Analytics Dashboard
- Predictive Trend Analysis
- Comprehensive Patient Metrics
- Supports Proactive Care

Pre-built Clinical Analytics



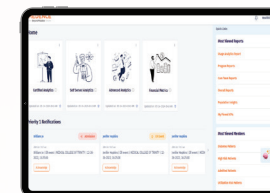
- Patient centric care plans
- Member experience management
- Multiple Personas Support
- Reports across multiple LOBs

Care Management



- Personalized Patient Outreach
- Tailored Patient Cohorts
- Outreach success monitoring Dashboard
- Comprehensive Patient Communication

AI - driven Patient Engagement



- Centralized Analytics Front Door
- Integrated descriptive & predictive analytics
- Self-serve analytics
- GenAI - based chatbot integration

Analytics Front Door

Pre-built analytics, data quality, and care management tools empower organizations with predictive insights, optimized resources, and enhanced patient care.



10M
Member Lives Covered



100M
Claims and Clinical Encounters processed



28%
Reduction in admissions



20%
Reduction in Cost of care

Transforming Health & Life Sciences with AI & Data

We've delivered **140+ AI-powered use cases**—Here's a curated selection of transformative success stories that showcase real-world impact and business growth.

EXPLORE THE POSSIBILITIES!

TRENDENCE
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databricks

Better Together



Optimizing asset performance optimization and root cause analysis for a global biopharma

Enhancing visibility into supply chain and manufacturing operations to drive efficiency and reduce downtime

Challenge

As a leading global pharmaceutical company needed a unified, intelligent view of its manufacturing assets and performance to maintain product quality as it grew, but faced the following challenges:

- Limited asset visibility preventing real-time monitoring and proactive maintenance
- High maintenance costs driven by unplanned downtime and reactive operations
- Production inefficiencies due to delayed root cause analysis and throughput loss

Solution

Tredence and Databricks partnered to develop a comprehensive solution using Databricks Lakehouse and Smart Manufacturing Control Center:

- **Providing 360° visibility into assets:** Enabling real-time monitoring of equipment and process efficiency
- **Delivering advanced downtime analytics:** Accelerating identification of machine failures and time to resolution
- **Centralizing data intelligence:** Offering a unified view of operational metrics to enable faster decision-making

Business Impact

📉 ~7%

Reduction in asset maintenance costs

🕒 ~12%

Increase in asset throughput and reduced mean time to failure

⚙️ ~40%

Faster data querying and root cause analysis

Automating insight creation with AI, ML, and GenAI for a global biotech company

Improving key opinion leader (KOL) engagement, innovation, and regulatory compliance

Challenge

A leading biotechnology sought to extract actionable insights from its vast unstructured data wealth to enhance key opinion leader engagement and streamline decision-making.

The firm struggled with:

- **Fragmented data:** Spread across sources such as PubMed, Scopus, and CRM systems
- **Manual processes:** Used to identify patterns and generate insights about healthcare professional sentiment and relationships
- **Difficulty identifying KOLs:** With challenges mapping KOLs/HCPs and their networks, the biotech couldn't amplify product knowledge effectively

Solution

Tredence built a robust natural language processing (NLP) platform using Databricks Delta Lake, AWS advanced AI/ML methodologies; and generative AI models.

- **Automating data preparation:** Ingesting data from key sources via Snowflake and using a Databricks medallion architecture to create a streamlined pipeline
- **Enabling data processing and governance:** Extracting unstructured data using Databricks volumes, establishing data lineage and access using the Databricks Unity Catalog, and flattening datasets into insights using Python-based stopword removal, lemmatization, and embeddings
- **Deploying NLP and AI models:** Deploying JSL and LLM models to extract keywords, summarize text, and enhance searchability
- **Visualizing insights:** Developing interactive dashboards by integrating Plotly Dash with Databricks and presenting real-time insights on HCP/KOL sentiment and engagement metrics to the medical affairs team

Business Impact



280K physicians analyzed

To identify KOLs for targeted outreach



30%

Increase in new topics discovered



20X

Boost in KOL outreach



Providing strategic decision support

through simple Q&A-based interfaces to get insights from large volumes of unstructured data

Modernizing data infrastructure to enable value-based care for a leading home health organization

Building a scalable, unified platform to improve patient care and reduce operational costs

Challenge

A leading US home health organization needed to modernize its data infrastructure by migrating its legacy on-premise Data and Analytics capabilities to cloud based Databricks Data Platform. They were facing:

- Scalability limitations in extract-transform-load (ETL) pipelines
- Siloed data systems restricting accessibility and integrated insights
- High operational costs from managing multiple disparate platforms (SQL, AWS, Snowflake)
- Limited AI/ML and GenAI readiness due to its fragmented architecture
- Lack of self-serve analytical capabilities

Solution

Tredence and Databricks partnered to build a Cloud based Data platform on Databricks and implement Sigma based reporting and self-serve analytics

- **Developing a scalable data architecture:** With built-in observability and data quality monitoring
- Implementing **Data Mastering** leveraging **Tredence accelerator** to establish mastering for entities – **Patient, Provider, Payer, Office, Employee, Candidate**
- Implementing Data Marts and developing reports across **Finance and Operational analytics, Quality of Care, Staff performance and Recruitment metrics,**
- **Creating a self-service BI layer:** Enabling actionable insights for multiple user personas

Business Impact



70%

reduction in platform costs



30%

faster time to market for Operational KPIs



30%

improvement in operational efficiency

Enterprise data modernization to enable advanced analytics for US healthcare organization

Unifying data across systems to drive responsible AI and value-based care outcomes

Challenge

One of the largest non-profit Health system in the US sought to modernize its data and analytics capabilities to drive Value based Care, Clinical Operations and Patient Engagement requirements. However, challenges included:

- Operating a complex landscape of traditional data warehouses and healthcare-specific platforms, creating data silos
- Inconsistent access and low trust in analytics outputs
- Scalability limitations with existing infrastructure
- A lack of a common data model for healthcare analytics
- No in-house expertise to lead the data transformation initiative
- Need for governance to support responsible AI and self-serve reporting

Solution

Tredence and Databricks partnered to build a Cloud based Data platform and implement advanced analytics capabilities

- **Developing a future-ready data platform:** Supporting enterprise-wide analytical needs
- **Implementing a unified data model:** Establishing Patient 360 view across his clinical data
- **Enabling analytics and reporting:** Implementing **advanced analytics framework** for different Value-based Care use cases – **Length of Stay, Patient Days, Chronic care management** (track treatment and patient education)
- **Establishing robust data governance frameworks:** Including business glossary and cataloging to support responsible AI adoption

Business Impact

 **40%**

Overall platform cost reduction in the year 1

 **50%**

Improvement in data size through compression and standardized data model

 **25%**

Improvement in self-service

Modernizing clinical data and enabling Patient 360 views for a pediatric healthcare organization

Building a scalable and interoperable platform for personalized pediatric care

Challenge

A leading pediatric healthcare organization needed to replace Health Catalyst, its third-party reporting system and implement a Databricks based Unified Data and Analytics platform on cloud

Challenges included:

- Difficulty scaling its data infrastructure
- Siloed systems, limiting a holistic view of patient health
- Delayed clinical data integration, impacting timely decision-making
- Manual, error-prone reporting processes, slowing down insights
- Inflexible tools that hindered the shift to value-based care models

Solution

Tredence and Databricks partnered to develop a modern Healthcare Data and Analytics platform on Databricks leveraging Tredence accelerators:

- **Establishing an enterprise data warehouse:** integrating clinical and claims data from EPIC EHR and establish a Unified Healthcare Data Model
- **Implementing FHIR data model** to enable interoperability downstream
- **Implementing Patient 360** to drive Value Based Care use cases (Clinical Risk, Utilization Risk, Patient risk stratification), ACO reports, and OrderSets Explorer

Business Impact



30%

Cost savings by minimizing reliance on third-party systems



Faster deployment timelines through accelerator-driven implementation with pre-built models



Enhanced clinical data transparency and improved

Modernizing data and analytics for accelerated go-to-market insights for diagnostics company

Building a unified data platform to drive innovation in cell and gene therapy

Challenge

A leading diagnostics company specializing in cell and gene therapy sought to modernize its data ecosystem to support business growth and innovation.

The client's challenges included:

- No single source of data and analytics truth, creating inefficiencies and harming insight delivery
- A lack of centralized governance
- Inconsistent reporting and low data trust
- Manual, Excel-based processes prone to errors
- Siloed systems and fragmented insights that inhibited agile decision-making

Solution

Tredence and Databricks partnered to design and implement a scalable, governed data platform with the Databricks Data Intelligence Platform, Microsoft Azure, Microsoft Dynamics 365, and Power BI:

- **Developing a strategy and roadmap:** Assessing the current state with stakeholder input, performing a gap analysis, and creating a migration strategy and implementation roadmap
- **Building a unified data platform:** Leveraging the Lakehouse architecture with a common data model
- **Establishing governance:** Implementing a central business glossary and enhancing governance with Unity Catalog
- **Streamlining data processes:** Rationalizing and simplifying ingestion, integration, and reporting tools
- **Prioritizing automation and self-service analytics:** Reducing manual dependencies

Business Impact



Faster and more accurate go-to-market insights



Reduced compute and labor costs through platform modernization



Lower technical debt, complexity, and system fragility

Creating a modern data estate for advanced analytics for a US health plan organization

Creating data-driven insights to serve members with a unified data platform

Challenge

A leading nonprofit health and wellbeing organization wanted to rationalize its legacy and siloed data infrastructure and create a modern data estate to support next gen analytics.

The organization's challenges included:

- Siloed data spread across three data warehouses and lakes
- Inconsistent data and a lack of data access
- Lack of Data Governance capabilities leading to ambiguous ownership of data
- Lack of transparency into available data and analytics

Solution

Tredence and Databricks partnered to implement a Databricks Data Platform on Azure:

- **Migrating data:** From Cloudera to Databricks to reduce costs and redundancy
- **Creating a single version of data truth:** Providing data integration, process, and governance capabilities
- **Data Hydration from Teradata EDW** to Databricks platform for consolidating data into single unified platform
- **Creating a gold layer:** Enabling conformed data and business use cases with analytical KPIs

Business Impact



Creating data-driven insights to serve members



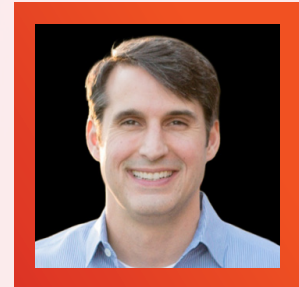
Eliminating legacy database costs



Creating clinical data transparency and accuracy

Partner Voices

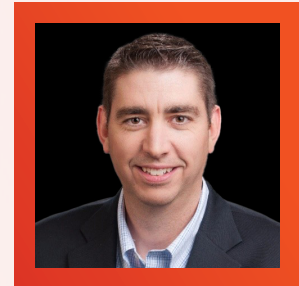
Tredence demonstrates deep industry expertise which compliments their deep Databricks' platform understanding. Coupled with Tredence' pre-built accelerators specifically in supply chain, we have gathered significant momentum together and I am confident of significant growth together in the near future.



— **Harris Thayer**

VP & GM, Healthcare & Life Sciences, Databricks

Together with Tredence, we continue to enable the full potential of data for businesses and pave the way for revolutionary advancements in AI. Tredence has demonstrated incredible agility, speed to market and time to value with strategic enterprise customers, leveraging the power of the Databricks Lakehouse Platform.



— **Jason McIntyre**

VP, Consulting & SI Program,
Managed Elite Partners, Databricks

Partner with Tredence and Databricks to Unlock

Domain-led, AI-Driven Transformation in Healthcare:

- **Accelerate time-to-value by 50%** with domain-specific accelerators: Tredence's Brickbuilder-certified Data Engineering and Healthcare accelerators—featuring curated data models, KPI libraries, pre-built ML models, data quality frameworks, and metadata-driven ingestion—enable rapid implementation and adoption.
- **Deploy business-led analytics use cases across four mission areas**—Purpose-built KPI libraries and ML models fast-track adoption, driving measurable impact across clinical, research, philanthropy, and education workflows.
- **Enable real-time, actionable insights:** Leverage streaming data, advanced analytics, and dynamic reporting to empower teams with self-service capabilities and comprehensive performance visibility.
- **Increase agility and ROI:** Rapidly respond to evolving healthcare needs with scalable data and AI solutions that reduce operational bottlenecks and enhance decision-making.
- **Monetize healthcare data assets:** Transform data into value by developing personalized services, optimizing marketing, and improving operational efficiency through a modern, unified data platform.

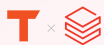


**EXPLORE
DATABRICKS
CHAMPION**
INSIGHTS HERE



**SCHEDULE
1-TO-1
MEETINGS**

WITH OUR AI EXPERTS
AND EXPLORE WHAT'S
NEXT IN AI WITH TREDENCE





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