

SnapLogic for Healthcare and Pharma

Delivering the Future of
Healthcare with Intelligent
Integration and Automation



Contents

Automation is the future. Here today.	3
Modernization: Laying the foundation for automation	5
Enterprise Automation for Healthcare	6
Deliver seamless, personalized patient care	6
Harness the power of data	7
Enterprise Automation for Pharma	8
Speed up clinical trials and drug development	8
Ensure patients have faster access to medicine	9
Adhere to regulatory compliance	10
Healthcare and Pharma Leaders Trust SnapLogic	11
Magellan Health	11
AstraZeneca	12
Illumina	13
Why SnapLogic?	14
Next steps	15

Automation is the future. Here today.

Progressive healthcare and pharmaceutical organizations are embracing data, the cloud, and automation to transform the patient experience, drug and vaccine development process, and more. Powerful new technologies like AI and machine learning, together with seamlessly connected systems and automated processes, are enabling humans to do more than they can do alone, optimizing the entire healthcare and pharma value chain by accelerating breakthrough innovation, delivering better patient care, and scaling better outcomes across the organization.

Healthcare and pharmaceutical organizations that tie automation into their processes become bionic, unleashing new capabilities and insights to make better, more accurate decisions and take fast, life-saving actions. Bionic healthcare and pharma companies harness automation at its full power, not to replace humans, but to equip them with capabilities that drive productivity and lead to better outcomes.

Obtaining complete patient information, recommending a personalized medical treatment based on the patients' information, providing access to clinical trial data across stakeholders internally and externally are processes that can be automated to serve today's dynamic healthcare and pharma needs.

Automation allows healthcare and pharmaceutical organizations to envision and transform how they deliver care and accelerate research by embracing a new wave of cloud and automation technologies, lifting the burden of effort wherever possible to provide patients, providers, researchers, and scientists streamlined processes and accurate data for prescriptive actions.

IT enables healthcare and pharma organizations to:

- Personalize patient care in every single touch point
- Improve the operational efficiency in care delivery and healthcare programs
- Bring new medicines and drugs to market faster
- Improve operational efficiency and lower costs
- Adhere to industry and regional regulatory compliance and eliminate security risks

Enterprise automation is the superpower of modern healthcare and pharmaceutical organizations.

Modernization: Laying the foundation for automation

Integration has been around since the 1990s and companies have either adopted an integration tool or built integrations by hand to connect a handful of on-premises databases and application suites. These integrations were primarily built to move large volumes of data from one database to another, at scheduled frequencies or to synchronize data between on-premises applications.

The IT landscape has changed dramatically ever since. According to research conducted by Vanson Bourne, a typical company has an average of 115 applications and that number is increasing. The boom of new cloud technologies has been a double-edged sword, empowering healthcare and pharma companies to become more agile and efficient but also adding more complexity to their IT infrastructure. More data silos are created, which in turn, causes more bottlenecks and delays in accessing patient information, clinical trials, and life-saving processes. Different data silos, often controlled by different functional groups, lead to data drift and only provide a localized view of data. In addition, new technologies lead to the 3Vs (volume, variety, velocity); where IT needs to manage a variety of data (structured, semi-structured, and unstructured), with different data volumes, and at a different velocity.

The combination of these technology and business drivers require IT to re-imagine their entire IT infrastructure, allowing business stakeholders to access data from on-premises systems and cloud applications. Automating end-to-end business processes is virtually impossible if companies cannot connect on-premises with cloud applications. Many companies may go through a cloud-first strategy to replace all their legacy systems with cloud technologies. Others, however, may never retire some of their key legacy systems and will need a hybrid solution.

By modernizing the IT landscape, organizations are setting up the foundation to start automating end-to-end processes.

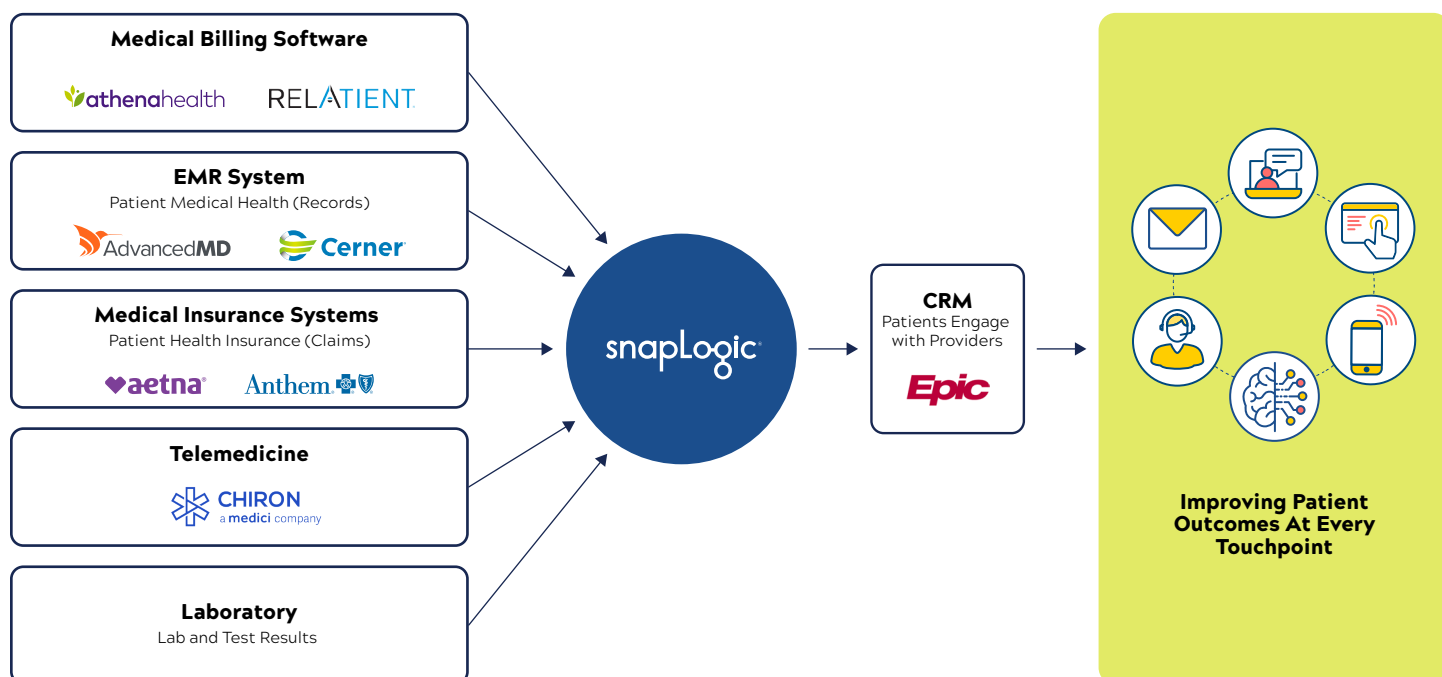
Enterprise Automation for Healthcare

Effective healthcare delivery is important to each patient’s wellbeing. Whether patients are doing their annual routine checkups or a long medical procedure, they rely on healthcare providers to keep them healthy and safe. Only with connected data and applications, through enterprise automation, can healthcare providers have complete patient insights to optimize patient outcomes.

Deliver seamless, personalized patient care

Patients engage in multiple channels with their healthcare providers today. From outpatient and inpatient procedures to virtual check-ups to medicine pickups, patient information is created or updated in multiple systems. If these systems are not connected, healthcare providers lack a complete view of each of their patient’s medical conditions, medical history, risk factors, and treatments, limiting their potential to provide the best medical care and recommendation for their patients at each touch point. What’s more, lack of information may lead to mis-diagnosis or mis-treatment that could hinder patient outcomes.

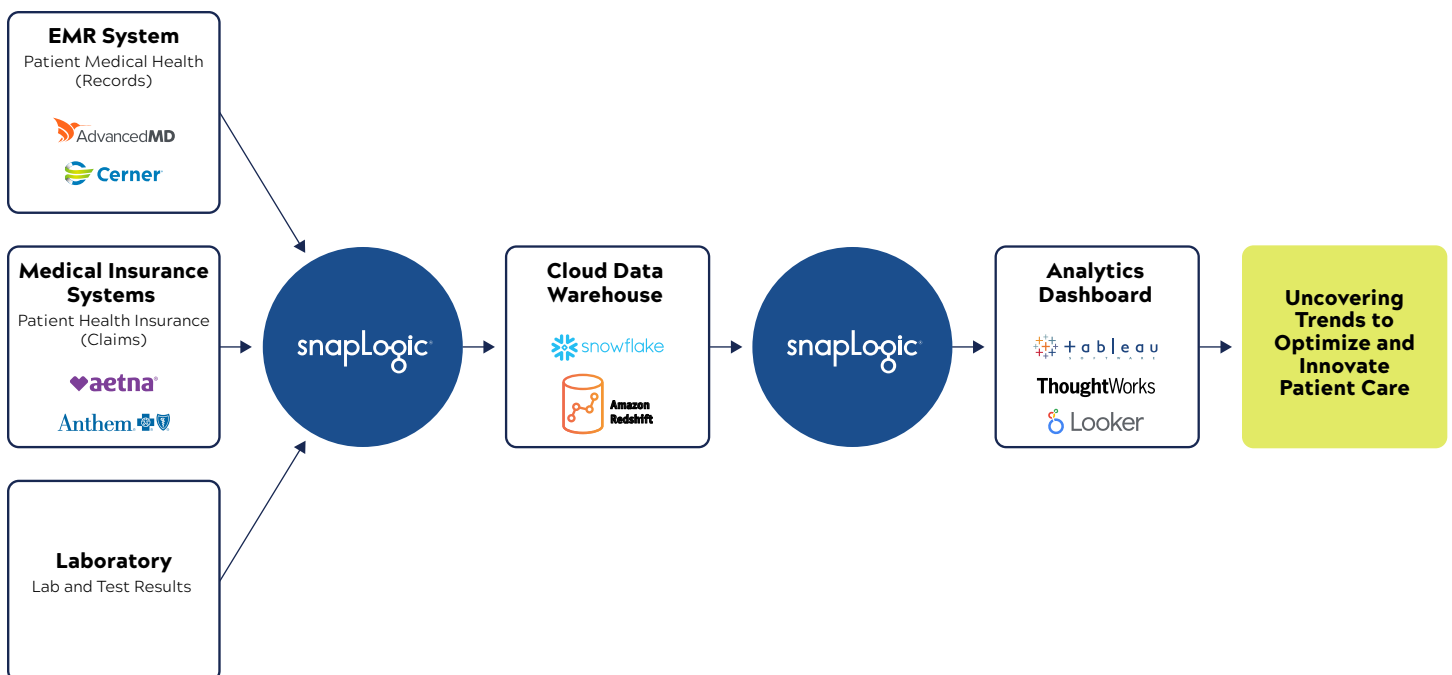
Streamlined medical processes deliver complete patient information so that healthcare providers can offer the right medical care at the right time and moment, optimizing the patient outcome.



Harness the power of data

Healthcare providers can optimize their care delivery and healthcare programs by increasing efficiency and innovation. By understanding trends in patient outcomes, providers can optimize existing programs or create new ones to improve their service to their patients. Preventive healthcare and medical diagnosis, for example, can be made more efficient if providers see better results in one type of treatment over another, or if the treatment processes can yield the exact results if it's done over a shorter period of time.

Healthcare providers need access to patient data in order to assess healthcare programs and treatments to optimize patient outcomes. Automating data from disparate medical systems into a central data repository empower providers to make decisions to improve their healthcare programs.



Enterprise Automation for Pharma

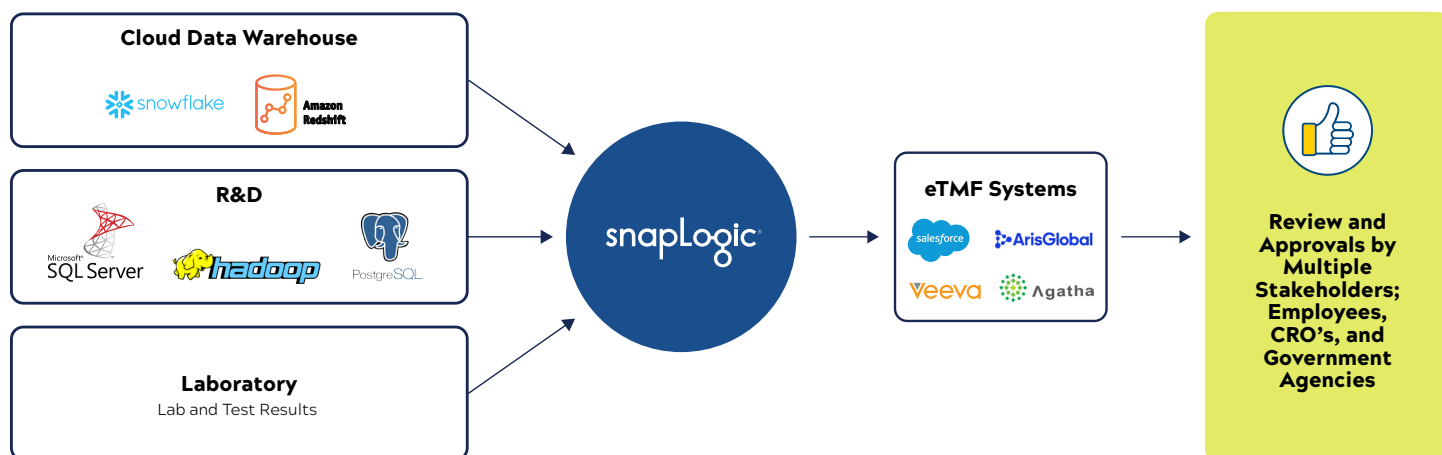
Like healthcare, pharmaceutical companies play a critical role in keeping our society healthy and safe. Through seamless data and application connectivity across the organization, pharmas can deliver new drugs and vaccines to the public rapidly.

Speed up clinical trials and drug development

Patients' health and lives are at stake when clinical trials and drug development processes are slowed down. Disconnected systems and applications, across R&D, Manufacturing, Supply Chain and other departments, create data silos, increasing bottlenecks and exacerbating the delays in reviews and approvals processes. Without complete visibility of the clinical data, employees as well as contract research organizations (CROs), and government agencies do not have the necessary information to review the progress of the trials. Employees from different departments also require access to the increasing amount of data on a daily basis or in real-time to ensure they take the right actions according to the clinical trial information they obtain. Employees need a better way to process and analyze large volumes of data obtained from different data sources in a centralized manner.

The lack of complete data in each phase of the clinical trials forces employees to manually enter and gather data from disparate sources, which delays every phase and may cause data errors causing further delays in the research and trial.

Pharmas can speed up clinical trials and drug development with a connected enterprise where data flows from one system to another seamlessly. Employees as well as external stakeholders are then empowered to make data-driven decisions to review, improve, and approve the clinical trials quickly and deliver drugs and vaccines to patients.



Ensure patients have faster access to medicine

Once all the phases of the clinical trials are approved, Pharmas need to ramp up and optimize their production and distribution processes. Manufacturing teams need access to the clinical data in order to calculate how much manpower and ingredients are needed to produce the drugs or vaccines, while distribution teams need information from manufacturing teams to arrange the supply chain of how the drugs or vaccines are distributed within a region, a country, and internationally. Meanwhile, sales and marketing teams work with health providers to promote the new drug or vaccine, who also require access to summarized clinical and drug data.

Connected systems and applications help optimize operational efficiency in production and distribution, which speeds up the drug and vaccine administration to patients. At the same time, employees are empowered to move and make decisions rapidly without compromising product quality or the success of drug launches.

Adhere to regulatory compliance

Pharmaceutical companies handle large volumes of personal data through the entire drug research and development process. During clinical trials, pharma companies test doses of their drugs or vaccines on a large pool of participants to assess the efficacy, effectiveness, safety and side effects of the drugs. Pharmas must safeguard each participant's personal information in order to comply with industry and regional regulatory requirements while eliminating the security risks of clinical and patient data.

Pharmas maintain your security and compliance integrity by improving data governance and protection without compromising the speed to deliver drugs or drug quality. SnapLogic supports SSAE18 Type II, ISAE 3402 Type 2, HIPAA, SOC 2 Type II requirements.



Healthcare and Pharma Leaders Trust SnapLogic



“ With SnapLogic in place, we’ve automated and put into production more than 100 pipelines in the last few years. We also have about 22 SaaS solutions in our environment. Our job is to make sure the integration happens very seamlessly and SnapLogic allows us to do that better and faster. You can’t ask for anything more.”

– CIO at Magellan Health

Magellan Health

The mission at leading healthcare provider Magellan Health was clear: deliver innovative products and services that resulted in business outcomes that were 10x greater than competitors by using breakthrough organizational techniques and modern exponential technologies.

With entrenched competitors 10, 20, 30 times larger than Magellan, and a diverse and growing customer base that expected exceptional services without cost increases, Magellan’s IT team set out to transform the company’s IT operations and pave the path to the connected enterprise.

Magellan Health enabled enterprise automation, via SnapLogic, at the center of their transformation and tackled five strategic, ambitious initiatives: Modernization, B2B Integration, SaaS Connectivity, Automation, and Big Data.

Business Results:

- Automated end-to-end HR processes on employee onboarding, triggering up to 20 automated workflows provisioning everything from user ID and application access, to procurement of laptops and other equipment, and more
- Automated repetitive tasks of its medical pharmacy business that manages prior authorizations of specialty drugs for its members, replacing a source -, time-, code-intensive process with a real-time automated pipeline
- Integrated more than 20 SaaS applications including Workday, ServiceNow, Okta, and more. Put more than 100 pipelines into production in record time
- Kept IT resources and budgets flat while the company more than doubled revenues



“ We’re showing teams how to fish, rather than fishing for them. Spend an hour with us, and we’ll show you the value of SnapLogic - in moving data quickly, integrating systems quickly.”

– **Solution Delivery Architect at AstraZeneca**

AstraZeneca

As pharmaceutical giant AstraZeneca embarked on new cloud-first initiatives, IT needed to bring numerous apps and data sources together with a globally available, self-service integration platform that could be used by distributed teams with minimal corporate support or intervention. The company needed a comprehensive platform to execute over 300 integrations in just one year. To achieve this scale with a lean central IT team, following a “do more with less” principle, AstraZeneca needed a simple but powerful integration solution that could easily be used by hundreds of staff outside IT who were not integration experts. With SnapLogic, **AstraZeneca** was able to integrate numerous applications, systems, and technologies across cloud platforms and its own on-premises investments with impressive scale.

Results:

- 100+ integrations completed within six months
- 300+ integrations completed within one year
- 4X faster development and integration of Salesforce
- Self-service integration powers 500+ users across the organization

illumina

Illumina

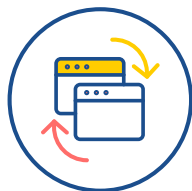
The leading biotechnology company, Illumina, develops and manufactures innovative technologies for large-scale analysis of genetic variation and function. The company embarked on their cloud-first journey with the goal of moving more applications to the cloud, including Workday, Salesforce, ServiceNow, Concur and others. Their technology stack included many cloud applications as well as legacy, on-premises applications sprawled across the enterprise. To successfully achieve their cloud-first initiative, they needed to modernize their legacy integrations. Their legacy integration tool could not support integrations for cloud applications, which stalled their cloud strategy

After deploying SnapLogic, **illumina** quickly retired their legacy applications and modernized legacy integrations.

Results:

- 10X faster in delivering integrations compared to legacy integrations
- Eliminated bottlenecks and pressure from small IT Team
- Optimized confidence in data and analytics to make decisions quickly
- Connected applications across departments

Why SnapLogic?



All integrations, one platform

- Consolidated, unified integrations all in one platform
- Supports hybrid capabilities (cloud, on-premises)
- Eliminates point integration solutions for different types of integrations increasing cost savings
- Achieves higher productivity, even for the most complex application and data automation



Productivity

- 500+ pre-built and intelligent connectors to quickly and easily “snap” data pipelines together
- Scalable platform to handle your most demanding integration workloads
- Makes you Super(human) with Iris artificial intelligence assisted integrations



Intuitive

- Easy to use with little ramp-up time
- Enable IT to be more productive, empower business users to build their own integrations
- Faster time to value with intuitive and visual integrations even for business users!




Scale, Monitoring and Orchestration

- Operates at a massive scale with hundreds of SnapLogic customers deploying SnapLogic for data lakes and cloud data warehouse for their analytics
- Saves you time and simplifies maintenance, monitoring, and orchestration with features such as error views, insights on platform, API usage

Next steps

Becoming a bionic organization that sets the standard in modern healthcare starts today. By integrating your apps and data, and automating your workflows and processes, you'll speed up your organization's capacity to lead change, ensure agility and speed, and drive performance and results. Better outcomes in patient care, and faster, more streamlined research, innovation, and go-to-market processes, greater efficiencies, improved revenues, enhanced staff satisfaction and retention, await. Start now.

Request a demo today



SnapLogic powers the automated enterprise. The company's self-service, AI-powered integration platform helps organizations connect applications and data sources, automate common workflows and business processes, and deliver exceptional experiences for customers, partners, and employees. Thousands of enterprises around the world rely on the SnapLogic platform to integrate, automate, and transform their business. Learn more at snaplogic.com.

