



High-Stakes Data Management for a Life Sciences Company

It's not often that corporate change management is a life-or-death situation. But when you're one of the largest plasma donation and human protein product manufacturers in the world, and there is no data strategy in place to rank or manage your global plasma supply, there's a lot more on the line than your average data management challenge.

The client was drowning in a sea of unreliable data from disparate departments, making critical decisions based on information they couldn't trust. The vision was to improve patients' quality of life through the power of plasma, and the path forward was murky. The stakes were high, and the need for a reliable data solution was urgent.

TOP 3 TAKEAWAYS

- 1 STRATEGIC INTERVENTION**
AHEAD transformed the client's data strategy by leveraging BigID's data scanning solution, its co-advisory status with Microsoft, and its proficiency in utilizing the Databricks platform.
- 2 ADDRESSING GAPS**
39 gaps were identified in the client's data organization, prioritized based on business impact and secured executive support and funding.
- 3 IMMEDIATE BUSINESS IMPACT**
Created new positions and moved production into a cloud environment with improved scalability and efficiency.

Enter AHEAD

The project goal was to ensure quality data, maintain data integrity, and enable decisions that the business could trust, all while organizing data more effectively.

But none of this would be possible **without an infusion of change management first.**

AHEAD's intervention was a lifeline, pulling the client from the brink of disaster and transforming their data strategy into a powerful tool for success. But identifying the right data technology was only one part of the solution.



The Process

With deep expertise in leveraging BigID's data scanning solutions, its co-advisor status with Microsoft, and high proficiency in utilizing the Databricks platform to drive impactful data strategies and business outcomes, AHEAD was initially selected to conduct baseline assessments and identify the gaps in the client's data organization.

But in the assessment, AHEAD pinpointed 39 such gaps - which meant organizational change became the guiding focus of the project. The gaps were then prioritized based on business impact, allowing the client to secure executive leadership support for project funding. In the spirit of transparency, the AHEAD team consistently provided executive updates to ensure stakeholders remained engaged and informed throughout the process. This commitment to delivering high-quality outcomes earned AHEAD its "advisor" status within the client's senior leadership team.

Fully immersing its experts in the client's data environment allowed AHEAD to truly grasp their current state and goals. Through comprehensive interviews with stakeholders, AHEAD was able to assess where they were and where they aimed to go. Recognizing the need for a tool to scan their environment, AHEAD identified a Microsoft Enterprise Workflow (EW) and participated in the vetting process.

Business Impact / Success Metrics

By adding key positions and filling gaps the client hadn't even realized existed, AHEAD was able to foster a better relationship between the client's business and IT teams and address people and process issues that hindered transformation. Satisfied with the breakdown of silos and foundation for stronger business results, the client's leadership became champions of AHEAD's proposed reorganizations.

The client now recognizes AHEAD and Microsoft as its top two advisors.

As part of this transformation, the client is moving production into a cloud environment with improved scalability and efficiency. Thanks to AHEAD's solutions, the client now has a robust system in place for ranking and managing plasma more effectively.

In short, AHEAD fundamentally changed the way the client does business so that the client can fundamentally change lives.



AHEAD

Combining cloud-native capabilities in software and data engineering with an unparalleled track record of modernizing infrastructure, we're uniquely positioned to help accelerate the promise of digital transformation.

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