OptiGlass
Cloud-to-Value

Optimize the Foundation. Build AI on your Data. Fund Innovation.

Healthcare organizations are under pressure to lower costs, modernize aging infrastructure, unlock fragmented data, and invest in AI, often at the same time. Valuable data sits across Epic, ancillary systems, research platforms, and operational applications, but it is often difficult to access, connect, and trust. When that data is governed and made available through Microsoft Fabric, organizations can use analytics and AI to accelerate research, identify disease patterns earlier, support drug discovery, improve patient service, and strengthen financial performance. OptiGlass Cloud-to-Value brings cloud, data, and AI priorities together in one financial transformation model built around each organization's capital expenditures (CapEx), operating expenses (OpEx), and business priorities.

OptiGlass Cloud-to-Value brings OptaFi's healthcare cloud, hosting, modernization, and managed services expertise together with Spyglass MTG's AI, Data, Microsoft Fabric, and Governance healthcare innovation capabilities. Together, we work with each organization to understand its CapEx and OpEx profile and identify opportunities to optimize cloud operations, retire unnecessary legacy technology, and redirect savings toward priority data and AI investments. We modernize infrastructure and hosting, migrate priority workloads, strengthen security and resiliency, and use Microsoft Fabric to connect, govern, and activate Epic and enterprise data for analytics, AI, and intelligent agents. The result is a scalable, AI-ready foundation and a practical financial roadmap designed to make the OptiGlass strategy increasingly self-funded and cost neutral over time.

WHY ORGANIZATIONS **NEED OptiGlass**

Opti: Optimize

Optimize the cloud environment, data foundation, operating model, and cost structure so budget shifts from maintaining legacy systems to AI innovation.

Glass: Illuminate Your Data

Transparency starts with data: connected, trusted, governed Epic, clinical, financial, operational, and research data that can be trusted.

AI-Driven Outcomes

Connect your modernization investment to AI use cases that deliver measurable clinical, research, operational, and financial outcomes.

OptiGlass turns healthcare data into a transparent, AI-ready asset and helps fund innovation

What Data Transparency & AI Make Possible

Opportunity	How AI on trusted, governed data can help
RESEARCH ACCELERATION	Identify research cohorts faster, prepare clinical research data, and give researchers governed access to the data they need.
EARLIER DISEASE INSIGHT	Surface patterns across clinical and operational data to help identify risk earlier and support care teams in intervening sooner.
DRUG DISCOVERY AND LIFE SCIENCES	Provide research-ready, governed data that supports discovery programs and life sciences collaboration.
BETTER PATIENT & MEMBER SERVICE	Use intelligent agents, document and knowledge intelligence, and personalized service to improve the patient and member experience.
STRONGER FINANCIAL PERFORMANCE	Improve the revenue cycle, automate administrative work, optimize scheduling, supply chain, and pharmacy, and strengthen service-line performance.
EXECUTIVE DECISION SUPPORT	Give leaders trusted analytics and AI insight across clinical, operational, financial, and research priorities.

THE CHALLENGE: *MAINTAINING THE PAST IS DELAYING THE FUTURE*

Demand for analytics, automation, and AI is rising across healthcare. At the same time, escalating data center costs and infrastructure delivery delays are tying up capital, constraining cash flow, and slowing critical initiatives. Epic and ancillary data remains fragmented, platforms and pipelines are duplicated, aging infrastructure consumes more of the budget, and security and compliance demands continue to grow. Many AI efforts therefore remain isolated pilots. OptiGlass replaces separate cloud, data, and AI initiatives with one strategy, financial model, and long-term innovation program.

A DIFFERENT APPROACH: *LET TRANSFORMATION FUND AI*

OptiGlass starts with a clear view of current spending, planned investment, potential savings, and the highest-value Data and AI opportunities. The resulting multiyear plan identifies required investments, legacy costs that can be retired or avoided, measurable AI value, the expected break-even range, and how validated savings can fund continued innovation. Any initial increase in spending is planned, measured, and tied to defined value milestones.

The OptiGlass Journey: From Foundation to AI at Scale

PHASE	*What Happens*	OUTCOME
1. THE CLOUD-TO-VALUE BLUEPRINT	OptaFi and Spyglass work with technology, finance, clinical, operational, and research leaders to assess the data estate, Epic environment, Microsoft Fabric and cloud readiness, prioritize AI opportunities, and establish the cost baseline and roadmap.	An executive-approved roadmap that defines the AI use cases to pursue first, the foundation they require, and how value will be measured.
2. OPTIMIZE AND MODERNIZE	Implement the cloud and data foundation, modernize hosting, migrate priority workloads, strengthen resiliency and security, establish cloud financial management, and plan retirement of redundant technology.	A secure, scalable, cost-efficient platform ready to support data and AI workloads.
3. ACTIVATE DATA AND AI	Deploy governed Fabric environment leveraging proprietary accelerators, connect Epic and non-Epic data through secure Bronze, Silver, and Gold layers, and move initial AI or analytics use case into production.	A transparent, AI-ready data foundation and initial evidence of measurable clinical, research, operational, or financial value.
4. VALIDATE AND REINVEST	Measure AI and analytics results, validate cloud and legacy cost savings, separate hard-dollar savings from productivity gains, and approve a reinvestment commitment.	An evidence-based decision to fund a long-term AI Innovation Hub.
5. OPTIGLASS AI INNOVATION HUB	A dedicated cross-functional team provides ongoing AI and agent development, governance and monitoring, data engineering, Fabric platform management, use-case discovery, adoption support, cloud modernization, and executive value reporting.	A repeatable AI innovation engine that continually delivers new capabilities with transparent accountability.

THE STARTING POINT: ***THE CLOUD-TO-VALUE BLUEPRINT***

A transparent multiyear model connects capital expenditures (CapEx), operating expenses (OpEx) investments to expected savings, AI value, and innovation funding. It covers current spending, cloud consumption, legacy cost avoidance, platform consolidation, priority investments, hard-dollar and productivity gains, AI Innovation Hub funding, projected net value, break-even range, reinvestment, assumptions, and risks.

RESPONSIBLE AI, ***BUILT IN***

Every AI capability runs on governed data with quality, lineage, security, and compliance controls, and is evaluated and monitored in production. Transparent data and models help clinical, research, and business leaders trust and act on AI results.

The OptiGlass Value Loop:
Optimize. Illuminate. Innovate. Reinvest.

OPTIMIZE

Modernize cloud infrastructure, simplify platforms, and reduce unnecessary legacy spending.

ILLUMINATE

Make enterprise data transparent, trusted, and accessible, alongside clear visibility into cost and progress.

INNOVATE WITH AI

Apply AI to research, patient service, clinical insight, and operations, and measure the outcomes.

REINVEST

Self-fund continuous innovation with the AI Innovation Hub.

The AI Innovation Hub is designed to become increasingly funded by validated savings, avoided costs, productivity gains, and business value. Funding and timing are set during strategy and adjusted as results are proven, creating a credible path to self-funded AI innovation without unsupported assumptions.

What Makes **OptiGlass** Different

AI-FIRST, FOUNDATION-READY
Cloud modernization and data activation are planned around the AI use cases that matter most.

DATA TRANSPARENCY AT THE CORE
Connected, governed Epic and enterprise data that can be trusted.

HEALTHCARE & EPIC CONTEXT
Designed for the infrastructure, data, security, operating, and research requirements of healthcare.

VALUE DURING THE JOURNEY
Priority AI and analytics use cases move forward while the broader foundation is built.

BEYOND PROJECT-BASED CONSULTING
The AI Innovation Hub provides ongoing capacity to deliver, govern, and scale new capabilities.

ACCOUNTABILITY FOR RESULTS
Financial, clinical, & business outcomes are reviewed regularly & the roadmap adjusts to actual performance.

One Partnership.
Complementary Expertise.

OPTAFI:

Healthcare cloud strategy, Epic infrastructure and hosting, modernization, migration, security, resiliency, managed services, and cloud optimization. OptaCore supports governance and automation across the cloud operating foundation.

SPYGLASS MTG:

AI and intelligent agents, data engineering and integration, analytics, and Data and AI governance. Its Fabric LOOM accelerator uses metadata-driven automation to organize data through Bronze, Silver and Gold layers, supporting quality, lineage and governed data products.



TOGETHER:

A coordinated path from legacy infrastructure to transparent, governed data, applied AI, measurable value, and sustained innovation.

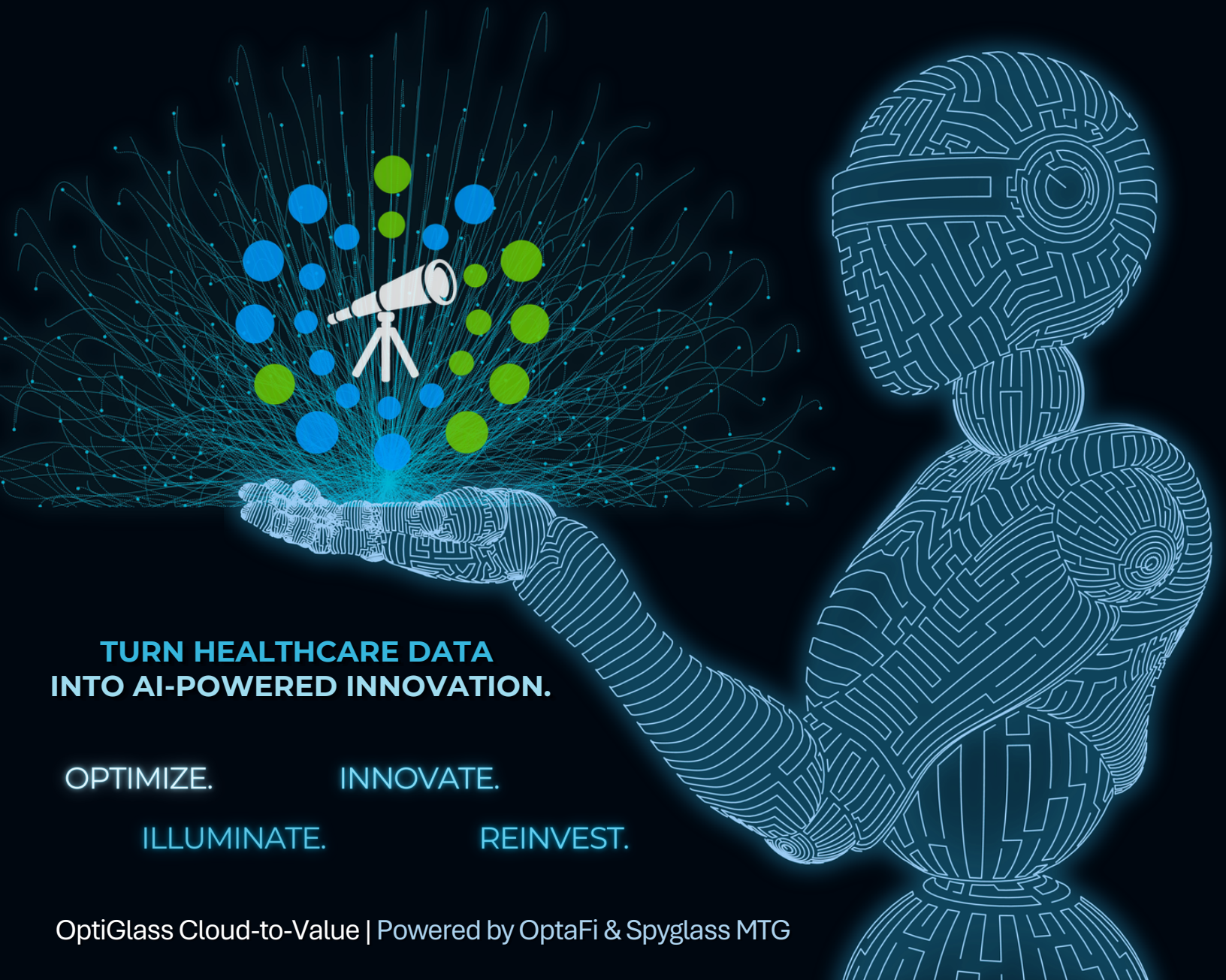
Who We Serve & the Outcomes We Pursue

DESIGNED FOR:

Health systems, providers, academic medical centers, payers, research institutes, life sciences organizations, Epic-based healthcare organizations, and organizations connecting cloud modernization with Data and AI strategy.

BUSINESS OUTCOMES:

Faster access to trusted Epic and enterprise data; responsible AI and automation; accelerated research; better patient and member service; stronger governance, security, and data quality; lower, more predictable technology costs; and sustained funding for AI innovation.



TURN HEALTHCARE DATA INTO AI-POWERED INNOVATION.

OPTIMIZE. INNOVATE.

ILLUMINATE. REINVEST.

OptiGlass Cloud-to-Value | Powered by OptaFi & Spyglass MTG