

## Big Data Solution Delivers Data Integrity Improvements for Surgical Robotics Leader

### Customer Profile

Global technology leader in minimally invasive robotic assisted surgery. Systems used in 650,000 procedures annually.

**Big growth created big data headaches until remedied by a "single source of truth."**

### Challenge

Tremendous growth increased the need for a reliable business intelligence solution, including real-time access and improved data integrity.

### Solution

A SAP HANA and Tableau Server solution helped track sales performance and opportunities.

### Outcome

The newly built central data repository provided accurate data for analysis, training optimization and commissions.

# Kforce Delivers Data Integrity Improvements

## Healthcare | Case Study



### Challenge

A global leader in minimally invasive robotic-assisted surgical solutions had doubled its production over the past 10 years. Despite this growth, a lack of big data management capabilities caused the company to lose earned and future revenues.

Moreover, without a “single source of truth” from a centralized data repository, analysis was often inaccurate and inconsistent.

This thriving company needed to implement a reliable business intelligence solution to bring integrity to their data. Their accelerated growth demanded a reporting infrastructure where sales personnel could access real-time information and provide analysis across the finance and marketing departments.

The intellectual capital of an experienced consultant, specializing in Tableau technology, was leveraged to make this happen.

### Solution

The Tableau consultant proved integral for boosting the reporting infrastructure by:

- Building a team of six highly specialized, in-demand business intelligence/big data experts. The latest industry trends, emerging technologies and best practices were incorporated into the project.
- Implementing a data warehouse using SAP HANA, automating data flow from third-party sources and migrating data from old systems.
- Layering a SAP HANA and Tableau Server solution. Integrating interactive dashboards to track sales performance, surgical key metrics, new business opportunities, surgical training and engagement.

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## Outcome

With the new SAP HANA and Tableau Server solution in place, the customer can now:

- Gain real-time access to accurate information from a central data repository from any department across the enterprise, even on mobile devices.
- Analyze business opportunities through a self-serve business intelligence dashboard.
- Optimize the training and engagement of surgeons, nurses, and other medical professionals in dozens of countries.
- Capture and accurately collect commissions from each of the internationally performed robotic surgeries.

## About Kforce

Kforce is a professional staffing and services provider, offering critical support for Health Information Technology (HIT), revenue cycle management and Electronic Health Record (EHR) initiatives. Our portfolio highlights work with more than 100 providers, payers and healthcare service organizations, and a talent network featuring more than 2,000 highly skilled resources across the country.