



If you think only *hardware* or *data warehouse* when you think of Teradata, it's time to think again.

## Today's Teradata: Business-Outcome Driven

Since early 2016, Teradata has undertaken a strategic business transformation—a renewed focus on business-outcome led, technology enabled solutions designed to deliver high-impact business outcomes through analytics at scale on an agile data foundation.

### New Insights, Greater Business Value

Today's Teradata continues its legacy of industry-leading firsts, focusing on the success of our partners by accelerating performance improvements for their business.

Working with leading businesses in more than 75 countries worldwide, we focus on turning the most complex and challenging data sets into high-value assets that produce high-impact insights and tangible value for the business.

### What's Different?

#### Teradata is healthcare industry focused

Working with select Health Information Technology (HIT) partners, our analytics and industry consulting teams define, develop, and invest directly in key industry solution areas, including:

- Member/patient journey (acute, chronic, and specialty Rx).
- Member acquisition, onboarding and retention.
- Member engagement.
- Opioid abuse propensity and risk.
- Care fragmentation, coordination and specialty service management.
- Optimizing high-cost care.

- Clinical note National Language Processing (NLP) enhanced risk scoring, case management & chart review.
- High velocity clinical data exchange.
- Risk adjustment & bundled payment.
- Integrated physical/behavioral health modeling, including Long Term Services and Support (LTSS) and Intellectual or Development Disabilities (IDD) populations.

### We make it even easier to do business

Teradata pricing structures and economic models are flexible and creative:

- Perpetual software
- Subscription-based term
- Utility/Consumption-based
- Teradata hardware rental or purchase
- Option to use commodity hardware
- Deployment on premise for customers
- Teradata cloud
- Amazon or Azure cloud
- Customer private cloud
- Licenses are convertible and deployable everywhere
- Identical code base across all on-premise and virtual environments



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- Internet of Things (IoT) wellness and home health device integration.
- Provider care and Rx intensity.
- Virtual network detection.

### A renewed investment in top customers

Top customers have a dedicated, multi-disciplinary account team available to support the full complement of Teradata assets:

- Technology
- Human capital
- Intellectual property
- Industry domain expertise

### Positioned as a trusted business partner to top customers

Teradata continues to develop and maintain the partner relationships our top customers need most:

- Specifically designed managed services
- Analytic services and as-a-service
- Co-development of industry Intellectual Property (IP)
- Customer commercialization (from Original Equipment Manufacturer (OEM) to joint Go-to-Market)
- Joint Ventures (JV) or co-investments

The best outcomes and most consequential impacts are achieved through partnership with the most capable Teradata customers.

## What This Means

Organizations that drive differentiated value understand the importance of data, and the critical role analytics play in unleashing richer, deeper business insights.

Leveraging market-leading technology, highly accomplished data engineers, healthcare analytics domain specialists, information scientists, and experienced analytic practitioners, Teradata can help identify potential opportunities of co-development or investment.

## Let's Discuss the Possibilities

To learn more about Teradata and the transformational value of data and analytics, visit [Teradata.com](http://www.teradata.com) and <http://www.teradata.com/Industries/Healthcare-and-Life-Sciences>

## Teradata has one of the largest and most experienced talent pools

Teradata has more than 5,000 knowledgeable team members dedicated to professional services, with more than 1,000 focused on the design and implementation of analytical solutions.

### Advise and Architect



- Artificial intelligence strategy
- Business and analytics capability review
- Business and analytics roadmap
- Business and analytics governance
- Ecosystem architecture definition
- Teradata Rapid Analytic Consulting Engagement™ (RACE™)

### Design and Implement



- Advanced analytics & data science
- Analytic ops foundation
- BI and data visualization
- Data acquisition and integration
- Data design and access
- Data security and privacy
- Open source data foundation

### Optimize and Manage



- Analytics-as-a-service
- Managed development & optimization
- Managed ecosystem, database & application operations
- Elastic provisioning

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