

Solution Delivery for IT Practitioners & Business Leaders

Cloud Migration Practices that work

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Aponia Data Solutions

Sparks business growth by switching to ultra-flexible cloud service delivery

Solution:

Streams – BigInsights

Cloud Object Storage

Watson - Blockchain

USE CASE

To get one step ahead of the competition, Aponia Data Solutions transitioned to delivering next-generation cloud-based GRC solutions. The company is building many of its offerings on a range of IBM solutions

Switching to the cloud service delivery model is enabling Aponia Data Solutions to differentiate itself from its competitors and to develop attractive new customer offerings to fuel growth.

Working with cloud services makes developing new solutions a much faster, agile process. As a result, Aponia Data Solutions can run test cycles for three or four weeks. If the solution does not deliver on pre-defined goals, the company can simply end the cycle and start another iteration with alternative tools without incurring additional cost.

UNIQUE CHALLENGE

To thrive in the crowded market of governance, risk and compliance (GRC) software vendors, Aponia Data Solutions needed to sharpen its competitive edge and differentiate itself from its rivals.

EXPECTED BENEFIT

Enables quicker creation of innovative solutions, driving impressive business growth.

3x faster ROI for clients, thanks to more lean, agile development process.

3-4 weeks to develop prototypes for new offerings, helping the company win or fail fast.



Business challenge story

Gaining agility to drive ahead

Make a Mark and Innovate Quickly

Aponia offers on-premise governance, risk and compliance (GRC) solutions to companies in the financial services, healthcare and insurance sectors. We quickly recognized the need to adapt to a more agile model in order to achieve sustainable business growth.

Delivering Expectations while Attracting New Clients

Early on we realized that we were successfully delivering on our clients' expectations, but we were not attracting new clients at the pace we had projected. We realized we were operating in an exceptionally competitive market, but in order to differentiate ourselves, we had to take a step back to objectively evaluate the value we offered and projected to the market.

Making a Shift to The Cloud

We saw the need to provide thought leadership and technology solutions more representative of the future. We observed improvements in cloud technology security, as well as the multitude of other benefits the cloud offered, we knew we needed to make a shift to the cloud while educating prospective clients on the returns they could achieve with Aponia's new, flexible service models. We also knew we needed the right partner to support us in our transition from on-premise to cloud.

TRANSFORMATION

Assisted by technical and business support from IBM, Aponia Data Solutions focuses on cloud-based services, helping sellers boost client engagement and build valuable long-term partnerships.

RESULTS

Enables

Quicker creation of innovative solutions, driving impressive business growth

3x faster

ROI for clients, thanks to more lean, agile development process

3-4 weeks

To develop prototypes for new offerings, helping the company win or fail fast

“IBM has been central to our cloud transformation—they are our main strategic partner.”

— Jason Juliano, CEO, Aponia Data Solutions

Results story

Developing innovative new solutions

Switching to the cloud service delivery model is enabling Aponia Data Solutions to differentiate itself from its competitors and to develop attractive new customer offerings to fuel growth.

Saving Time and Improving Productivity

To ensure the solution delivers the pre-defined goals, Aponia runs test cycles for three or four weeks prior to implementation. If the engagement does not prove a success, the company can simply end the cycle and start another iteration with alternative tools without incurring additional cost. Working with cloud services makes developing new solutions much faster, agile process.

‘It Takes just Eight Weeks to Create a Solution That Achieves a Return On Investment (ROI) for Our Clients’

Creating a traditional on-premise solution could take three to six months. From initial purchase to software install, and infrastructure, develop the POC, and then make the sale. Working with the cloud makes the process much easier and reduces risk. This eight-week turnaround time is three times faster than the on-premise model.

Innovative Client Solution

Aponia produced an innovative predictive risk management tool for audit and compliance managers, built on IBM Watson Conversation. The solution enables users to direct questions to the Watson chatbot, which then interacts with the underlying database and predictive algorithms to calculate risk levels, and help the company identify gaps between regulatory requirements and real-life operations.

Our Process

- How we use the IBM AI Ladder and App Modernize Strategy
- Application Modernization works in conjunction with the AI ladder across all steps. Decisions need to be made on options to refactor the platforms, rehost, rearchitect, rebuild and/or replace.

1. Collect
2. Data
3. Analyze
4. Infuse

- Discuss process mapping and quickly make suggestions on new standards for value stream and process mapping
- DevOps review and suggestions, Infrastructure as Code (IAC) in a hybrid/multi-cloud environment



IBM Blockchain

APONIA DATA WINS
IBM COVID-19 BACK-TO-WORK
GLOBAL BLOCKCHAIN CONTEST



With our platform, Patients receive rewards and the care they need. Doctors and Healthcare Providers, in turn, get reimbursed for their services otherwise lose due to lack of Charity Care reimbursement guidelines. Everyone wins!

By harnessing the power of IBM Blockchain, we at Aponia offer the modern solution to the payment of health care bills.

Benefits for Patients



Streamlined & Secure Onboarding and Check-In

Our platform is a digital intake assessment that uses the secure record-keeping aspects of Blockchain. It then connects to an information network to streamline patient onboarding and check-in.

Payment Identification

The digital assessment also allows Patients to see if they qualify for free health care services.

Opportunities for Rewards

In addition, Patients receive incentives and rewards for a doctor's visit. It's so simple! A patient can receive points towards a reward just by showing up on time for an appointment.

Benefits for Health Care Providers

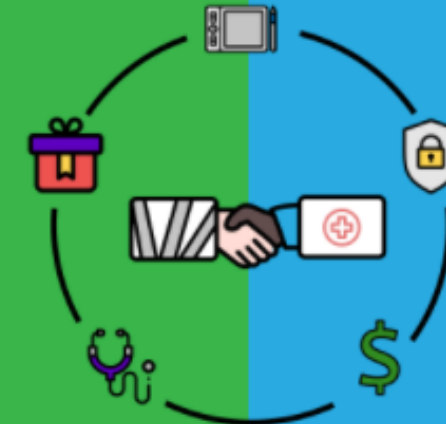


Accurate Billing - Always

Our product allows Health Care offices to securely and accurately bill patients based off the information provided during the intake assessment.

Federal Funding Verification

It also properly determines if the Healthcare Provider can receive federal funding for a patient's bill by way of the Charity Cares Act.



Creating and Innovating on IBM for Social Good

Aponia Data is using IBM blockchain and Watson to help track charitable care services provided during the pandemic.

Hospitals can more reliably qualify for the charity care subsidies they provide.

In New Jersey, hospitals sustained a combined impact of nearly **USD 1 billion of lost revenue** and increased expenses as COVID-19 surged through the state.

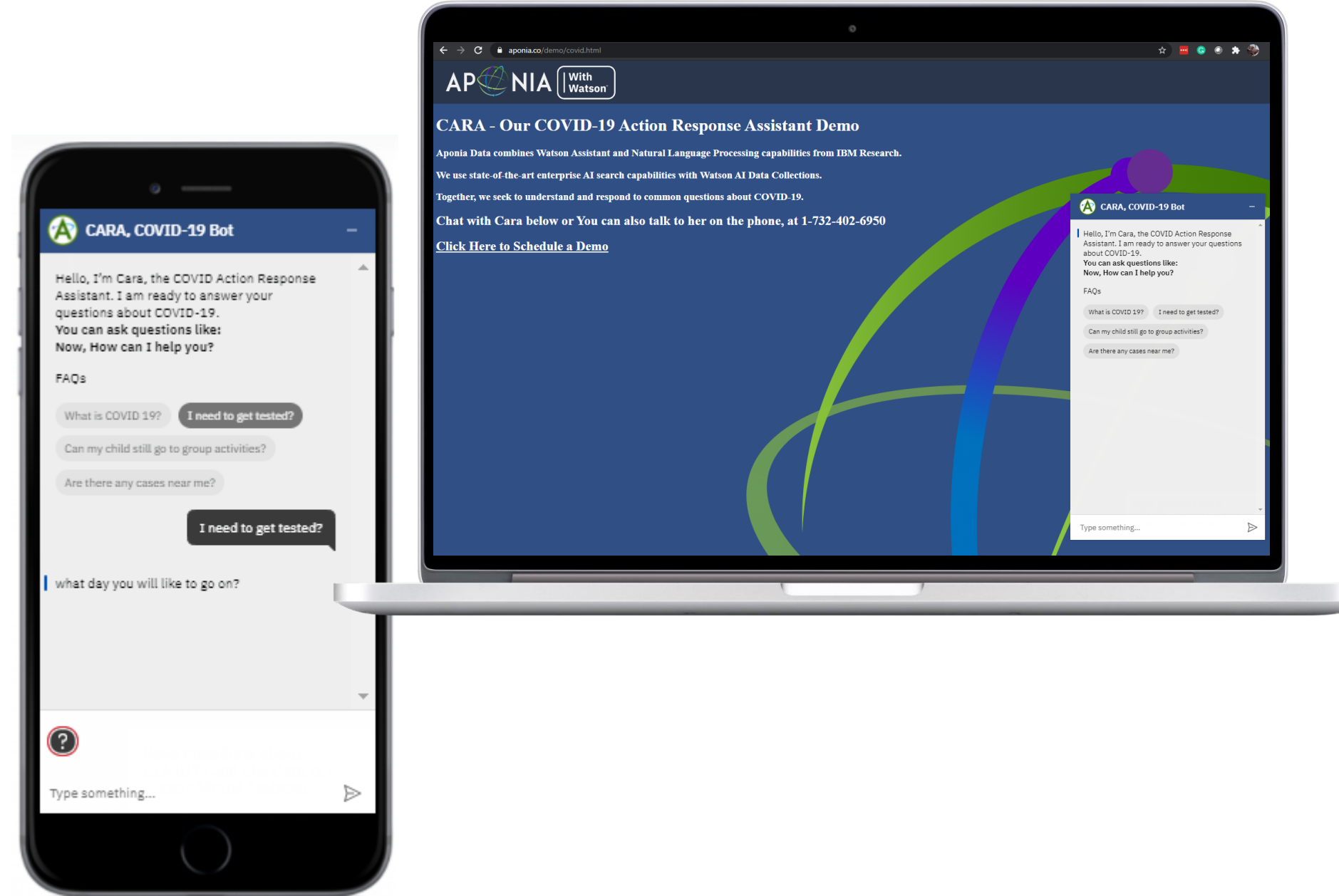
By creating an immutable record of the free services, they provide, hospitals can recover much-needed revenue for a sector that reliably provides hundreds of thousands of jobs.

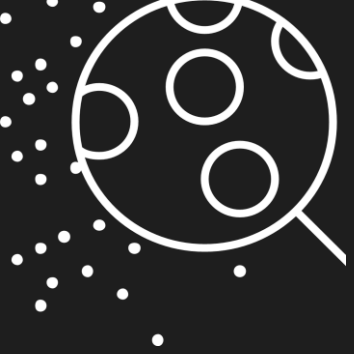


Empower Citizens, Patient and Healthcare Professionals with TRUSTED mobile responsive solutions

MVP in 2 Days

- Responsive design enables on-the-go access.
- Out-of-the-box Watson Virtual Assistant technology that works across everyone's devices for convenient access from the start.
- Easily accessible through a HIPAA enabled, cloud-based interface.
- No need to invest in further development, native applications, or long implementations.
- Try Cara today – Aponia's COVID-19 Action Response Assistant





Work Safe. Work Smart.

IBM Watson

**Plan for the journey back
to the new “normal” at the
workplace or school.
Manage risk and return
with confidence.**

- + IBM Cloud
- + IBM Blockchain
- + Watson
- + Aponia's Embedded Solution Agreement with IBM



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