

## Quote Sheet:

### Microsoft Cloud for Healthcare GA Announcement

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**Cleveland Clinic** *"There are a couple areas where I believe cloud technology for healthcare like Microsoft's can play a critical role in a future that's based on digital technologies – both focused on interoperability. The first is interoperability between systems, allowing us to take data from health records and other data sources, over FHIR interfaces, and combine it together into a single place where it can be used to inform and deliver patient-centric care. The second is to enable real-time complex deep learning – by normalizing data from different systems in a way that allows complex algorithmic analyses to occur via AI or ML – and integrate research-based insights back into a clinical workflow."* – **Matt Kull, CIO, Cleveland Clinic**

**St. Luke's Health Network** *"We've been using Microsoft products like Teams, Dynamics 365, Power Apps, Power BI, and Azure for a while now. We're excited about Microsoft Cloud for Healthcare, because it will bring together all of these solutions into a connected, robust experience for our frontline workers – empowering our care teams while protecting patient privacy."* – **Chad Brisendine, Chief Information Officer, St. Luke's University Health Network**

**IDC** *"At this time in history, it's so important to have a cloud environment that endeavors to improve patient care, improve experiences for patients and the healthcare providers, and better engage patients all the way around. With interoperability of healthcare data being so important and a willingness to adopt digital health experiences, this is the perfect time for Microsoft to deliver their Cloud for Healthcare."* – **Lynne Dunbrack, Group VP for IDC Public Sector, IDC**

**IDC** *"Microsoft Cloud for Healthcare has the potential to help healthcare organizations and the industry in many ways -- speed to innovation, improving the experience for patients and their caregivers, their clinicians, and their physicians. Being able to provide secure access to healthcare information so people and practitioners have the right information at hand is so crucial. The Microsoft Cloud for Healthcare adds on the ability to apply AI to improve the insights available to clinicians and improve patient outcomes. It could play a vital role, which is all more important nowadays where we're trying to get access to a lot of patient information that may be stored in disparate systems."* – **Lynne Dunbrack, Group VP for IDC Public Sector, IDC**

**KLAS RESEARCH** *"The COVID-19 crisis has rocked the healthcare world and prompted many to reimagine how technology can effectively forward their mission of improving patient care. Healthcare organizations appreciate working with vendors that offer solutions developed specifically to meet needs of their industry and are increasingly seeking solutions that deliver benefits across their entire business. In a recent KLAS survey about vendor performance in response to COVID-19, Microsoft was the most mentioned vendor by provider organizations when asked which companies they will partner with going forward. The Microsoft Cloud for Healthcare shows that Microsoft is placing increased focus on healthcare with dedicated development resources. As we continue our research, we look forward to hearing from Microsoft's customers about how the new solution is enabling their digital transformation."* – **KLAS Research**

### MICROSOFT SOLUTION PARTNERS

**Cognizant:** *"As healthcare becomes more specialized, there has been increased dependency for large volumes of data, faster responses to critical events, and access to specialists—all while ensuring governance, security, and compliance of patient, physician, and employee data. Using Microsoft 365 and Azure capabilities such as AI and cognitive services, we are building secure experience-focused solutions to create connected care. The Microsoft Cloud for Healthcare, when leveraged with our accelerators and services, brings secure, smart, and adoptable solutions to the cloud-migration equation. Cognizant and Microsoft Cloud for Healthcare make it easier for customers to remain resilient, agile, and focused on what they do best—delivering quality patient insights and care."* – **Suzanne George, North America Modern Workplace Lead & Chief Architect for Collaboration, Cognizant**

**Cognizant:** *"The healthcare industry has changed as a result of the pandemic and will not be the same as the one before. Cognizant is at the forefront of this transformation by helping our customers leverage the Microsoft Cloud for Healthcare*

tools and services to bring persona-based experiences that are fast and agile. We bring together a global network of clinical experts, systematic thinkers, and storytellers which allows us to keep up with a rapidly changing landscape. Reflecting on the rapidly approaching Interop deadlines for our Payer community, there are clear opportunities ahead to leverage the patient engagement, care coordination, and analytical capabilities of the Microsoft Cloud for Healthcare platform. Our ability to seamlessly integrate between the well-defined boundaries of our SaaS-delivered interop solutions to the near boundless possibilities afforded by PaaS will be critical in unleashing the full innovation potential of the Microsoft Cloud for Healthcare.”

– **Scott Johnson, Chief Technology Officer, Cognizant Trizetto**

**Informatica:** “In recent months, we have seen an increased need for healthcare organizations to be data-driven and move analytic workloads to the cloud for agility. The Microsoft Cloud for Healthcare is a game changing initiative as it consolidates a broad set of applications and capabilities that accelerate healthcare’s cloud adoption. We are excited to be part of the Microsoft Cloud for Healthcare ecosystem. With our iPaaS—Informatica Intelligent Cloud Services—data integration, data quality, master data management as well as our AI-powered data governance capabilities, we help ensure data is a reliable, trustworthy asset enabling interoperability across the healthcare cloud.”

– **Jitesh Ghai, Sr. Vice President & General Manager, Data Management, Informatica**

**KenSci:** “The pandemic has accelerated the need for remote patient monitoring and virtual home visits. KenSci is leveraging the Microsoft Cloud for Healthcare capabilities to connect with medical devices and EMRs, triage patients in real time using AI and ML and enhance the physician interaction – all to create a Digital Hospital that is always on for the patients who need it the most. The out of box capabilities and architecture blueprints has enabled KenSci and our customers to respond in real time and transform care delivery. The Microsoft Cloud for Healthcare has helped us accelerate the pace of innovation in times of COVID-19. Our customers across the world are under tremendous pressure to respond to the pandemic and to reimagine care delivery in a virtual world, in real time.”

– **Sunny Neogi, Chief Growth Officer, KenSci**

Note: KenSci is a Machine Learning Platform for Digital Health, built on the Microsoft Cloud for Healthcare and was recognized as 2020 U.S. Microsoft Partner of the year for Healthcare.

**KPMG:** “Technology platforms such as the Microsoft Cloud for Healthcare can help to realize this collaboration through improved clinical and operational analytics, increased levels of patient experience, including access to home healthcare and a 360 patient view that is accessible to all of the medical professionals involved. All this is done in a secure environment designed to keep patient data safe.”

– **Dr. Anna van Poucke, Global Head of Healthcare, KPMG**

**KPMG:** “KPMG is excited to be a partner of Microsoft as they announce their vision to “reimagine tomorrow” in Healthcare. Microsoft’s Cloud for Healthcare offering directly aligns to the conversations we are having with our clients related to digital enablement, customer experience and our vision of ‘Healthcare Reimagined.’”

– **Dion P. Sheidy, Partner and U.S. Healthcare Industry Leader, KPMG**

**Omnipresence:** “With the introduction of the Microsoft Cloud for Healthcare, the life sciences industry has an opportunity to provide a much more connected and elevated patient experience. The now launched Omnipresence Patient Cloud is incorporating the new capabilities of the Microsoft Cloud for Healthcare together with its underlying trusted computing and data security infrastructure to solve for the big disconnects between life sciences organizations and patients who ultimately rely on their products.”

– **Sanjay Virmani, CEO, Omnipresence**

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