



Business Intelligence



Collaboration Portals



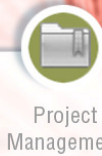
Application Development



Business Strategy



Executive Dashboards



Project Management Offices

Magellan Health Services

Solution Overview

Microsoft Gold Certified Partner

Blackstone & Cullen, Inc.

Scenario

Business Intelligence

Industry

Healthcare

Organization Profile

Magellan Health Services is the country's leading diversified specialty health care management organization.

Situation

In order to fulfill a new contract, Magellan needed custom BI reporting built on both existing data and new data. Some data was in SQL Server and some in Oracle.

Business Solution

SQL Server / BI implementation with ProClarity and SSAS, SSIS and SSRS. This was all net new revenue to Microsoft of approximately \$250K.

Technology Deployed

- SSAS, SSIS, SSRS
- SQL Server 2005

Since 1989, Blackstone & Cullen, Inc. has leveraged information technology to provide business solutions. Principal services include enterprise application integration, data warehousing, program office implementation, and custom application development.



Magellan Health Services is the country's leading diversified specialty health care management organization. Our vision is to use our health care management expertise to improve health care outcomes for individuals and their families. Our clinical and operational philosophy allows us to offer our members access to high quality, clinically appropriate, affordable health care, tailored to each individual's need, while managing costs responsibly for our customers.

Magellan Healthcare delivers services which are tailored to each customer's needs and thereby have a great need for accurate reporting on the services rendered to those customers. In order to fulfill a new contract, Magellan needed custom BI reporting built on both existing data and new data. Some data was in SQL Server and some in Oracle.

Solution

SQL Server / BI implementation with **ProClarity** and **SSAS, SSIS** and **SSRS**. This was all net new revenue to Microsoft of approximately \$250K.

Benefits

Blackstone & Cullen delivered multiple projects totaling \$1.5M in BAC Services around the Microsoft BI technology stack.

Blackstone & Cullen worked closely with Niche (3) the provider of the lead generation services. With both organizations located in Atlanta, we were in tight alignment on how we went to market and achieved success.