**CASE STUDY**

# CodeFutures Enables Major Patient Data Provider, Holon Solutions, to Grow 30x to a $100M ARR Enterprise

**CUSTOMER**

**hōlon.**

*www.holonsolutions.com/*

**INDUSTRY**

Healthcare Information Services

**OBJECTIVES**

- Support revenue growth by increasing sellable service capacity and ensuring sufficient operational visibility

- Increase Product Velocity to Support TAM growth and margin

- Mature technical architecture, process and team capabilities to drive scale, manage risk and create operating leverage

**RESULTS**

- 10x increased sellable capacity

- Faster/denser product releases

- Increased revenue opportunities

- Expanded TAM

- Compliance at scale

- Potential 4x value return in 3 years

## Summary

In anticipation of 30x organic growth in the next two to three years totaling to $100M ARR, the company sought a robust cloud architecture for their platform to scale and meet the business demands.

## The Business

Holon brings decades of health IT experience in acute care, ambulatory care, integrated delivery networks (IDNs), health information exchanges (HIEs), and health plans, to develop innovative solutions that truly enhance the way healthcare works. Their patented sensing technology delivers contextually relevant patient information from any health information system into the provider workflow exactly when it's needed – without lengthy, expensive integration processes with EHR vendors. Holon's technology is trusted by leading healthcare providers and is changing the interoperability and information access paradigms.

## The Challenge

As Holon achieved massive success with its platform, they need to re-evaluate their cloud architecture to scale with their growth. Their current architecture restricted Holon by limiting sellable service capacity, providing minimal velocity metrics, giving no visibility for cost forecasting, and requiring highly manual processing. With major health providers in their pipeline, they were also unequipped to rapidly onboard large customers. These limiting factors were major roadblocks for growth and the executive team was well aware.

## The Solution

At the start of the engagement, CodeFutures launched a discovery and analysis phase to assess the current state of the architecture before any recommendations were made. Key bottlenecks were identified in four areas, service capacity, product delivery, operations & support, and compliance & security. The project was then divided into 7 MVPs, each solving a key pain point of the business. The recommended program yielded the following:

- A validated improvement of the scalability of Holon's product to meet the forecasted demand through a capacity planning initiative that included load testing and improvements to the application and infrastructure.

- The creation of a model with a unit of measurement to perform cost forecasting.

- An optimized cloud architecture that reduces cost.

- A multi-cloud architecture (including private cloud) built using Kubernetes with validated multi-region failover and disaster recovery policies and tooling.

- Validated current reporting is accurate and matches up to SLA metrics with improvements to reporting and architecture.

- An improved deployment and release process through automation in order to increase feature velocity while maintaining a high degree of confidence that the features will not contain errors.

- Automated security testing

## The Result

With the newfound capacity from our work, Holon was now poised to receive a 4x value return on their infrastructure investment over the next 3 years. Holon is now able to focus on their technology and grow the business without worrying about scalability.

## code**Futures**()

**ABOUT CODEFUTURES**

**Our mission is to provide everlasting value to our partnerships**

Formally known as a leading supplier of database products used in hundreds of leading companies such as FedEx, HSBC, and T-Mobile. CodeFutures brings years of industry knowledge now as a software consulting firm providing professional services in software, technology, strategy, and operations.

## Learn More →

**Visit codefutures.com**

**LETS TALK**

**contact@codefutures.com**