Definitive Healthcare

Access healthcare commercial intelligence via Snowflake Secure Direct Data Share

As a Definitive Healthcare and Snowflake customer, you can select specific Definitive Healthcare datasets for instant access via Secure Direct Data Share directly from your existing Snowflake account. Doing so can eliminate the time, costs, and resources associated with accessing and processing flat files shared via SFTP. Leverage Secure Direct Data Share to access all your data in one place, easily unite multiple datasets with business intelligence (BI) tools, and arrive at insights faster.

Quick, easy, and secure sharing

If your organization deals with large amounts of data, sharing via SFTP can be an incredibly time-consuming and resource-intensive process. With Secure Direct Data Share, you gain a fast and secure method of receiving Definitive Healthcare datasets that eliminates the extract, transform, and load (ETL) process and mitigates risks associated with outdated data, helping you to:

- Ingest large amounts of data into your internal systems.
- Create and maintain data marts for performing advanced analytics.
- Consolidate data sourcing and data transformation processes.

Streamline operations and enable commercial teams



Increase efficiency
Eliminate flat file processing and access specific ready-to-query datasets.



Maximize resources
Reduce FTE time spent on manual or automated ETL processes.



Reduce costs
Eliminate third-party services and tools previously used to ingest large amounts of data.

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Partnering with Definitive Healthcare: What to expect

1. Project kickoff

- On the kickoff call between your point of contact and the Definitive Healthcare team*, we will:
  - Review your objectives and potential deliverables.
  - Outline specific fields, report parameters, data content, and update frequency.

**Customer Success Manager, Account Executive, and Solutions Engineer/Data Analyst*

2. Define proposed deliverables

- We'll generate an SOW along with pricing (outline project objectives, proposed deliverables, data sources, and refresh frequency).
- Review, provide feedback, and sign the drafted SOW outlining the desired deliverables.

3. Gather Snowflake specifications

- Obtain and share key information from your Snowflake technical contact.
- Identify your Snowflake implementation edition as Standard, Enterprise, or Business Critical.
- Inform the Definitive Healthcare team of your preferred cloud provider.
  - i.e., Amazon Web Services (AWS), Google Cloud Platform (GCP), and Microsoft Azure (Azure).
- Share specific Account ID and Region of your Snowflake instance.

4. Use Snowflake Secure Direct Data Sharing

- We will set up the Secure Direct Data Share and add any pertinent deliverables as accessible objects.
- Provide a final sign-off confirming that the Snowflake Secure Direct Data Sharing is working as expected.

Visit us at Definitivehc.com to learn more.

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