

# Greyledge Technologies

## COMPANY OVERVIEW

Greyledge is an international biotech company focused on the production, quantification and customization of autologous cellular therapeutics on a patient-by-patient basis.

## Goal

In order to best serve its providers and patients, the company needed to create a data platform to aggregate and integrate the patient's demographics and past medical history, with cellular data and PROs **to provide insight into optimal treatment conditions to treat the patient.**

*"You guys have made my life a lot easier"*

*"The snowflake and Scitara partnership and platforms give us the ability to provide the analytics and treatment recommendation prior to the point of treatment".*

– Connor Callen, Data Systems Lead for Greyledge Biotechnology

## CHALLENGES & CUSTOMER NEEDS

- 11 different labs spread out over 2 countries and 6 different states
- Providing POC cellular analytics requires manual entry of data points, resulting in collection limitations and time inefficiencies
- Data collection from laboratory instruments is either prone to human error, or immensely burdensome (thousands of CSVs)
- Equipment visibility and monitoring not convenient or accessible over locations



4X

Greater access to cellular data in a fraction of the time

## SNOWFLAKE | Scitara APPROACH

- Elimination of CSV Exports provides Greyledge the ability to obtain and direct the flow of data in a seamless and completely customized fashion
- Automation of the hemoanalytics entry directly from device-to-Scitara-to Snowflake
- No human intervention given full automation
- Predictive Modeling
- Creation of a data application (dashboard) via Tableau



~99%  
%

Confidence in the data analytics/no human intervention

## BUSINESS OUTCOMES

- Given that the lab tech was entering the output from the chemo analyzer, we had to limit the data points to 23 parameters; now that we can pull the raw file we can pull 100 values giving us 4x the data points/trial-accuracy
- Digital twin of the patient to develop an outline and test against it
- Confidence in analytics given there is no data left on the table
- Increase in quality control



Quality control in biologic preparation given reduction in time of blood out of body

# Greyledge Technologies Architecture

