

#FABCONSQLCON2026

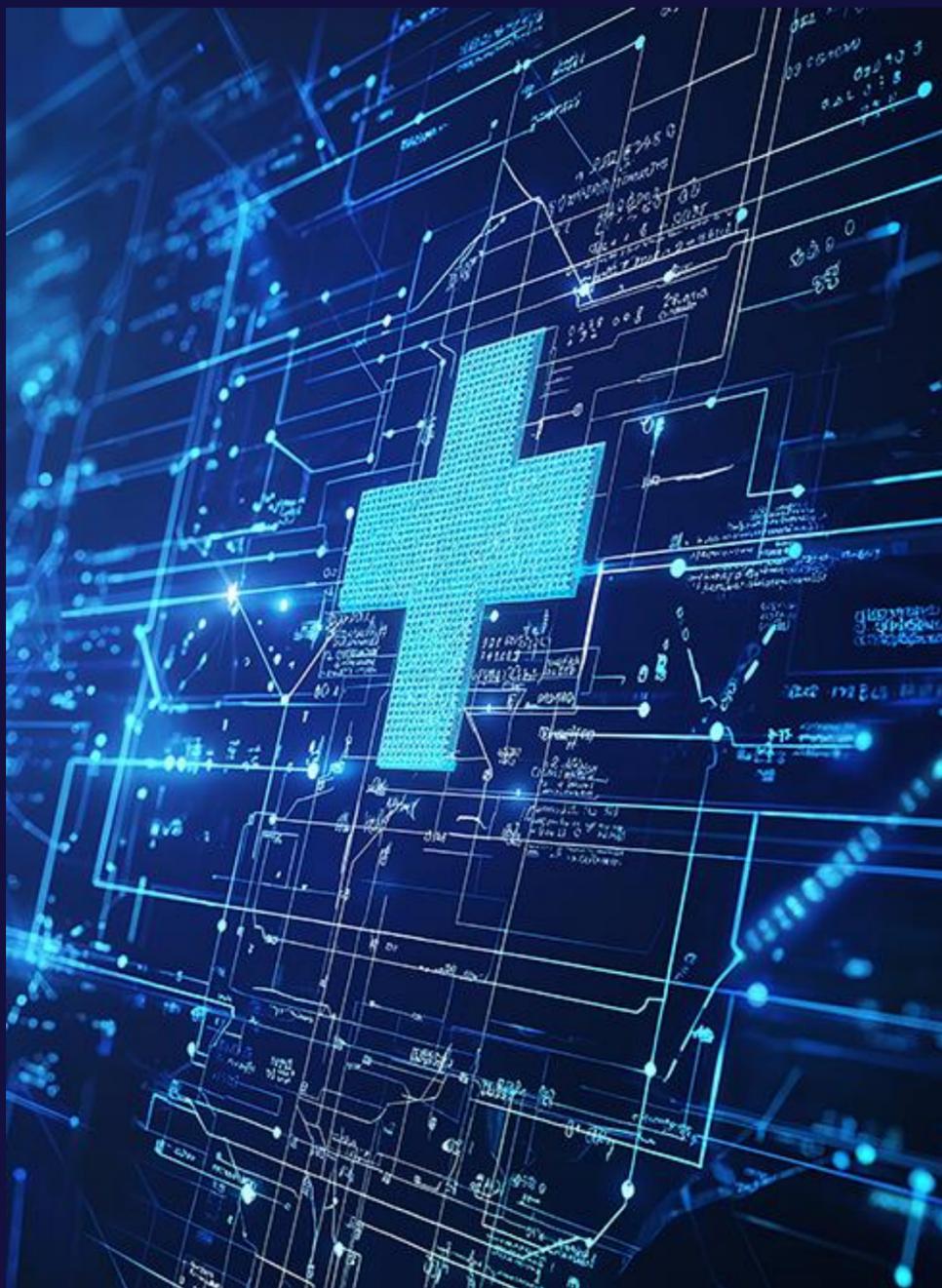
FABCON

Microsoft Fabric
COMMUNITY CONFERENCE

SQLCON

Microsoft SQL
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ATLANTA MARCH 16 - 20, 2026



How Health Systems can join the EMR cloud journey

Presentation for FabCon 2026

Practical Approaches for CIOs Navigating Advanced Analytics, Cloud Migration and AI



Join us for an interactive, peer-to-peer discussion on how health systems are modernizing their analytics strategies to accelerate both cloud adoption and AI transformation.



As leading EMRs—such as Epic, Cerner, and Meditech—enable data access through cloud-based data lake platforms, CIOs and technology leaders face new opportunities to unlock advanced analytics, automation, and precision medicine.



This session explores practical approaches for integrating AI into your analytics roadmap, leveraging cloud infrastructure to drive innovation, and overcoming common challenges along the way. Come ready to share insights and lessons learned with peers shaping the future of healthcare technology.

Bringing our Experience to the Health Care Industry



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Jamie is a seasoned health care analytics expert with 35 years of experience, including 13 years in consulting for health systems. With a PhD in computer science and 17 peer-reviewed publications in leading health care conferences, Jamie has helped clients achieve millions of dollars in ROI through improvements in clinical quality, patient safety, operational efficiency, and cost reduction.



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LinkedIn

RSM Health Care Advisory Services



Bringing our Experience to the Health Care Industry



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Daniella is a health care analytics consultant who helps organizations modernize their data capabilities and drive actionable insights. She has partnered with numerous health care organizations on initiatives spanning data strategy, reporting and modernization, and advanced analytics.



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Advantages for Moving to the Cloud



Challenges with Moving to the Cloud



Cost

- Cost is harder to know
- Cost can be greater
- Dual licenses during transition



Migration Level of Effort

- Migrating data
- Migrating visualizations
- Consolidating tools
- Time to train team



Timeline

- Organization Priorities
- Transition period



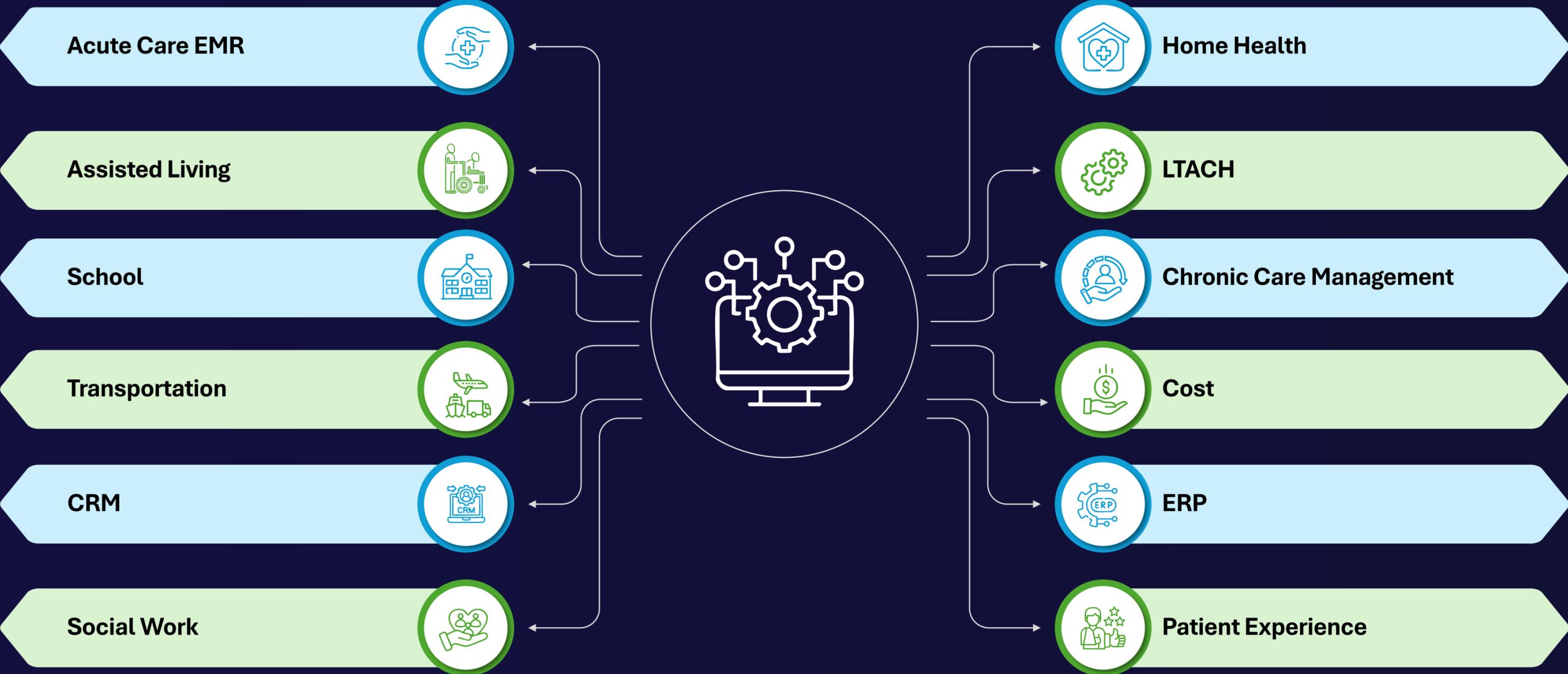
Security

- Regulations and Requirements

Example Integrations

01	Acute Care EMR	05	CRM	09	Chronic Care Management
02	Assisted Living	06	Social Work	10	Cost
03	School	07	Home Health	11	ERP
04	Transportation	08	LTACH	12	Patient Experience

Example Integrations



Example Value External Large Datasets

Accessing or even integrating large external data sources can provide valuable insight



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Epic Cloud Use Case



Why Transition to Cogito Cloud?

Epic Fabric Value Proposition



Hourly Refresh
Get data faster



Managed
Service



Generative AI & machine
learning capabilities
Emmie enablement



New features only
available in the cloud
On-prem Epic will
eventually be deprecated



Data Enclaves
and Shares



Shortcuts
Use data without copying



Community Registries & OMOP
Standard Supported



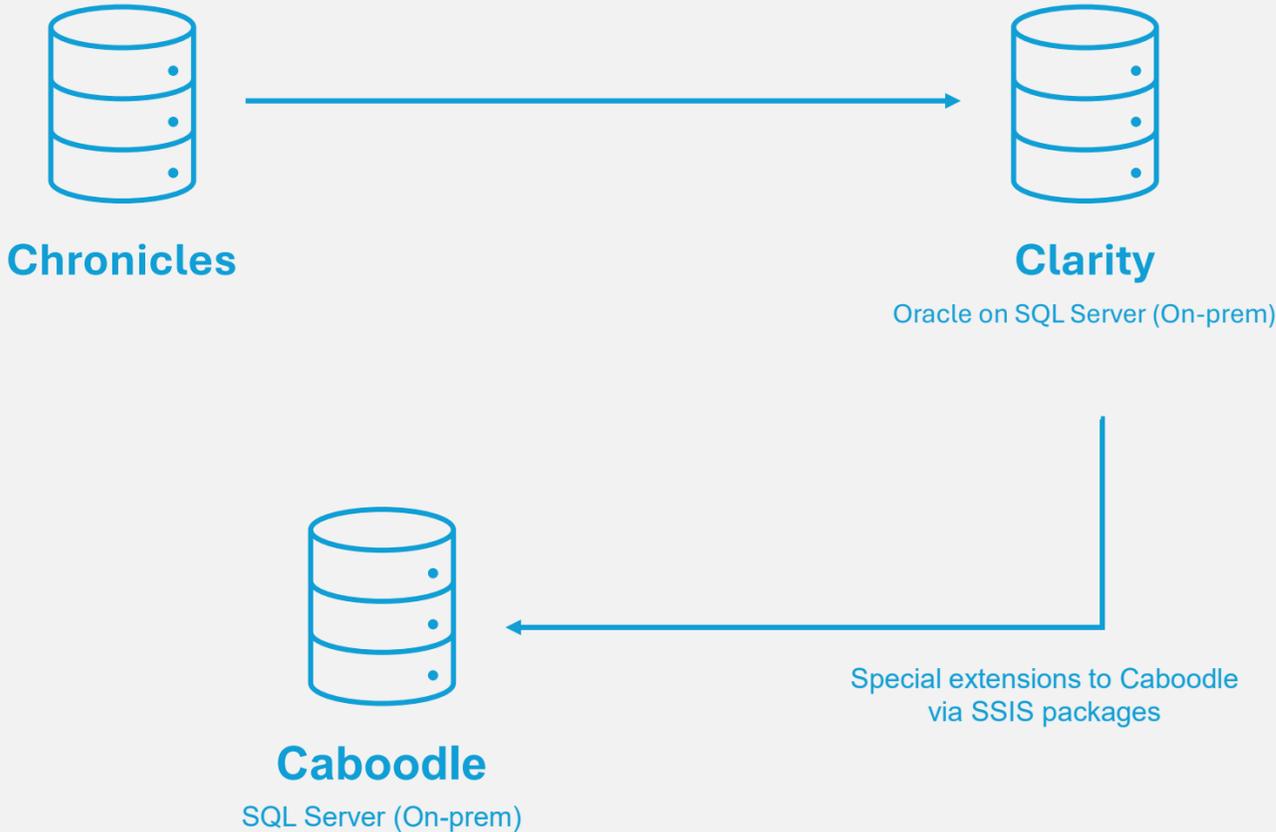
Genomics



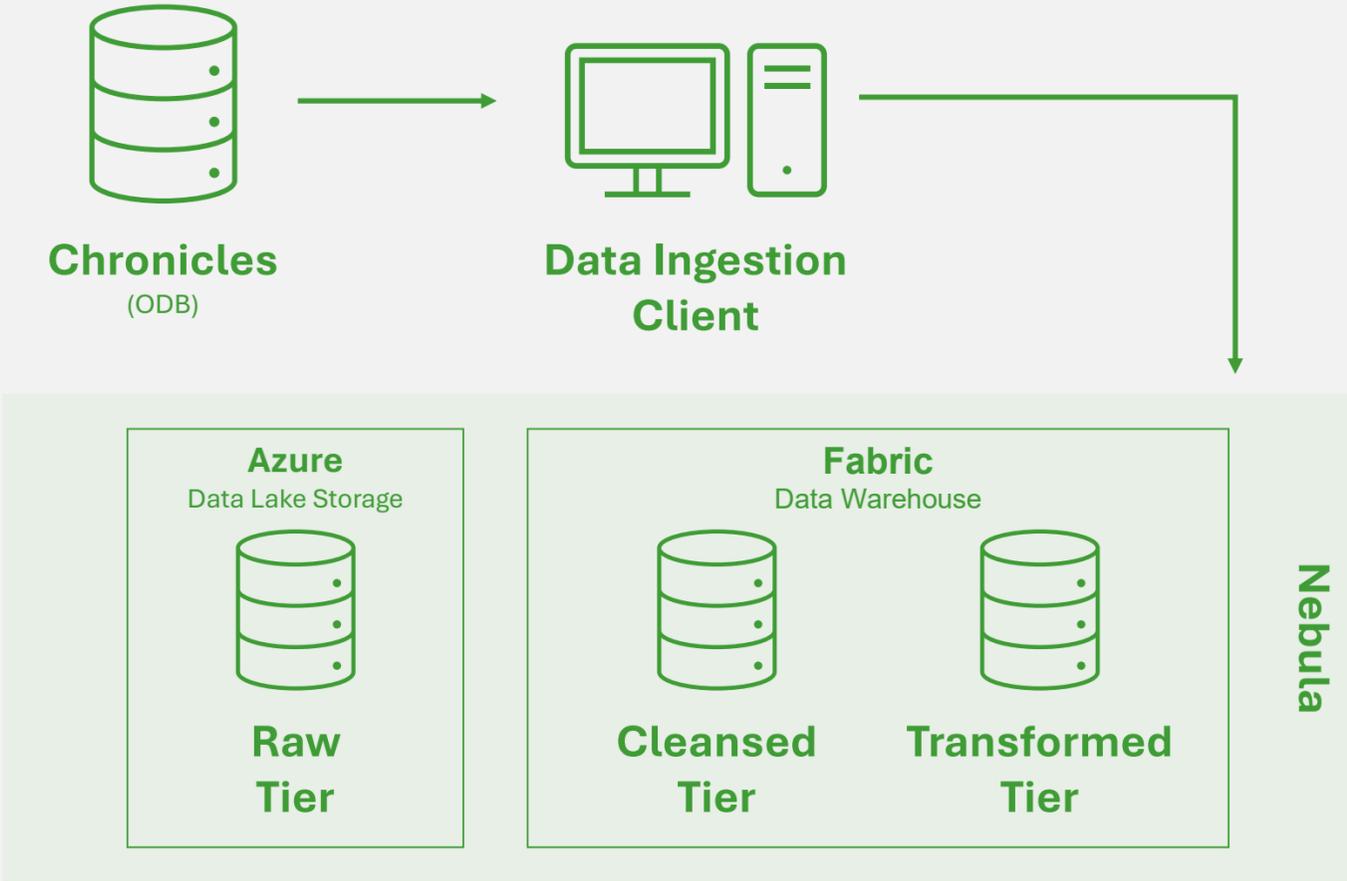
Supported integration of Clarity
and external data for
visualization in Slicer/Dicer

Epic Cogito

Current State



Future State



About the Client

Large Nonprofit Health System



**Based
in the Midwest**



**21 hospitals,
over 6,000 beds
and 300+ locations**

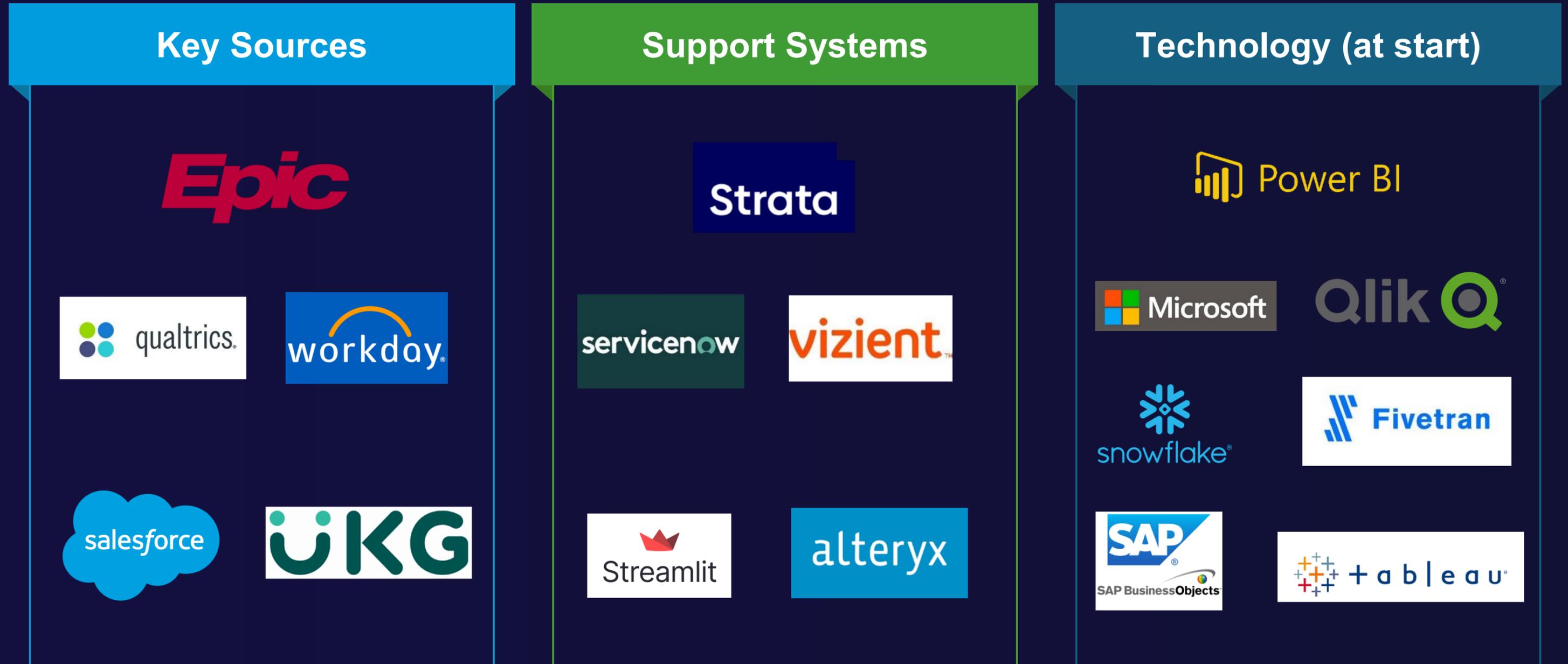


**More than
12,000 physicians and
65,000 employees**



**\$15 B +
in revenue**

Technology Stack



Data Strategy Roadmap

Decision: Migrate Fully to Fabric or Maintain Hybrid Model with Snowflake



Key Financial Milestones

- + Client Fabric
- + Snowflake on Azure
- + Epic Fabric
- Retire AWS for ML/Ops
- Retire SAP BO
- Reduce Fivetran & Snowflake Spend

Engagement Goals



The Approach

A collaborative path built with Microsoft, the Client and RSM

Start Small and Prove Value

- Targeted proofs of concept using Microsoft Fabric, Power BI, AI and Epic Data
- Focused on real use cases not theory
- Designed to learn quickly and build confidence

Establish a Shared Foundation

- Place Epic-adjacent data closer to Epic-enabled Microsoft Fabric
- Reduce friction between clinical, operational, and financial data
- Create a foundation that supports future growth without disruption

Connect, Not Disrupt

- Thoughtful integration with Snowflake where it already adds value
- Leverage modern capabilities like shortcuts and shared tables
Align platforms over time rather than forcing change

Simplify How Insights are Delivered

- Bring analytics tools closer together where it makes sense
- Reduce overlap and complexity across reporting platforms
- Make it easier for teams to find and trust the data they need
- Consolidate Business Intelligence Tools to Fabric Capacity
- Sunset SAP and Qlik, Scale down Tableau, Snowflake, AWS

Fabric + Snowflake Performance Validation

What We Tested

We conducted a series of performance, cost, and interoperability tests between Snowflake on Azure and Snowflake on AWS while interacting with Microsoft Fabric, including:

- Write performance from Snowflake → Fabric
- Read performance from Fabric → Snowflake
- Iceberg table interoperability
- Stored procedures and multi-table joins
- Query performance across native + Iceberg tables
- Power BI semantic model refresh against Fabric data

What We Proved



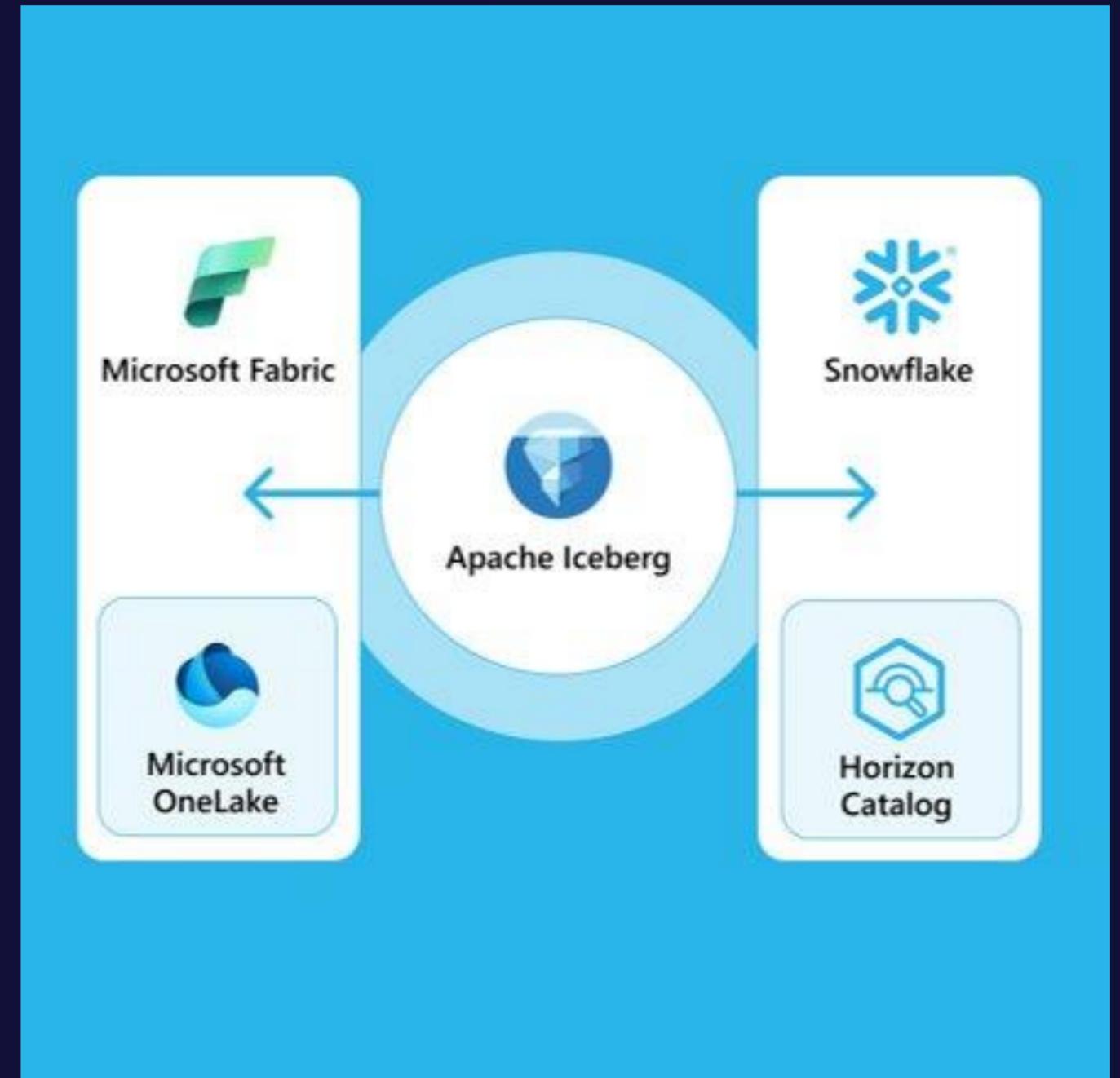
Iceberg "shortcut"
functionality worked as expected



Snowflake on Azure was
13.2 % faster than Snowflake on AWS

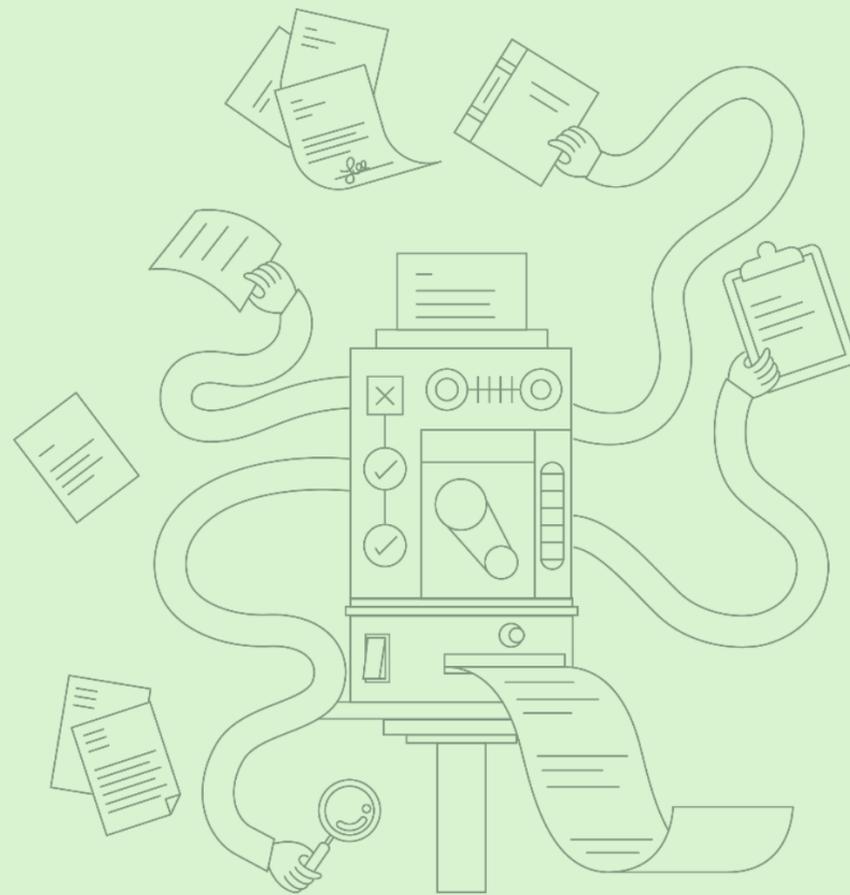


Estimated ~13% cost savings
when integrating with Epic Cogito cloud



Finding savings

\$3M+
in Savings Annually



➤ **Stop paying \$ to copy data**

Save \$ on FiveTran, Qlik, Dbt

➤ **Use Epic data in place**

Reduce Snowflake cost

➤ **Consolidate BI and AI**

Save on SAP, Qlik, Tableau, SageMaker, StreamLit

➤ **Increase Self Service and Data Availability**

Save \$ on FiveTran, Qlik, BI staff. Leverage Copilot Agent to accelerate development and empower users

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Other Use Cases



Additional Use Cases



County Health Care District

- ERP (Oracle)
- Hospital EMR (Epic)
- Clinic EMR (AllScripts)
- Senior Care (Matrix Care)
- School, Staffing (UKG)
- CRM (SalesForce)



Organ Procurement

- EMR (TrueNorth)
- Quality System (QPulse)
- UNOS



Behavioral Health – Fabric

- EMR (NextGen)
- Staffing (UKG)

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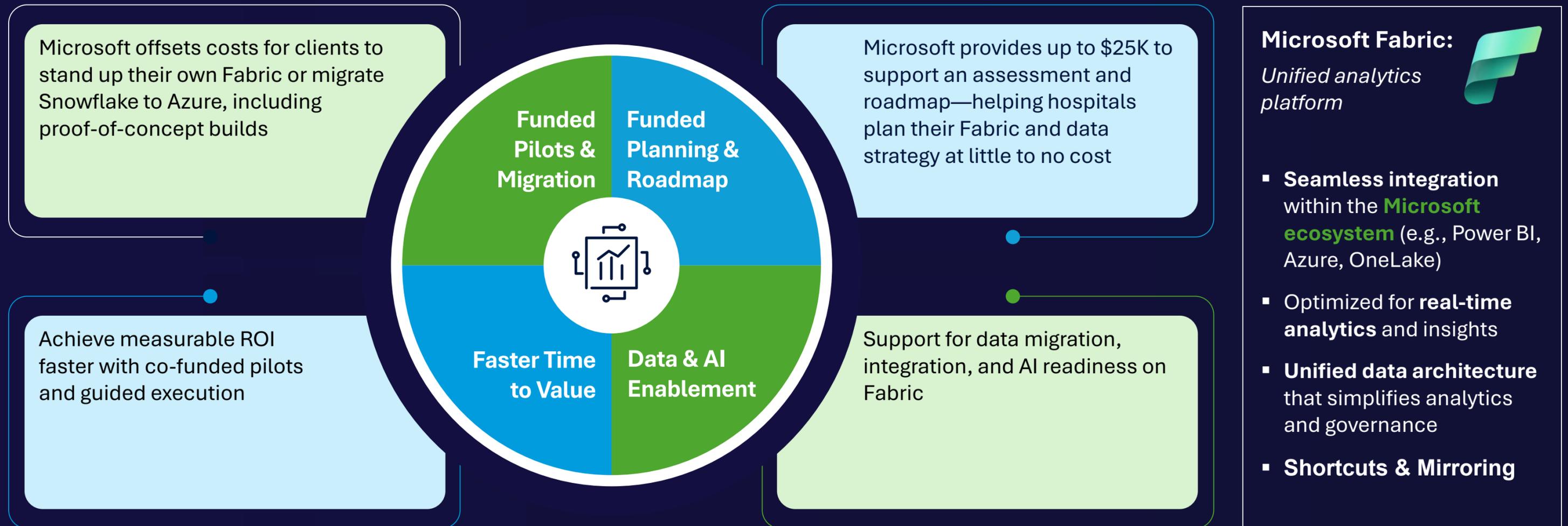
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Getting Started



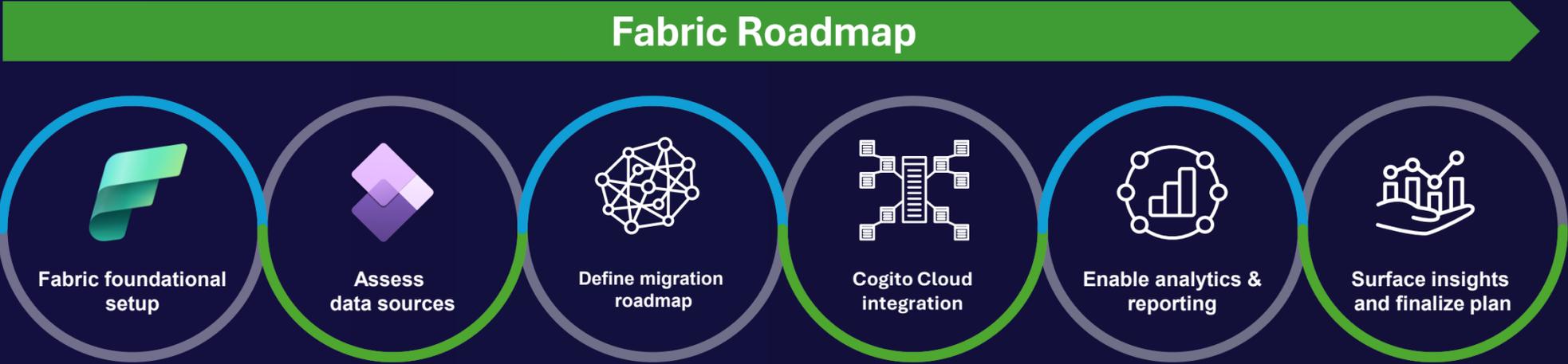
Microsoft's Azure Accelerate program can co-fund pilots, planning & migration

Kickstart Your Fabric Journey with Microsoft Funding



Fabric Roadmap for Epic Healthcare Customers

RSM is uniquely positioned to support end users at the right time and in the right place, aligning day-to-day Epic workflows with the data transformation needed to drive real adoption and outcomes. This enables, for the first time, the integration of Epic data with external clinical, operational, and financial data sources into a unified, trusted view for decision-making and true return on investment.



Phase	Estimated fees
Fabric Roadmap	\$15,000
Microsoft Funding	(\$15,000)
TOTAL	\$0.00

Our engagement methodology

Fabric Roadmap

The Fabric Roadmap creates the plan for health systems to migrate to the cloud and integrate with Epic’s data lake. This exercise includes:

- Evaluating tools and existing platforms
- Identifying key data sources
- Outlining integration strategy with Microsoft Fabric and other platforms
- Sequencing migration phases and timelines
- Cost and ROI analysis to guide decision making

Key Deliverables

- Tools Rationalization
- Data Platform Roadmap
- Migration Plan
- Cost and ROI Assessment

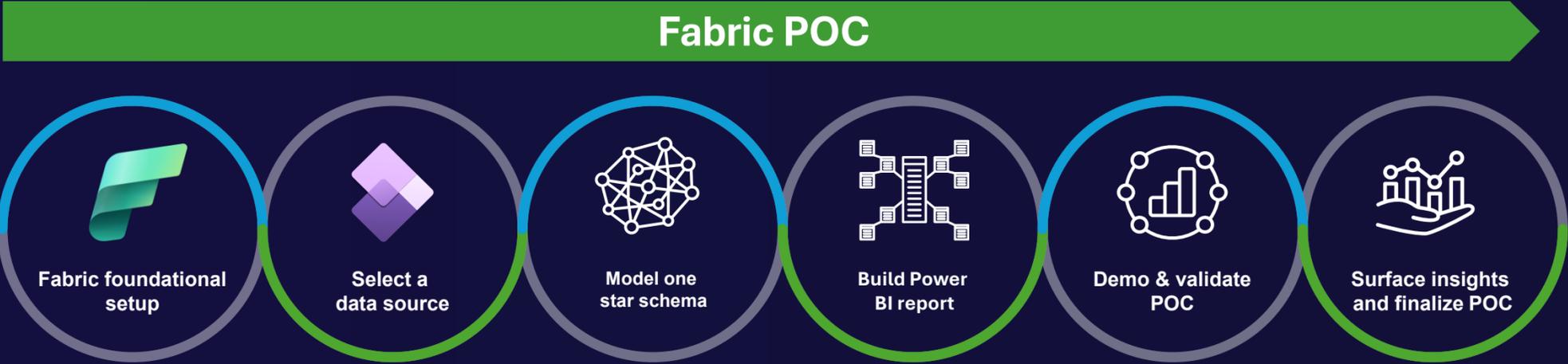
Critical Decisions We Help With

- When to migrate to Cogito Cloud.
- Which legacy tools to retire or retain.
- How to integrate Epic data with enterprise data lakes.
- Cost and ROI modeling for cloud adoption.

Governance, change management, operational readiness, and end-user adoption across every phase.

Fabric POC for health care providers on Epic

A hands-on proof of concept that models Epic-adjacent data in Microsoft Fabric, connects to Epic data and Power BI, and illustrates the value of Microsoft Fabric while providing a foundation for scalable analytics and future cloud adoption.



Phase	Estimated fees
Fabric POV	\$45,000
Microsoft Funding	(\$15,000)
TOTAL	\$30,000.00

Our engagement methodology

Fabric POC

The Fabric POC demonstrates how Microsoft Fabric can unify data and analytics for healthcare organizations. This POC will demonstrate the value health systems can achieve by having their own Fabric tenant and integrating it with Epic data via Fabric shortcuts. We will model a single star schema (one fact table and its dimensions) from a selected data source and build a Power BI report to showcase the platform’s capabilities. This exercise highlights Fabric’s potential for scalability, governance, and advanced analytics.

Key Deliverables

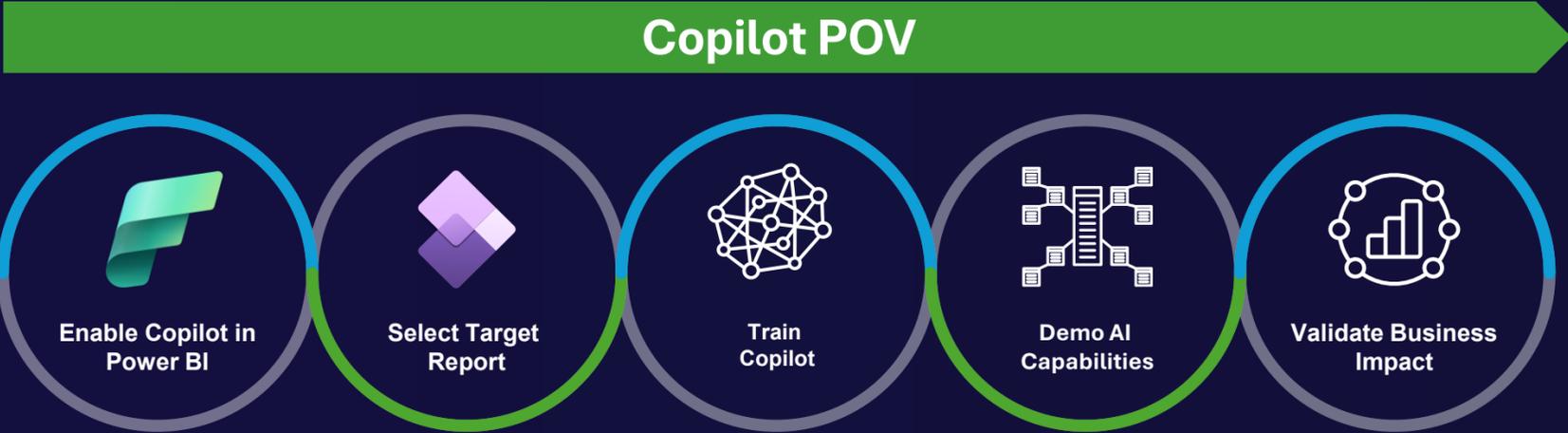
- Setup and configuration of Fabric
- Star schema modeling for a single star in one data source
- Power BI report connected to Fabric
- Demo session with stakeholders
- Recommendations for full scale adoption

Data Source Examples

- Time and Attendance/Payroll
- ERP
- Patient Experience
- Population Health
- Supply Chain
- Cost

Copilot AI Power BI For Epic POV

Demonstrate AI-driven insights and productivity in Power BI for Epic health care clients.



Phase	Estimated fees
Fabric POV	\$15,000
Microsoft Funding	(\$15,000)
TOTAL	\$0.00

Our engagement methodology

Copilot POV

The Copilot POV demonstrates how AI can transform reporting and analytics in Power BI. With Epic transitioning to Microsoft Fabric, this enables users to ask questions of the Epic health care data. This also allows a health system to see the value and cost savings of PowerBI. We enable Copilot on a selected report, train it on commonly asked business questions, and showcase how users can interact with data using natural language. This exercise highlights potential efficiency gains, improved insights, and the value of AI-driven analytics for healthcare organizations.

Key Deliverables

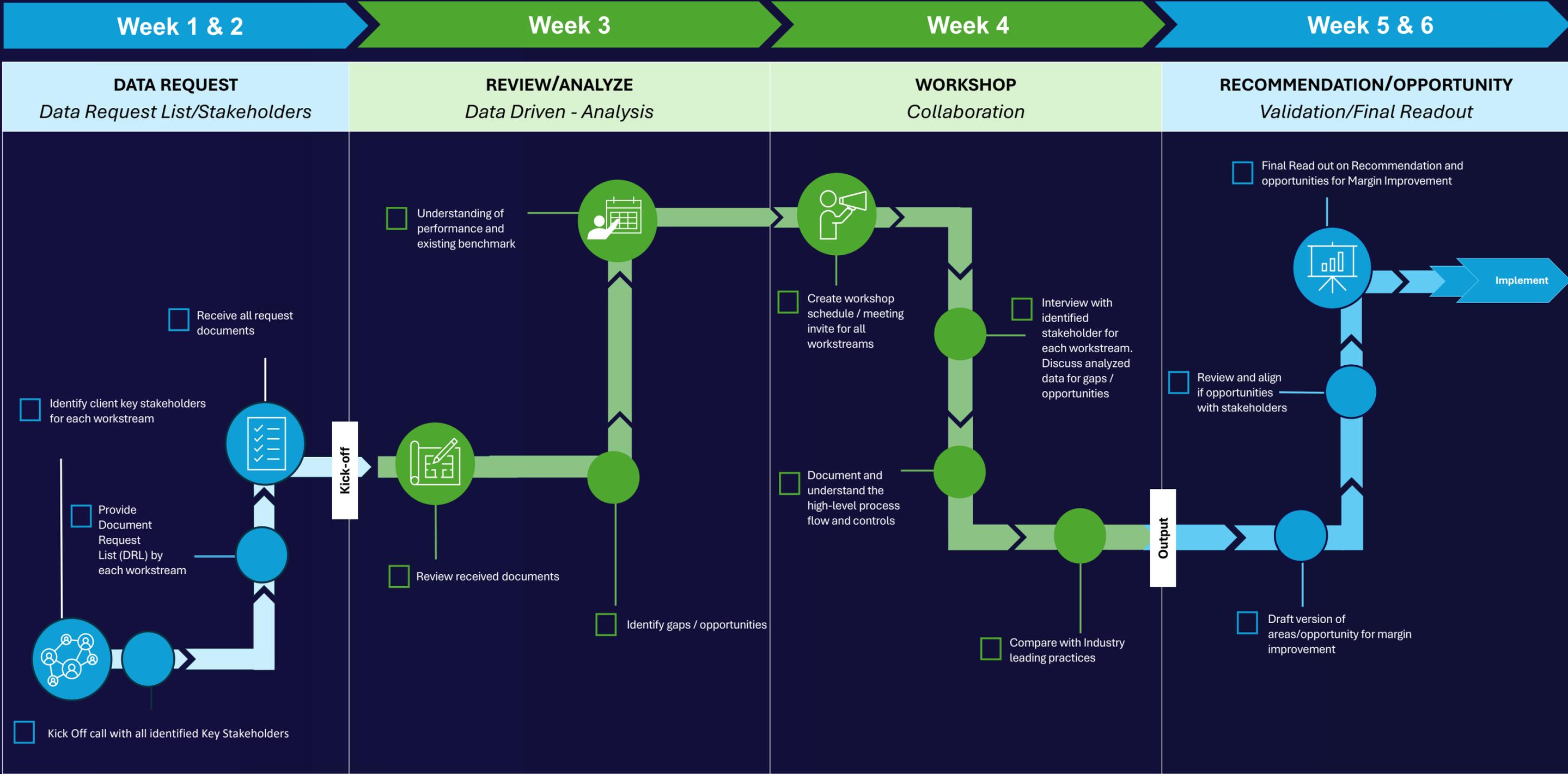
- Copilot Enablement in Power BI
- Report Selection and Configuration
- AI Training on FAQs and Key Metrics
- Demo Session with Stakeholders
- ROI and Adoption Recommendations

Without governance and adoption, even the most advanced AI becomes unused technology

Critical Decisions we help with

- Which reports and use cases benefit most from Copilot
- How to get more value out of Epic data and Fabric
- How to scale AI capabilities across the organization

Ideation Process



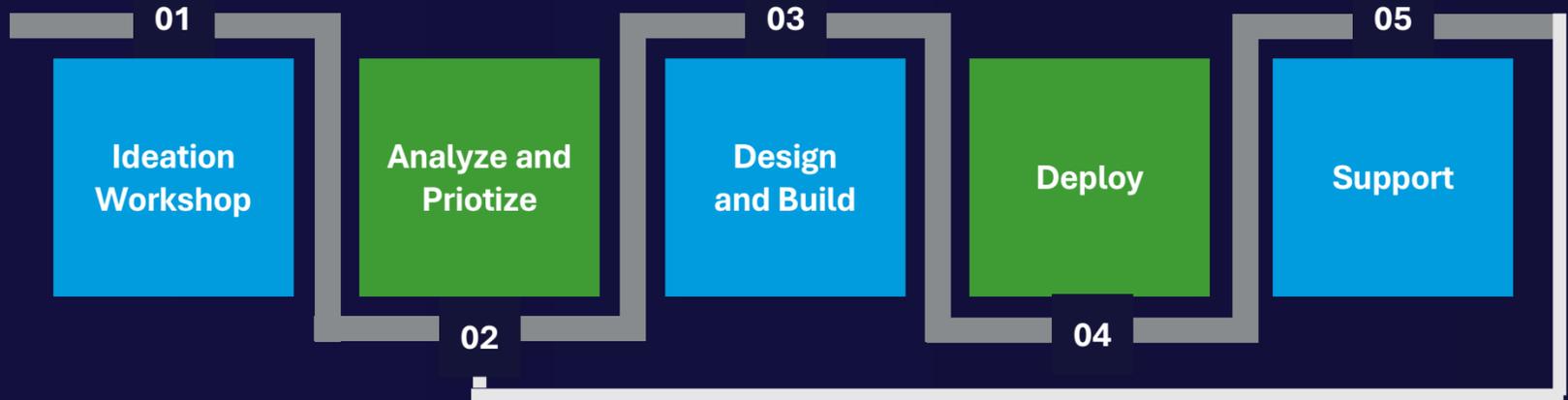
RSM and Azure: Innovate, Ideate and Deploy

AI solutions for health care powered by Microsoft Azure OpenAI GPT-4

From insight to impact with AI, analytics and automation

RSM’s artificial intelligence ideation assessment helps health care leaders identify where AI and data innovation—powered by Microsoft Azure—can have the biggest impact. Through focused workshops, we engage your team to uncover key challenges and opportunities, then deliver a clear, prioritized roadmap of high-value use cases. We help you envision what’s possible, rapidly prototype solutions and set the stage for responsible AI adoption that drives real results.

Our implementation process



AI use cases for health care	
	Patient messaging automation
	Revenue cycle automation
	Data analysis and reporting
	Supply chain management
	Quality control and assurance
	Your unique use case

Why partner with RSM?

- **Integration with your existing technology:** No major platform overhauls required and minimal licensing costs
- **Proven three-to-one return on investment:** Delivering measurable impact and efficiency
- **Scalable foundation:** Accelerates future use case adoption

AI use case deployments and solutions



Hospitals and health systems



Physician practice groups



Private payers



And more

Revenue cycle optimizations: Create a balance between prior authorization challenges, claims status, letters of appeal and much more to accelerate financial improvements

Provider messaging modernization: Improve provider burnout with streamlined and efficient communication with patients and community

Implementation financial analysis: Determine benefit and cost levers for each prioritized use case and draft business case models, forecasting benefits and costs

Governance framework: Evaluate business processes to identify and incorporate third-party, external and internal AI systems in your governance program

Azure funding opportunities

Up to \$25,000

available for partner-led proof of concept/pilot for Azure AI and analytics programs

Up to \$50,000

available for partner-led deployment activities



3,000+
health care clients across the United States



Modern healthcare
No. 9
top management consulting firms



350+
professionals serving the health care industry



Largest
U.S. provider of assurance, tax and consulting to the middle market



A health care-focused service delivery model, with a high level of partner involvement

The RSM advantage

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Appendix Slides



As a **first-choice advisor**, the RSM health care team offers the industry a broad range of management, technology, financial, risk and transaction consulting—as well as assurance and tax-related services.

Innovative services to address your key business issues

						
Mergers and acquisitions	Margin improvement	Payment strategy	Technology and digital transformation	Enterprise, operational and regulatory risk	Cybersecurity and data privacy	Audit, tax and technical accounting

Delivered by experienced service line and dedicated industry professionals

- | | | | | | | |
|--|---|--|--|--|--|--|
| <ul style="list-style-type: none"> Valuation Due diligence (buy/sell) <ul style="list-style-type: none"> Financial Tax IT/cybersecurity Operations Billing/coding audits Merger integration Divestitures/carve-outs Joint ventures/strategic partnerships | <ul style="list-style-type: none"> Revenue cycle operations Revenue integrity Managed care strategy Governmental funding strategy Supply chain Clinical operations Pharmacy strategy Enabling technology Service line strategy Data analytics | <ul style="list-style-type: none"> Uncompensated care Payment strategy <ul style="list-style-type: none"> Cost-based Ambulatory Prospective Value-based Managed care Pricing transparency Pharmacy strategy and section 340B Medicare and Medicaid cost reporting | <ul style="list-style-type: none"> Digital workforce strategy and implementation AI, machine learning and automation Business intelligence analytics Electronic health records (EHR) Enterprise resource planning (ERP) Revenue cycle management (RCM) | <ul style="list-style-type: none"> Internal audit Regulatory and compliance Enterprise risk management (ERM) Operational risk advisory Financial investigations and disputes (FC) | <ul style="list-style-type: none"> HIPAA HITRUST Medical device security and compliance Cybersecurity strategy and operations Chief information security officer (CISO) advisory PCI DSS Security architecture Cyber testing and response Business continuity planning Managed security services | <ul style="list-style-type: none"> Audit/tax Transformative event services Financial reporting Global accounting New standards implementation Emerging technology adoption Financial accounting as a service (FaaS) |
|--|---|--|--|--|--|--|



Innovative margin transformation solutions

Revenue cycle

Governance, organizational structure and human capital

Performance and production management

Workflow optimization

Denials prevention

Operationalized technology, analytics and automation

Charge master

Charge capture and reconciliation

Clinical documentation improvement

Coding reviews and education

Item master alignment

HIM operations standardization

Revenue integrity program development

Clinical operations

Perioperative services

Emergency department process

Care management and patient throughput

Labor resource management

Service line and business strategy

Outpatient services

Ambulatory/provider and clinic practices

Patient experience

Supply chain

Nonlabor expense reduction

Supply chain strategy

Group purchasing organization market assessment

Logistics— inventory and distribution

Purchased services

Payor strategy

Managed care strategy

Price transparency

Net revenue modeling

Underpayment recovery

Value-based, population health and alternative payment models

Government funding

Medicare cost reporting

Wage index and occupational mix

Uncompensated care funding strategy

Medicaid funding strategy

Transplant payments

Hospital special designations

Direct (GME) and indirect (IME) medical education funding

Pharmacy 340B

Data, technology and innovation

Advanced analytics ERP integration/optimization Strategic solutions

Artificial intelligence Cloud migration Executive reporting

Process Automation EHR optimization Tool Rationalization

Health care margin transformation services



Achieve financial and operational sustainability

In today's health care landscape, margins are squeezed, costs are escalating and regulations continue to multiply. We're here to help you harness this new reality by leveraging data-driven strategies, cutting-edge technology and innovative solutions to unlock revenue potential, drive costs reductions and establish a sustainable model for the future.



Revenue cycle



Clinical operations



Supply chain



Government funding



Payer strategy

Let us focus on driving **financial sustainability** for your organization so you can focus on providing **exceptional care to your community** for years to come.

ACHIEVE NET REVENUE POTENTIAL

Discover opportunities to enhance your overall revenue performance and reduce risks throughout your health care operations.

DRIVE LABOR AND NON LABOR COST REDUCTION

Uncover opportunities to enhance your overall revenue performance and reduce risks throughout your health care operations.

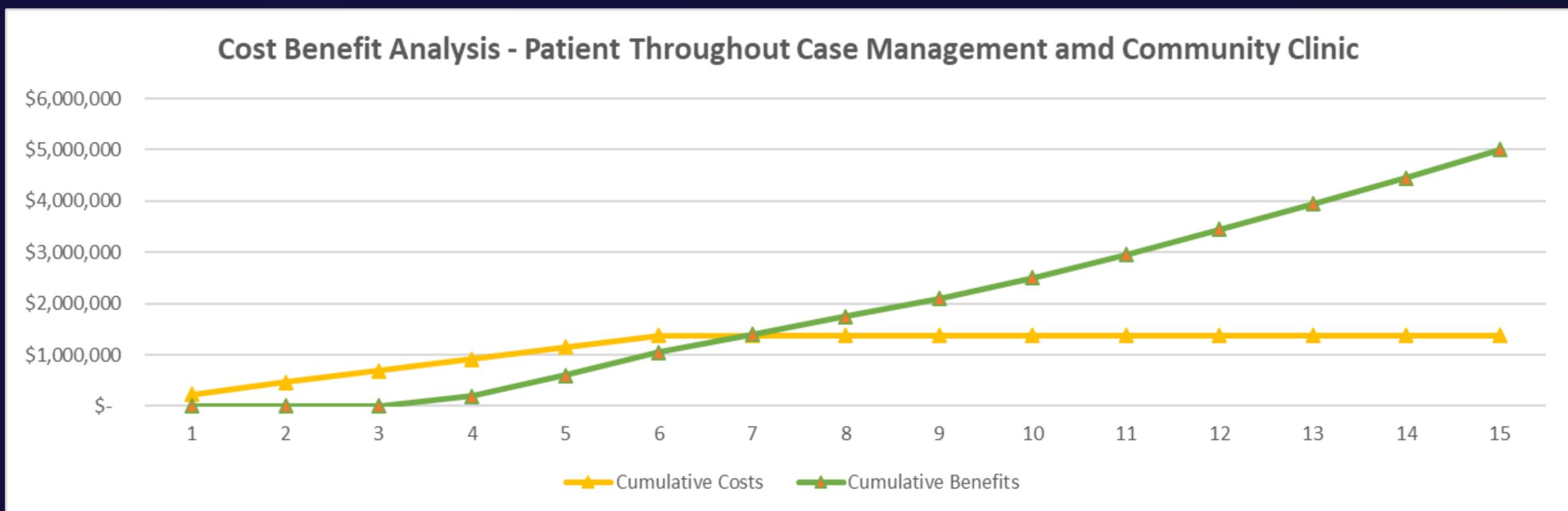
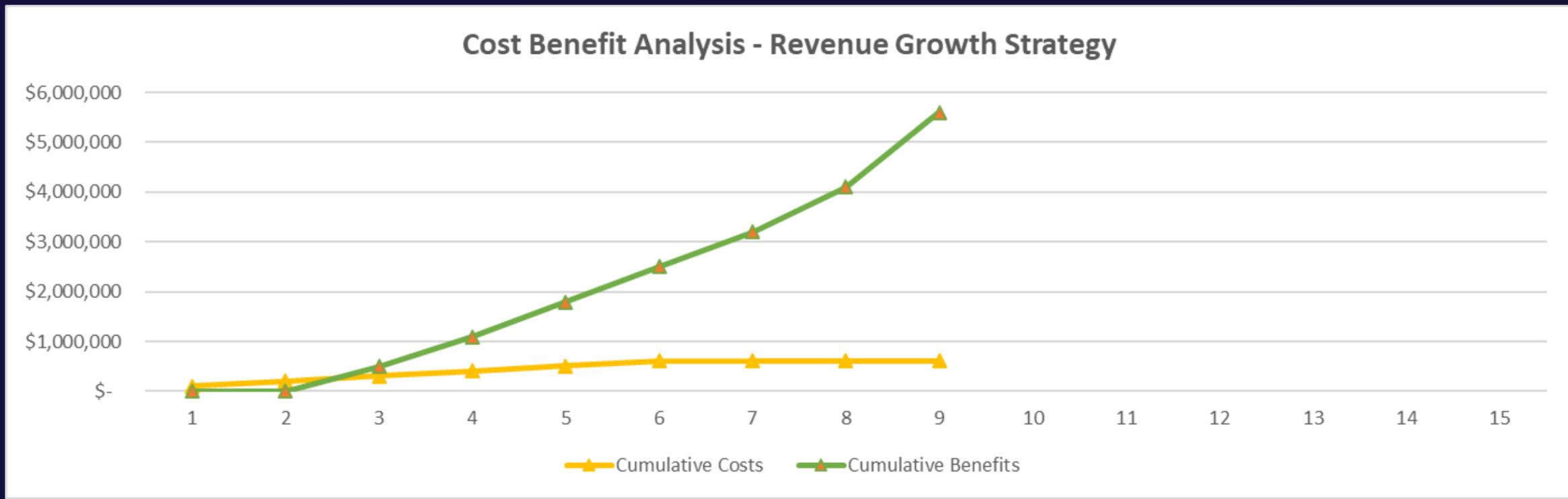
TRANSFORM WITH DATA, TECHNOLOGY AND AUTOMATION

Embrace innovation through the strategic use of technology and data-driven insights.

SUPPORT CHANGE MANAGEMENT

Identify, understand, communicate, teach and support the behavioral changes necessary to achieve your overall objectives.

Cost Benefit Analysis (Sample)



Sound off.
The mic is all yours.
Influence the product roadmap.

Join the Fabric User Panel



Share your feedback directly with our Fabric product group and researchers.

<https://aka.ms/JoinFabricUserPanel>

Join the SQL User Panel



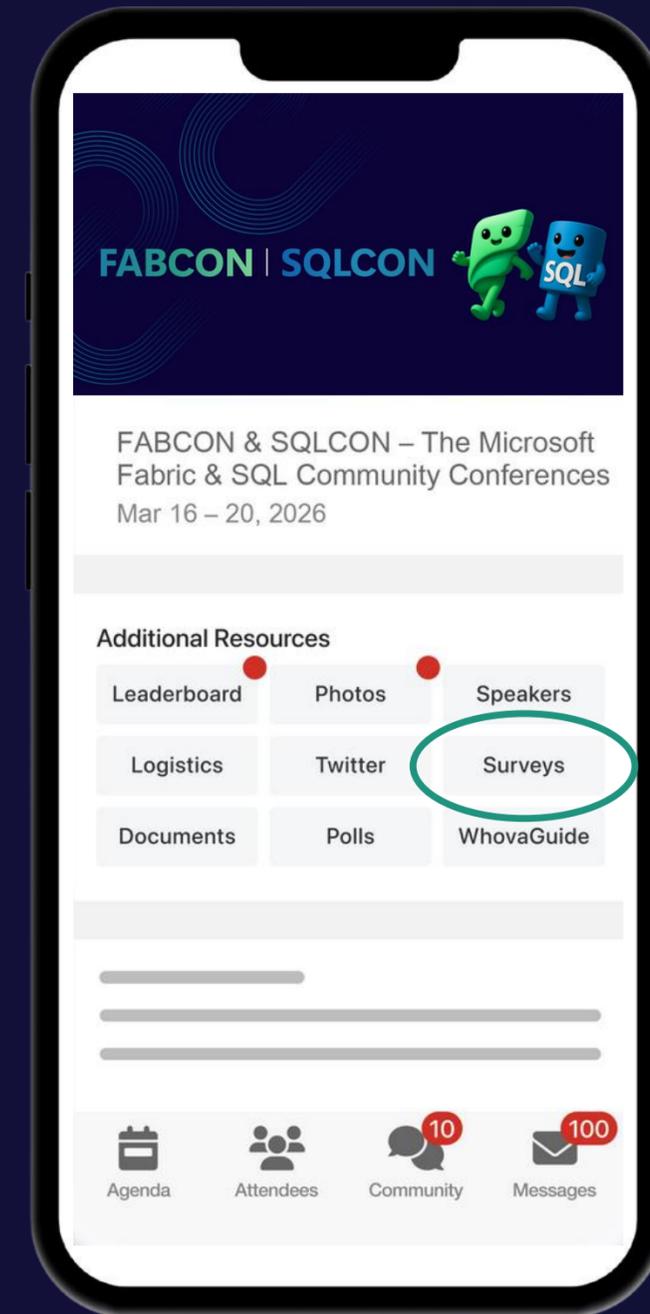
Influence our SQL roadmap and ensure it meets your real-life needs

<https://aka.ms/JoinSQLUserPanel>

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Whova for your chance to WIN
PRIZES!



Get Two Fabric Certifications for FREE

Attendees of FABCON can take the Fabric Analytics Engineer or Fabric Data Engineer exam for free. Be part of the 2 fastest growing role-based certifications in Microsoft history.

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