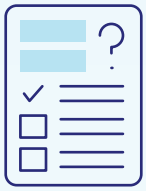
How Steinert Analytics Saved a

Healthtech Company 25 Hours a Week

A telehealth company faced an operational and compliance risk due to unstable data operations. They urgently needed a reliable solution. Steinert Analytics intervened to quickly stabilize and mature their data systems, ensuring continuity during a critical growth phase and strengthening the organization for the future.

Here's how we did it – and the measurable impact we made.

Step 1 Bring Order to the Chaos



The company's EHR integration tool aggregated data from multiple sources but produced messy, unstructured outputs with inconsistent identifiers, null values, and incompatible formats. Relying on dozens of brittle SQL scripts made processes slow, inefficient, and error-prone. To fix this, over 30 core SQL queries were rewritten and standardized with naming conventions, modular logic, and consistent filters, improving execution speed by more than 60%. This reduced troubleshooting, streamlined operations, and made onboarding future data engineers much easier while laying the groundwork for scalable, reliable data operations.

Outcome

- ☑ 60% faster runtime on core SQL pipelines
- ☑ 70% less time spent debugging broken logic
- ☑ Set foundation for scalable, repeatable workflows

Step 2 Automate Manual Data Cleaning

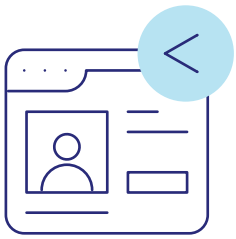
The company was losing 15–20 hours each week manually downloading CSV files, cleaning them, and formatting them for ingestion into their data warehouse. To eliminate this inefficiency, the process was fully automated with Python scripts that handled validation, transformation, and reformatting using dynamic schema definitions. Now, the entire workflow can be completed with a single command—removing the need for repetitive manual work and significantly improving efficiency.

Outcome

- ☑ 15–20 hours/week saved across engineering and operations
- ☑ Dramatic reduction in human error
- ☑ Reusable codebase for future use cases

Step 3

Secure the Last Mile (Distribution)



Even after data was cleaned, it was still shared manually, with stakeholders across sales, marketing, and finance waiting on CSVs sent via email or Teams. To streamline this, secure Python-based automation was introduced to handle distribution at scale. This ensured the right files reached the right people, prevented PHI or HIPAA-sensitive data from being shared, and maintained a full audit trail for compliance. With scheduling and delivery fully automated, leaders gained faster access to insights without depending on manual processes or human bottlenecks.

Outcome

- ☑ Eliminated 8–10 hours/week of administrative overhead
- ☑ Improved security, transparency, and consistency

Step 4

Make EMRs Work for the Sales Team

Before our intervention, sales and account executives had to manually request EMR data from doctors' offices, a slow and awkward process often delayed by administrative back-and-forth. To fix this, we built custom reports and views directly within the source EMR platforms, allowing staff to generate and export the exact data they needed with a single click—eliminating inefficiencies and freeing them from acting as middlemen.

Outcome

- ☑ Reduced EMR data access time by 90%
- ☑ Empowered sales team to self-serve
- ☑ Unlocked new opportunities to act on performance trends faster

Step 5

Train the Next Engineer

Once the company was ready to bring on a full-time data engineer, our role shifted from execution to enablement. We thoroughly documented every pipeline, SQL convention, and Python script, then trained the new hire on querying the middleware platform, running and modifying ETL scripts, managing Tableau dashboards, and securely distributing data across the organization. By the time we transitioned out, the engineer had full ownership of the systems and the confidence to manage them independently.

Outcome

- ☑ Zero disruption during engineer transition
- ☑ New team member onboarded with full systems knowledge
- ☑ Sustainable workflows that didn't rely on tribal knowledge

If you're in healthtech and your reporting feels duct-taped together — or your infrastructure depends on one or two people — we can help.

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