



Summary of offer: IDEA Workshop

Example: Understand the Value of Microsoft Health cloud and Benefits to Providers

	Payout	Days of work
Funding Amount	10K	4 Days

Offer	Outcomes delivered
<p>Summary of the offer</p> <ol style="list-style-type: none"> 1. Workshop on Identifying areas Provider can improve in service delivery to patients. 2. IDEA workshop will Follow Microsoft Catalyst program approach to activate the Health cloud for best suited customers. 3. We will explore the 300+ applications that most providers have and where consolidation of these applications on Microsoft will benefit providers. 	<p>Through this workshop</p> <ul style="list-style-type: none"> • Know where the Health Cloud best benefits Providers • Identification of outdated systems where redundancy can be eliminated • Show how the use of the CDM can drive value with AI and BI due to the Common Data Model

Aligned Microsoft Solutions	Aligned Partner Solutions	Other details
<p>Microsoft Cloud for Healthcare Add-on SKU Full-SKU or Virtual Health version + dependent Microsoft technologies across Dynamics 365, Power Platform, Microsoft 365 and Azure</p> <p>Industry Priority Scenarios Enhance Patient Engagement, Empower Care Team Collaboration, Improve clinical and operational insights</p>	<p>All MazikCare Modules:</p> <ul style="list-style-type: none"> • MazikCare DataFusion http://bit.ly/MGDataFusion MazikCare Care Supply http://bit.ly/MazikCareSupply • MazikCare ProviderLink http://bit.ly/MazikProviderLink • MazikCare CarePath http://bit.ly/MazikCarePath 	<p>Enter here</p>



Workshop agenda and deliverables | Mazik Global

Summary: This is an Idea workshop based on Catalyst principals

Agenda

Session topic	Format	Length
Introduction and Understanding Current state	Facilitated discussion	4 Hours
Knowing the gaps in Care	Facilitated discussion	4 Hours
What are the opportunities to apply the Microsoft Health cloud	Guided demonstration	4 Hours
Review of outcomes	Facilitated Discussion	4 Hours

Deliverables:

- Analysis of gaps in care and duplicate applications
- Knowledge of best Microsoft Products to use
- Next steps- POC



	Payout	Days of work
Funding Amount	50K	90 Days

Summary of offer: Proof of Concept

Example: Enhance patient engagement with virtual health proof of concept

Offer	Outcomes delivered
<p>Summary of the offer</p> <ol style="list-style-type: none"> 1. POC is focused on Rapid Virtual Health Implementation 2. Leveraging the Microsoft Health cloud along with modern workplace tools. Virtual Health with EMR integration. 	<p>Through this workshop POC the partner will help the produce...</p> <ul style="list-style-type: none"> • Virtual patient care with Microsoft solutions • Interaction with Patient in a remote and socially distance setting. • A 360 view of patient with integration to EMR via Mazik MEDIC • Better Patient care at reduced cost and time

Aligned Microsoft Solutions	Aligned Partner Solutions	Other details
<p>Microsoft Cloud for Healthcare Add-on SKU Full-SKU or Virtual Health version + dependent Microsoft technologies across Dynamics 365, Power Platform, Microsoft 365 and Azure</p> <p>Industry Priority Scenarios Enhance Patient Engagement, Empower Care Team Collaboration</p>	<p>All MazikCare Modules:</p> <ul style="list-style-type: none"> • MazikCare DataFusion http://bit.ly/MGDataFusion MazikCare Care Supply http://bit.ly/MazikCareSupply • MazikCare ProviderLink http://bit.ly/MazikProviderLink • MazikCare CarePath http://bit.ly/MazikCarePath 	<p>Enter here http://bit.ly/PrimaryCareVid http://bit.ly/CCareVid bit.ly/MazikCovidVideo http://bit.ly/MazikCare</p>



POC agenda and deliverables | Mazik Global

Summary: Deliver Virtual care in a rapid implementation

Agenda

Session topic	Format	Length
Solution overview, Analysis	Facilitated discussion	1 Month
Design and build	Facilitated activity	1 Month
Deliver Conference room Pilot- MVP	Guided demonstration	1 Month

Deliverables:

- Detail plan, analysis and build for a Minimal Viable Product
- As useable systems at the end of the project
- Understanding of benefit of larger Enterprise use



Summary of offer: Proof of Concept

Example: Enhance Patient Engagement with Care Coordination Proof of Concept

	Payout	Days of work
Funding Amount	50K	90 Days

Offer	Outcomes delivered
<p>Summary of the offer</p> <ol style="list-style-type: none"> POC is focused on Rapid Implementation of Care Coordination and Data Interoperability Leveraging the Microsoft Health cloud along with modern workplace tools. Care Coordination EMR integration. 	<p>Through this POC the partner will help the produce...</p> <ul style="list-style-type: none"> Care coordination with Microsoft solutions Interaction with Care teams with Teams and Microsoft Health cloud. A 360 view of patient with integration to EMR via Mazik MEDIC Better Patient care at reduced cost and time

Aligned Microsoft Solutions	Aligned Partner Solutions	Other details
<p>Microsoft Cloud for Healthcare Add-on SKU Full-SKU or + dependent Microsoft technologies across Dynamics 365, Power Platform, Microsoft 365 and Azure</p> <p>Industry Priority Scenarios Empower Care Team Collaboration, Improve clinical and operational insights</p>	<p>All MazikCare Modules:</p> <ul style="list-style-type: none"> MazikCare DataFusion http://bit.ly/MGDataFusion MazikCare Care Supply http://bit.ly/MazikCareSupply MazikCare ProviderLink http://bit.ly/MazikProviderLink MazikCare CarePath http://bit.ly/MazikCarePath 	<p>Enter here</p> <p>http://bit.ly/PrimaryCareVid</p> <p>http://bit.ly/CCareVid</p> <p>bit.ly/MazikCovidVideo</p> <p>http://bit.ly/MazikCare</p>



POC agenda and deliverables | Mazik Global

Summary: Deliver care coordination in a rapid implementation

Agenda

Session topic	Format	Length
Solution overview, Analysis	Facilitated discussion	1 Month
Design and build	Facilitated activity	1 Month
Deliver Conference room Pilot- MVP	Guided demonstration	1 Month

Deliverables:

- Detail plan, analysis and build for a Minimal Viable Product
- As useable systems at the end of the project
- Understanding of benefit of larger Enterprise use



Workshop agenda and deliverables | Example

Workshops will be 4-6 hours long and conducted after some initial pre-work has been conducted with input from the customer through surveys and other mechanisms

Agenda

Session topic	Format	Length
Discuss current state, understand current vision and priorities, share broad SC landscape overview	Facilitated discussion	90 minutes
Deep dive into 2-3 components of supply chain based on identified areas of opportunity	Guided demonstration	90 minutes
Uncover opportunities, articulate vision and define tangible next steps	Facilitated activity	90 minutes

Deliverables:

- Workshop Summary (findings and observations)
- High-level prioritized roadmap (improvement opportunities identification , potential value drivers)
- Action plan for next steps

For Launch Blog | Due Tuesday, Oct 13th



Blog submission information (1 of 2)

Services	Partner details	Links to web pages or documents
Functional implementation	When enterprise-level health systems and their teams begin to operate with seamless collaboration and efficiency, the benefits are felt at all levels, from administration to providers and patients. Mazik Global, a long-tenured leader in healthcare tech, has worked on this digital evolution in distinguished healthcare environments globally.	https://www.mazikglobal.com/industries/healthcare/
Data interoperability, governance and management	Mazik Global's Data Fusion Enables frictionless patient care through a unified data platform. Pre-built Integrations – Leveraging HL7 integrations and FHIR standards, MazikCare DataFusion makes clinical data actionable through the Microsoft platform and allows access to data across healthcare organizations. Quickens implementation time for Microsoft applications (Power Platform, Dynamics 365, etc.)	MazikCare DataFusion http://bit.ly/MGDataFusion
Organizational change management, readiness and adoption		
Other services	Patient Care Path -Empower patients to take charge of their health Provider Link - Engage physicians for seamless care collaboration Care Supply - Optimize materials management for precision, value-based care	https://www.mazikglobal.com/mazikcare/
Regions and segments supported	Mazik Global serves the following markets: North America Europe Middle East India Australia	



Blog submission information (2 of 2)

Topic	Partner Details	Links to partner website or assets
Partner solutions that integrate with MSC4H	<p>Built on MSC4H, MazikCare streamlines and unifies each patient record, and enabling care providers to save time and resources. MazikCare is the only platform on the market ready for healthcare businesses from Day 1, offering reduced implementation time, lower total cost of ownership, and accelerated ROI.</p> <p>Mazikcare Care Supply : Optimize materials management for precision, value-based care</p> <p>Mazikcare CarePath: Empower patients to take charge of their health</p> <p>Mazikcare Provider Link: Engage physicians for seamless care collaboration</p> <p>MazikCare Data fusion : Enable frictionless patient care through a unified data platform</p>	<p>http://bit.ly/MazikCareSupply</p> <p>http://bit.ly/MazikProviderLink</p> <p>http://bit.ly/MazikCarePath</p> <p>http://bit.ly/PrimaryCareVid</p>
How partner is innovating during the pandemic	<p>We're working with Microsoft to unburden the health system and give communities peace of mind through better technology. Whether you're in healthcare or any other business, these solutions empower you to improve case reporting, patient triage, safe workplace return, and improve remote work collaboration.</p> <p>COVID – 19 Test Scheduling App : set up test sites and appointment tracking anywhere</p> <p>Return to Work / School : Return to the school / workplace with more confidence.</p> <p>COVID -19 Vaccination Management: Built on MSC4H, This solution will allow scheduling, protocol and tracking of vaccination with complete traceability.</p>	<p>https://www.mazikglobal.com/covid-19/</p> <p>http://bit.ly/MazikCOVIDvideo</p> <p>https://bit.ly/MazikBTWonesheet</p> <p>http://bit.ly/MazikBTSONesheet</p>
How partner enables health providers aligned to the IPS	<p>Enhance Patient Engagement, Empower Care Team Collaboration, Improve clinical and operational insights</p>	
Partner quote about the Microsoft Cloud for Healthcare	<p>As one of the original developers of the Healthcare Accelerator, Mazik Global has teamed with Microsoft from the earliest stages to innovate the way healthcare organizations operate and serve their patients. This relationship has opened up great opportunities for partners like us to rapidly fulfill a variety of customer use cases with our unique, pre-built healthcare applications.</p> <p>Syed Fahad – Corporate Vice President</p>	

For Capabilities Guide | Due Thursday, Oct 15th

Capabilities Guide content can include:

- Services overview
- Partner apps and solutions (including co-sell) aligned to IPS
- Architecture
- Case Studies
- Contact information



Services Overview

Links to web pages or documents

Services	Partner details	Links to web pages or documents
Functional implementation	Mazik Global, a Microsoft Gold Partner and long-tenured leader in healthcare technology. Using our expertise in streamlining business processes, delivery management, and implementing the Microsoft Cloud for Healthcare, we enable healthcare companies to achieve their goals to grow and to benefit in the long-term from the economies of scale our services provide. Because we have proprietary efficiencies built into our processes, we're able to deliver solutions faster than the competition.	https://www.mazikglobal.com/ https://www.linkedin.com/company/mazik-global Visit us on AppSource http://bit.ly/MazikOnAppSource
Data interoperability, governance and management	MEDIC by Mazik provides data interoperability for Dynamics 365 with major EMR applications, allowing healthcare providers to synchronize relevant clinical and financial data between platforms.	http://bit.ly/MGDataFusion
Organizational change management, readiness and adoption	N/A	Links to white papers, web pages, or aligned co-sell ready solutions
Other services	With MazikCare and the Microsoft Cloud for Healthcare you can: <ul style="list-style-type: none"> • Query Patients into target marketing segments by ICD-10 codes, CPT codes, and other Clinical information • Built in automation for health campaigns • View population-Level insights on social determinants of health, weather and more • Decrease episodic health events with Automated Alerts do to environmental conditions. 	Visit us on AppSource http://bit.ly/MazikOnAppSource
Regions and segments supported	Mazik Global serves the following markets: North America India Europe Australia Middle East	



Enhance Patient Engagement

Capabilities (1 +)

Partner solution details

Links to co-sell apps or solution

Virtual health	MazikCare CarePath ensures that no patient or task falls through the cracks, lessening toil on healthcare employees, increasing patient loyalty, and driving patient autonomy. With seamless integration between MazikCare and Microsoft Teams, cross-provider collaboration and virtual patient visits are easy to set up and execute. Providers can also automate insurance validation and billing processes, a win for all parties	http://bit.ly/PrimaryCareVid
Care coordination	Engaged patients are more likely to maintain healthy habits, manage their chronic conditions, and exhibit satisfaction and loyalty. By providing proactive care, healthcare systems satisfy patient demands for personalization while reducing costs of care, boosting operational efficiency, and improving health outcomes for the populations they serve in the short-term and long-term. Among care teams, call centers, registration staff, marketing departments, and billing, patients interact with many departments of a healthcare system. Patient Access focuses on ensuring easy, efficient processes for patients to manage these interactions through self-service experiences, data interoperability, and seamless systems integration.	http://bit.ly/CCareVid
Clinical analytics	MazikCare includes pre-built segmentation for identifying specific patients to target for better care management and ensure proper medical supplies have been ordered.	MazikCare DataFusion http://bit.ly/MGDataFusion
Patient insights Personalized Care	With MazikCare and the Microsoft Cloud for Healthcare you can: <ul style="list-style-type: none"> • Query Patients into target marketing segments by ICD-10 codes, CPT codes, and other Clinical information • Built in automation for health campaigns • View population-Level insights on social determinants of health, weather and more • Decrease episodic health events with Automated Alerts do to environmental conditions. 	http://bit.ly/PrimaryCareVid



Empower Health Team Collaboration

Capabilities (1 +)

Partner solution details

Links to co-sell apps or solution

Virtual health	MazikCare CarePath ensures that no patient or task falls through the cracks, lessening toil on healthcare employees, increasing patient loyalty, and driving patient autonomy. With seamless integration between MazikCare and Microsoft Teams, cross-provider collaboration and virtual patient visits are easy to set up and execute. Providers can also automate insurance validation and billing processes, a win for all parties	http://bit.ly/PrimaryCareVid
Care coordination	Engaged patients are more likely to maintain healthy habits, manage their chronic conditions, and exhibit satisfaction and loyalty. By providing proactive care, healthcare systems satisfy patient demands for personalization while reducing costs of care, boosting operational efficiency, and improving health outcomes for the populations they serve in the short-term and long-term. Among care teams, call centers, registration staff, marketing departments, and billing, patients interact with many departments of a healthcare system. Patient Access focuses on ensuring easy, efficient processes for patients to manage these interactions through self-service experiences, data interoperability, and seamless systems integration.	http://bit.ly/CCareVid
Clinical analytics	MazikCare includes pre-built segmentation for identifying specific patients to target for better care management and ensure proper medical supplies have been ordered.	MazikCare DataFusion http://bit.ly/MGDataFusion
Patient insights Personalized Care	With MazikCare and the Microsoft Cloud for Healthcare you can: <ul style="list-style-type: none"> • Query Patients into target marketing segments by ICD-10 codes, CPT codes, and other Clinical information • Built in automation for health campaigns • View population-Level insights on social determinants of health, weather and more • Decrease episodic health events with Automated Alerts do to environmental conditions. 	http://bit.ly/PrimaryCareVid



Improve Clinical and Operational Data Insights

Capabilities (1 +)

Partner solution details

Links to co-sell apps or solution

Virtual health	Short summary of partner solution and outcomes it helps delivery	Links to application or service on AppSource or Marketplace website
Care coordination	Short summary of partner solution and outcomes it helps delivery	Links to application or service on AppSource or Marketplace website
Clinical analytics	Short summary of partner solution and outcomes it helps delivery	Links to application or service on AppSource or Marketplace website
Patient insights Personalized Care	Short summary of partner solution and outcomes it helps delivery	Links to application or service on AppSource or Marketplace website



Protect Health Information

Capabilities (1 +)

Partner solution details

Links to co-sell apps or solution

Virtual health	Short summary of partner solution and outcomes it helps delivery	Links to application or service on AppSource or Marketplace website
Care coordination	Short summary of partner solution and outcomes it helps delivery	Links to application or service on AppSource or Marketplace website
Clinical analytics	Short summary of partner solution and outcomes it helps delivery	Links to application or service on AppSource or Marketplace website
Patient insights Personalized Care	Short summary of partner solution and outcomes it helps delivery	Links to application or service on AppSource or Marketplace website



ISV Connect Win

D365 Solution: PowerApps

Segment: EDU

Industry: Higher Education

Competition: Survey Monkey, potential homegrown app

Sales cycle: 8 Weeks

Deal Size: \$200K

ISV Connect tier: Standard

Annual Dynamics revenue: (Unknown)

ISV partner: Mazik Global

ISV team: Syed Fahad, John Bowdler

Microsoft team: Jim Chase, Director, Business Applications

Local PDM: Larry Betz

Global PDM: Joseph Corigliano

Date Closed: August 2020



Vanderbilt partners with Mazik Global for go-live of its Back to School solution, bringing students back to campus safely

Customer situation

Vanderbilt University is a private research university in Nashville, Tennessee with an enrollment of over 13K undergrad, graduate, and professional students, and over 23K employees across multiple schools.

As the first COVID-19 cases started appearing on campus, Vanderbilt created a paper-based system to manage and track those on campus with the virus. But it was cumbersome and unorganized, **and they needed help ahead of the fall semester when thousands of students and employees returned to classes.**

Dynamics 365 and ISV solution

Vanderbilt was already a Microsoft customer, but licenses for PowerApps were secured to enable the solution. After that, **implementation was smooth sailing—thanks to the almost turn-key solution that Back to School was built to be.** After a data configuration and a little extra processing power to the PowerApps system (to support such a massive user base), the solution was ready to be rolled out. The system is highly accessible through mobile and desktop devices and will allow all 21K+ users to use its symptom-tracking and tracing capabilities easily. After only a few weeks from exploration to implementation, the Vanderbilt Back to Campus solution went live on August 17.

Co-sell and field insights

Microsoft had different relationships in the account than Mazik Global. They saw the early need to return students to campus safely and the value of a partner with a deep health care background. In addition, **the University is now seeing the value of the Education Accelerator and the CDS on an app delivered to students.**

Why we won

Microsoft's PowerApps offered a more secure environment than others, thanks to Azure's HIPAA conformity. In addition, **Mazik Global brought in its robust, pre-built IP for a rapid 3-week implementation.** Finally, the flexibility of the platform allows the University to expand the functional areas for increased student and faculty safety.



Mazik Global and Microsoft Bring in Johns Hopkins University for Back to School Crisis Management

ISV Connect Win

D365 Solution: PowerApps

Segment: Higher Ed

Industry: Higher Education

Competition: Internal App

Sales cycle: 8 weeks

Deal Size: \$150K

ISV Connect tier: Standard

Annual Dynamics revenue:
\$150K (Mazik)

ISV partner: Mazik Global

ISV team: Syed Fahad, Suresh Krishnan

Microsoft team: Jim Chase,
Director, Business Applications

Local PDM: Larry Betz

Global PDM: Joseph Corigliano

Date Closed: September 2020



[See the Back to School Solution in AppSource](#)

Customer situation

Johns Hopkins University is a private research university in Baltimore, Maryland. It is organized into 10 divisions on campuses in Maryland and Washington, D.C., with an enrollment of over 26K undergraduate students.

Johns Hopkins needed a solution to safely return students and faculty to campus for the fall 2020 semester, during the COVID-19 pandemic. They needed a way to monitor new and existing cases, get early detection of any new cases, and ensure the community felt safe and protected on campus.

Dynamics 365 and ISV solution

Microsoft PowerApps was used to address the customer's pain points and create an easy-to-use, customizable solution. The integration to Epic was a chief priority.

Mazik Global's Back to School solution allows Johns Hopkins' crisis teams to communicate real-time changes to their faculty, students, and staff if or when new cases are reported. Contact tracers have a much easier time organizing and completing caseloads, and decisionmakers access all COVID-19-related data in one dashboard. The system is highly accessible to users through all mobile and desktop devices and will allow all parties to use its symptom-tracking and tracing capabilities easily. It also maintains high security standards due to living on the Azure cloud.

Co-sell and field insights

A Microsoft co-sell accelerated the sales cycle. Mazik Global did not previously have a relationship with the client, but this opportunity opened the door for Mazik and Microsoft for a long-term partnership.

This partnership positions the Microsoft Cloud for Healthcare and the MazikCare Back to School solution within Johns Hopkins, opening up opportunities for the future.

Why we won

Microsoft and Mazik Global engaged early and stayed flexible, understanding that different organizations have a variety of needs and challenges. Partnering with Microsoft gave the client confidence that the tech stack was solid and trustworthy. The Mazik Global solution has the built-in ability to integrate with the school's EMR, Epic. In addition, the technology allows for a secure environment for the data and a very flexible solution that will continue producing ROI into the future.