



Emerging Insights Case Study

Clearsense Data Platform as a Service 2025

Reducing Costs & Increasing Efficiency Through
Accelerated Data Archiving



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As more data and comprehensive technology become available, healthcare organizations are seeking to archive and consolidate historical data from retired legacy solutions. Clearsense's Data Platform as a Service partners with healthcare organizations to provide an application-decommissioning strategy with standardized, accelerated data-archiving processes, enabling healthcare organizations to reduce costs and access data from multiple applications in one place. This case study examines the experience of one of the nation's largest health systems, who is partnering with Clearsense to facilitate a multiyear strategic data-archiving operation using Data Platform as a Service.

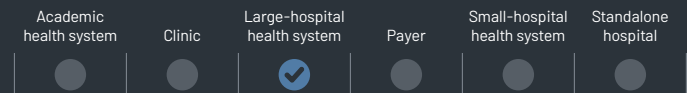
About Clearsense

Clearsense explains: Clearsense revolutionizes data access by driving accelerated archiving at scale, dramatically cutting costs. The cloud-based Clearsense platform unifies clinical, financial, and operational data into a single, fast workspace that integrates with tools like Epic. Organizations can reduce software and support expenses while gaining instant access to historical data within existing workflows. The platform enables clients to bolster security, lower operating costs, and fund strategic IT innovations through capital budget optimization.

A customer explains: "Clearsense is a partner in our application rationalization and data archival program. . . . Thinking about application rationalization as a supply chain all the way through data archival and decommission, the vendor supports us from a services side, sitting as part of that supply chain and production line, and moves things from a disposition on any one application all the way through the archival, which is extraction and ingestion from the source system to the Revive archive that they provide for us." —VP/other executive

Client Interviewed by KLAS

1 KLAS interviewed 1 individual from 1 unique organization live with Clearsense Data Platform as a Service; the organization has 10,000+ beds



Clearsense Data Platform as a Service Client Experience: An Initial Look

The respondent shares that Clearsense was essential in addressing complexity from their legacy systems following an EHR implementation. The organization achieved ROI within months by strategically decommissioning a variety of applications and reducing maintenance costs. Clearsense's support with things like nonstandard data, contract timing, and supply chain execution is seen as vital to project efficacy. The respondent highlights that Clearsense's value lies beyond the archive—the firm's professional services and long-term partnership enable scalable and ongoing application rationalization, especially during mergers. This continuous support was especially critical in streamlining infrastructure, sustaining organizational efficiency, and reducing costs.

Key Insights

Challenges to Be Solved

- **Remaining legacy applications:** After multiple acquisitions and an EHR implementation, over 1,000 legacy applications remained, requiring archival and decommissioning to recover over \$100 million in maintenance costs.
- **Complexity from mergers and acquisitions:** Mergers and acquisitions introduced new systems needing rapid archival and standardization; uncertainty around legacy servers also added to complexity.
- **Security risks and inefficiencies:** Security risks and inefficiencies surfaced due to unclear application ownership and outdated infrastructure of legacy servers.

How Clearsense Worked with the Client to Reduce Friction

- **Standard implementation protocols:** Clearsense deployed standard implementation protocols, including creating environments, provisioning access, and testing the solution.
- **Strategic negotiation advising:** Complexity from contractual timing and termination strategies impacted leverage with legacy vendors; Clearsense advised on strategic negotiation.
- **Partnership with third-party vendors:** Clearsense partnered with third parties to handle nonstandard and proprietary data formats, increasing the speed and effectiveness of the archival process.

Outcomes Achieved Through Collaboration

- **Cost reduction:** The client organization has seen a net annual savings of over \$65 million by retiring 760 legacy applications (thereby reducing maintenance expenses) and is on track to reach their target net savings goal of at least \$100 million by retiring a remaining 250+ applications.
- **Return on investment:** The client organization realized ROI within the first quarter after going live, covering capital investment and sustaining positive returns.
- **Quick scaling and sustained savings:** Executive backing enabled quick scaling and ongoing savings. Progress is regularly reported on to executive stakeholders within the organization.

What Best Practices Can Other Organizations Apply?

- **Value and prioritize professional services:** Recognize that strategic professional services are essential—value comes not from the archive itself but from the full strategic deconstruction of legacy environments.
- **Commit internal resources to ongoing rationalization:** Organizations must dedicate internal resources to maintain ongoing application rationalization, as it is a perpetual need beyond EHR implementation.

Where Client Sees Clearsense's Greatest Value

- **Supply chain execution:** While the archive is a commodity, Clearsense's strategic guidance and supply chain execution across the decommissioning life cycle are the true differentiators.
- **Quick application rationalization:** Clearsense's supply chain—which facilitates quicker application rationalization at scale, especially during mergers and acquisitions—is seen as a strategic imperative for reducing transition costs and improving speed to integration.

Clearsense's Strengths and Opportunities

- **Strengths:** The interviewed client describes Clearsense as nimble enough to respond quickly to the barriers organizations may face while archiving data, enabling them to conduct application rationalization and archival at scale. The respondent also feels that Clearsense's leadership team is very engaged and that their professional services are more effective than those of other archiving vendors who may turn to third-party services firms.
- **Opportunities:** Capabilities within the archive for an expanded array of data types (including niche data types like DICOM and audio files) would be a significant differentiator for the client.

Voice of the Client



"Application rationalization is strategic, and every organization faces it regardless of who they are and whether they are public or private. The strategic move is having a mature application rationalization program that you can execute on start to finish. Also, in today's world, large players are consuming more and more smaller health systems, so merger and acquisition activity is moving forward very quickly. . . . The archive itself is a commodity, but the process and the supply chain become differentiators in mergers and acquisitions. If the organization can take the archival lag time [associated with the transition of services agreements] from 12 months down to 6, that merger or acquisition just became \$20–\$40 million less expensive." —VP/other executive



"We are doing application rationalization and archival at scale. I think another vendor could probably archive a single application in six months. I don't think that is completely unique to Clearsense, but if an organization is doing that at scale like we are and is doing 20–25 applications every three months for six years, that is not something that every vendor can do. I am not sure there is another program in the US that is running at the scale we are. So Clearsense's biggest differentiator is the scale and the velocity they have at scale." —VP/other executive

Clearsense: Company Profile at a Glance

Information provided by Clearsense

Top competitors

ELLKAY, Galen Healthcare, Harmony Healthcare IT, MediQuant

Number of clients

10 Data Platform as a Service clients

Target clients

Hospital systems with \$1 billion+ in NPR

Revenue model

Clearsense sells its technology solution and related services under a SaaS model. Customers enter into a scalable subscription agreement to access the 1Clearsense Platform. They then choose how they want to contract for data-migration and -archiving services. Most select a fixed monthly subscription fee whereby Clearsense commits resources to work on their desired number of concurrent data-migration projects each month. A smaller number of customers select a pay-as-you-go pricing model whereby each project is priced individually based on the work's size, scope, and timing. Additional fees may be charged for other consulting services and/or data storage. This flexible and transparent pricing model ties closely to client-realized value, ensuring strong ROI.

Features and offerings

- **Concurrent archiving:** Ability to archive dozens of applications concurrently to keep a defined pipeline of legacy applications working through the process to accelerate cost takeout.
- **Single unified patient record:** Makes data highly useful as a longitudinal patient record, surfaced in user workflows, including in the live EHR at the point of care.
- **Application portfolio management (APM):** Clearsense provides robust APM expertise, governance, and execution to further drive maximum archival and decommissioning velocity.
- **Maximized cost takeout:** Clearsense's capabilities and partnership enable maximum tracking and realization of cost takeout from decommissioning legacy applications.

What do future clients need to do to be successful with Clearsense?

1. **Assess application inventory**
 - Conduct a comprehensive inventory of applications targeted for archiving
 - Classify them by usage, criticality, data sensitivity, retention requirements, and dependencies
2. **Define data-retention and -access requirements**
 - Determine how long data must be retained for legal, regulatory, and business purposes
 - Identify who needs access, how frequently, and in what format
3. **Engage stakeholders and subject matter experts**
 - Involve clinical, business, compliance, HIM, legal, procurement, operations, cybersecurity, and IT stakeholders early to align on scope, ownership, and risk management
4. **Establish governance and decision-making framework**
 - Set up a governance structure to oversee prioritization, approvals, risk mitigation, and communication
 - Define roles and responsibilities

What are Clearsense's biggest differentiators?

- Clearsense enables faster cost savings through a unique longitudinal active-archiving approach, allowing continuous, concurrent application decommissioning at scale. Unlike competitors with project-based methods, this model accelerates both cost takeout and time-to-benefit across the enterprise.
- Clearsense increases data value with a lakehouse that unifies patient records from multiple sources and integrates them into existing workflows. This drives high adoption across HIM, operations, finance, and clinical areas, enabling providers to access legacy data within the EHR to enhance care and outcomes.

Solution Technical Specifications

Information provided by Clearsense

Cloud environment

AWS

Development platform

Primarily Java and Python; others based on use case

Database environment

All commercial databases supported for clients; Clearsense core platform is based on AWS DynamoDB, RDS, and S3 and Apache Iceberg

Mobile application environment

Our product is not ideal for mobile, but our web application is mobile friendly

Security platform

HITRUST, SOC 2 Type 2

Confidentiality

HIPAA compliant, BAAs

Data encryption

Encryption at rest (AES-256) and SSL/TLS in transit

Integration approach

By any means necessary—there are often no standard protocols in legacy systems, so we have learned to integrate and extract data from standards-based and custom one-off systems

HITRUST certification

YES, r2 and SOC 2 Type 2

AI

AI is currently not built into the product suite, but we are working on an exciting offering on our roadmap

Report Information

Reader Responsibility

KLAS data and reports are a compilation of research gathered from websites, healthcare industry reports, interviews with healthcare, payer, and employer organization executives and managers, and interviews with vendor and consultant organizations. Data gathered from these sources includes strong opinions (which should not be interpreted as actual facts) reflecting the emotion of exceptional success and, at times, failure. The information is intended solely as a catalyst for a more meaningful and effective investigation on your organization's part and is not intended, nor should it be used, to replace your organization's due diligence.

KLAS data and reports represent the combined candid opinions of actual people from healthcare, payer, and employer organizations regarding how their vendors, products, and/or services perform against their organization's objectives and expectations. The findings presented are not meant to be conclusive data for an entire client base. Significant variables—including a respondent's role within their organization as well as the organization's type (rural, teaching, specialty, etc.), size, objectives, depth/breadth of software use, software version, and system infrastructure/network—impact opinions and preclude an exact apples-to-apples comparison or a finely tuned statistical analysis.

KLAS makes significant effort to identify all organizations within a vendor's customer base so that KLAS scores are based on a representative random sample. However, since not all vendors share complete customer lists and some customers decline to participate, KLAS cannot claim a random representative sample for each solution. Therefore, while KLAS scores should be interpreted as KLAS' best effort to quantify the customer experience for each solution measured, they may contain both quantifiable and unidentifiable variation.

We encourage our clients, friends, and partners using KLAS research data to take into account these variables as they include KLAS data with their own due diligence. For frequently asked questions about KLAS methodology, please refer to engage.klasresearch.com/why-klas.

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Our Mission

Improving the world's healthcare through collaboration, insights, and transparency.

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