



 Rollstack × glytec®

## Personalized healthcare data reporting for Client Success

How Glytec automated client data reporting using Rollstack

## Executive summary

The healthcare industry is one of the top three sectors with the most complex data reporting needs. Why is that?

- **Multiple Stakeholders:** Healthcare organizations must cater to various stakeholders, including patients, providers, insurers, and regulators, each requiring different types of data and reports.
- **Data-Driven Decision Making Across the Value Chain:** From patient outcomes and treatment efficacy to financial and operational performance, data informs every stage of the healthcare value chain.
- **Highly Regulated Environment:** Regulations like HIPAA and other compliance standards require detailed, accurate, and timely reporting, making data management even more complex.

As a result, companies often get overwhelmed by data-wrangling, leaving little time for strategic decision-making. AI & analytics solutions like Rollstack have the potential to flip this by allowing teams to focus on business insights and informed decision-making.

For example, Glytec, a leader in glycemic management solutions, struggled with its client reporting process due to time-consuming manual slide deck preparation and scalability challenges as its client base grew. By leveraging Rollstack, Glytec automated its reporting process, generating hundreds of QBR (Quarterly Business Review) PowerPoint presentations and saving 10 days each quarter. This allowed them to scale personalized client business reviews and automatically deliver them to both internal teams and clients.

## Introduction

Healthcare stands as one of the sectors with the highest data reporting needs, with data informing every step of the healthcare journey. Reporting needs span across all departments: research, global development, IOPS, commercial, and G&A. Business units report at various cadences: weekly, monthly, quarterly, and yearly.

Despite significant investments in data infrastructure, a notable disconnect persists between the tools used to analyze data (the Business Intelligence and Infrastructure layer) and where insights are ultimately consumed and utilized by decision-makers (the “consumption” layer): PowerPoint presentations and documents.

As a result, highly paid data analysts often spend 20–30% of their time on manual tasks like copy-pasting charts from Excel, screenshotting business intelligence tools, or manually plugging data to create the decks and documents needed for informed decision-making across the organization.

Thousands of decks are created and shared inside organizations every year, spanning all functions from data and analytics, customer success, finance, business operations, to marketing. The time spent on data and document preparation comes at the cost of deriving meaningful insights, driving client relationships, and making timely strategic and operational decisions. Today, a staggering 85% of the preparation time is spent on data wrangling, leaving only 15% for analysis and insight generation.

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## About Glytec

Glytec is a pioneer in glycemic management solutions, dedicated to improving the quality and cost of care for patients with diabetes and related conditions. Their FDA-cleared titration software and proprietary algorithms power the leading EHR-integrated solution for personalized insulin dosing and diabetes management. Glytec's innovative technology helps healthcare leaders and clinicians optimize glycemic management in the hospital and beyond.

### Glytec's challenge

Glytec faced several challenges in their client reporting process:

- + **Inconsistent Reporting:** Lack of standardized templates led to variability in report quality and presentation.
- + **Time-Consuming Processes:** Extensive manual effort was required to compile and customize reports for each client.
- + **Scalability Issues:** As the client base grew, the existing reporting processes became increasingly unsustainable.

Clayton Maike, Vice President of Strategy & Growth Enablement at Glytec, sought a solution to help Customer Success teams concentrate on what they do best: fostering client relationships and driving growth.

### Data stack



Data transformation:  
dbt



BI tool:  
Tableau



Presentation tool:  
Google Slides / Google Docs



Reports generation:  
[Rollstack](#)

### Key result

Using Rollstack, Glytec's team achieved impressive results:

- + **Created 50+ client decks in less than 4 hours**, a task that previously took **5-10 days of work per quarter**
- + Developed templates while maintaining the ability to **personalize reporting for each client's needs**
- + **Scaled client reporting** across 10 team members



Rollstack has transformed our client reporting process. We've gone from spending weeks on manual data compilation to generating personalized, high-quality reports in just hours. This efficiency gain allows our team to focus more on strategic client interactions and less on data wrangling.



**Clayton Maike**  
Vice President, Strategy & Growth Enablement, Glytec

## The solution

Rollstack was the ideal solution for Glytec's reporting challenges. It enabled the Customer Success and Operations teams to leverage their existing Tableau assets without the need to rebuild or overhaul their current systems. By using Rollstack, Glytec's team created tailored templates for each client segment and utilized Rollstack's scalable creation features to generate personalized client reports efficiently each quarter. This automation not only expedited the reporting process but also ensured accuracy and consistency across all client communications. Key benefits included:

- + **Automated Reporting:** Fully automated the quarterly reporting process, eliminating manual data wrangling and reducing errors.
- + **Efficiency Gains:** Reduced report preparation time from weeks to just a few hours each quarter.
- + **Personalization at scale:** Maintained the ability to personalize reports to meet specific client needs while standardizing the overall format.

What used to take teams weeks of work per quarter was reduced to a couple of hours, freeing up valuable time for strategic analysis and client engagement.

## Conclusion

The potential of automation and AI in Healthcare is immense, allowing teams to focus on their core competencies and make informed decisions by serving clients, executives, leadership, and operators with the data they need, when they need it, and in their preferred format.

Tools like Rollstack represent a significant step towards true self-service in data reporting and analysis. By automating routine tasks and streamlining the reporting process, healthcare organizations can redirect their resources towards deriving meaningful insights, improving patient outcomes, and driving innovation in the industry.

As the healthcare sector continues to evolve, embracing solutions that enhance efficiency and data-driven decision-making will be crucial. Glytec's success with Rollstack demonstrates how technology can empower teams to deliver personalized, high-quality reporting at scale, ultimately contributing to better healthcare delivery and outcomes.

## Gain a competitive advantage by becoming data-informed

Founded and led by an experienced team of enterprise data leaders, Rollstack is on a mission to transform the world of analytics, reporting, and data-first decision making. By creating an intelligent automation layer between data sources and presentation platforms, Rollstack empowers organizations to automate their reporting processes, eliminate inefficiencies, and drive data-driven decision-making.

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## What customers say about Rollstack



Rollstack has been a great addition to our toolkit, significantly reducing time spent on slide creation and allowing greater focus on strategic work. Even after just a few months, the time savings are undeniable.



**Michael McElvaney**  
Strategic Finance  
Director, SoFi



Rollstack is playing a key role in our journey to becoming a truly data-driven company, making the process smooth and easy with its user-friendly interface and automation features.



**Joe Rodriguez**  
Senior Director, Marketing  
Technology, ProMach



There was always friction in the last step where data needed to be copied from dashboards into slides. Rollstack helped eliminate that friction for an important set of presentations we produced. Its very satisfying to create executive ready presentations from massive datasets in a scalable way with zero human intervention.



**Brian Geier**  
Vice President, Business  
Intelligence, Recurly



# Rollstack

Automate healthcare storytelling with data

[www.Rollstack.com](http://www.Rollstack.com)

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