

Druid and Welbe

A B2BC solution for Mexican primary health assistance.



Executive Summary

Welbe is a startup hosted in Mexico that helps companies to take care of their employees' health by making primary and secondary medical services affordable, easy to access and trackable. The corporate health management platform, combining data intelligence and technology to automate the management of corporate health plans and ensure savings and reduction of operational work.

Customer Challenge

Companies face many challenges in caring for the health and well-being of their employees. In Mexico, the absenteeism rate is around 7.5% causing loss of productivity estimated at up to 40%. There is an inability to apply preventive actions supported by data and trends, in addition to an increasing difficulty in reducing medical leaves. Many of these companies still live with the risk of occupational diseases caused by poor case management and the return to work assessments.

An organized data repository that offers varied views on the employee's health history is one of the main factors in making good decisions, generating value, and overcoming aforementioned challenges.

Partner Solution

Druid developed a data analytics solution for Welbe based on AWS managed services to leverage employees' medical data. Clinical records and health histories follow a workflow that drives collection, storage, processing, and availability for consumption and analysis. The architecture design ensures environment maintainability, scalability, and reliability. These attributes generate savings and value for Welbe and its partners.

Part of this solution relies on AWS Glue ETL services. Using native crawlers and DynamoDB source tables, metadata are collected and registered. With this metadata in its catalog, AWS Glue can read, process, and store the result in the S3 service. Result data is saved in parquet format files, ensuring use flexibility, cost optimization, and query performance.

Finally, the processed data is query-ready in a table format. Thanks to the Glue catalog, responsible for storing the metadata. Finally, users can read data in Athena using SQL syntax. Or even visualize it in reports and dashboards in Quicksight. The entire flow is orchestrated by Glue workflows, ensuring that information is updated and made available as often as necessary.

About Druid

Druid is a technology company established in 1998 focusing on the development and integration of complex, high performance, and scalable systems.

We have delivered successful projects to dozens of customers. Our high skilled team already delivered more than 500 projects.

Since 2019, we are focusing on the AWS Cloud, enabling our clients to overcome the limitations of traditional on-premises business applications and unlock the power and flexibility of Cloud.



Results and Benefits

Welbe were able to build 10 dashboards in just a month, transforming all the data received from patients' medical history, consultation, and exams in information to the companies. Companies that before were blind, with no clue about the real health condition of their employees, now have all the tools to create and improve prevention programs, return to work assessment, fulfill government norms, and forecast medical expenditures. As a result, with a simple demo section Welbe is now able to amaze companies, greatly shorten its sales length.

With Welbe's migration to the AWS cloud, it was possible to fully develop and improve the I.B. platform. They started 2020 with 11 customers and ended the year with 30. In addition, they reached the milestone of more than 190,000 lives registered on their platform.

Conclusion

As a young startup, Welbe is looking to scale rapidly, focus on data and analytics, and building a digital organization. Together, Druid and Welbe, developed a healthcare platform that could meet the needs of employees and employers in record time. Those capabilities became the backbone for the company to become one of the fastest growing and double the number of customers in one year. We jointly make decisions and are proud of the true partnership we have created.