



ASTRODATA

ASTRODATA · COMPANY OVERVIEW

DATA AND AI TRANSFORMATION THAT MOVES AT THE *SPEED OF YOUR BUSINESS.*

A US-based senior data and AI consultancy. Senior-to-principal practitioners, pod-based delivery, modern data stack mastery, and the discipline to choose what fits your problem instead of selling you our defaults.

PARTNER STATUS

Snowflake, Anthropic,
AWS, Omni

BENCH

Principal-architect-led
pods, no juniors
fronting work

ENGAGEMENT

Advisory ·
Codevelopment ·
Turnkey

A SENIOR TEAM BUILT FOR THE DATA + AI INFLECTION POINT.

A US-based boutique consultancy specializing in data engineering, analytics engineering, ML, and software development. We work with clients who treat the data layer as a product, not a utility.

Senior-to-principal practitioners only. Pod-based delivery. Every engagement is led by at least one principal architect, with no juniors fronting client work. We have scaled materially over the past year, and the bench now reaches across architects, AI engineers, analytics engineers, and software engineers, but the model has not changed: the people on the proposal are the people doing the work.

Backed by deep partnerships with Snowflake, Omni, dbt Labs, and Anthropic, giving clients direct access to platform expertise and product roadmaps.

HANDS-ON LEADERSHIP

Backed by a senior bench of architects, AI engineers, analytics engineers, and software engineers, but engagements are led by these three.

CO-FOUNDER

DAVID
STOCKER

Product strategy,
embedded analytics,
AI implementation.

CO-FOUNDER

SPENCER
TAYLOR

Data strategy, data
applications,
infrastructure.

PRINCIPAL ARCHITECT

JOHNATHAN
BROOKS

Enterprise data
platforms, AI/ML
systems, data
engineering, security.

END-TO-END EXPERTISE FOR BUILDING INTELLIGENT DATA PRODUCTS AND AI APPLICATIONS.

Five capabilities, each delivered by a principal-led pod. We mix and match these against your problem; we do not push a fixed playbook.

01

ADVISORY

Strategic guidance on data architecture, AI readiness, and platform selection. We work alongside your leadership and technical teams to cut through vendor noise, align your data strategy to business outcomes, and build a roadmap you can actually execute.

02

ANALYTICS & AGENTIC AI

From foundational data modeling to LLM-powered agentic workflows, we help enterprises activate their data and turn insight into action.

03

DATA ARCHITECTURE & ENGINEERING

Design, build, and operationalize the modern data pipelines and products your business depends on. Built for scale, reliability, and long-term ownership by your team.

04

DATA MONETIZATION

We turn your data into a product your customers actually use. From semantic layer to polished UI, we design and engineer embedded analytics experiences that drive adoption, retention, and revenue.

05

DATA MIGRATIONS

On-premise to cloud and cloud-to-cloud migrations executed with zero-compromise data integrity. We move your data infrastructure forward without disrupting what's already working.

WHAT “AI ENABLEMENT” ACTUALLY LOOKS LIKE AT ASTRODATA.

Five kinds of work, each grounded in a real client deployment or in our own internal delivery practice.

01

REINVENT

Help your business move from AI-curious to AI-native. We work with leadership to map where AI creates real leverage in your operations, design a phased roadmap your team can execute, and stand up the data foundations, governance, and patterns that make every downstream AI investment compound.

02

CONVERSATIONAL ANALYTICS ON A TRUSTED SEMANTIC LAYER

Talk with your data to explore your business opportunities and risk, based on a trusted and well-governed semantic layer.

OMNI AI · SNOWFLAKE CORTEX · CUBE

03

LLM-ASSISTED DATA ENGINEERING

At-scale value standardization, semantic search and retrieval, AI-assisted data quality. Where rules and ML alone fall short, LLMs handle the long tail.

ANTHROPIC · DBT · SNOWFLAKE

04

CUSTOM EMBEDDED AI EXPERIENCES

Conversational interfaces inside customer-facing apps, letting end users analyze, decide, and act in natural language, with the same metric definitions whether they're in a dashboard or a chat.

05

AI IN OUR OWN DELIVERY

Claude-driven custom point solutions tailored to specific business workflows. We use AI to ship faster, document better, and deliver more value per pod.

CLAUDE CODE · INTERNAL TOOLING

05 · MODERN
STACK & LOGOS

WE WORK IN THE MODERN
DATA STACK, AND WE HAVE THE
PARTNER STATUS TO PROVE IT.

A curated set of partnerships, not a logo wall. Each represents real
production work, not just a marketing relationship.



ANTHROPIC

omni



ASTRONOMER



06 · INDUSTRIES
WE KNOW

DEEP VERTICALS, REAL DOMAIN CONTEXT.

Healthcare is our deepest vertical and the case studies that follow
lead with it.

HEALTHCARE

[ANONYMIZED]

HIPAA / SOX-
GRADE ·
VALUE-BASED
CARE ·
PROVIDER
SEARCH ·
TELEHEALTH

SAAS

[ANONYMIZED]

CUSTOMER-
FACING
ANALYTICS
PRODUCTS ·
MULTI-TENANT
DATA
PLATFORMS

DIGITAL
MARKETING

Dolabra Digital

SERVER-SIDE
TAGGING ·
MARKETING
DATA MARTS ·
MIX MODELING

MEDIA

[ANONYMIZED]

SUBSCRIBER
DATA ·
ENGAGEMENT
SIGNALS ·
AD-TECH
INTEGRATION

THREE ENGAGEMENTS THAT SHOW HOW WE DELIVER.

The unglamorous foundation work AI actually depends on, end-user-facing AI in production, and conversational analytics applied to the backbone of mid-market business.

CASE 01

[TELEHEALTH SAAS PROVIDER]

LARGEST VIRTUAL CARE
COMPANY IN THE US

THE CHALLENGE

[TELEHEALTH SAAS PROVIDER] was building **[ANONYMIZED]**, a unified, governed, AI-ready enterprise data platform, and needed to consolidate data from disparate source systems while accelerating delivery without sacrificing security, SOX compliance, or HIPAA controls.

WHAT WE DID

- ▲ Stood up the [ANONYMIZED] foundation in infrastructure-as-code: Snowflake, dbt, Astronomer / Airflow, Cube semantic layer, with [ANONYMIZED]-as-a-Service patterns for rapid onboarding of new pod domains
- ▲ Released thousands of staging models and 40+ governed dimensions and facts in the first months
- ▲ Established the metadata capture, semantic patterns, and data contracts required to power conversational AI-driven analytics on [ANONYMIZED]
- ▲ Delivered SOX- and HIPAA-aligned architecture with end-to-end audit trails, controls documentation, RBAC, and CI/CD across all platforms
- ▲ Onboarded 20+ active dbt contributors across multiple pods; rolled out PagerDuty, runbooks, and tiered incident response

OUTCOME

[ANONYMIZED] platform launched with foundational infrastructure, modeling, semantic layer, and production

support in approximately four months. Foundation now in place for self-service, AI-driven analytics across Finance, HR, and product analytics.

[TELEHEALTH SAAS PROVIDER] is the proof that we know how to do the unglamorous work AI actually depends on, governed semantic models, captured metadata, trusted lineage, at enterprise scale, in a regulated environment.

CASE 02

[HEALTHCARE SAAS PROVIDER]

LEADING PROVIDER DATA &
PATIENT ACCESS PLATFORM

THE CHALLENGE

[HEALTHCARE SAAS PROVIDER]'s existing provider search was structured-filter-based. Patients describe needs in natural language ("I need someone who can help with my teenager's anxiety and takes my insurance"), but the legacy UI couldn't bridge that gap. [HEALTHCARE SAAS PROVIDER] wanted to know if generative AI could improve search relevance without disrupting their existing application stack.

WHAT WE DID

- ▲ Delivered a functional, end-to-end Generative AI provider search chatbot embedded in [HEALTHCARE SAAS PROVIDER] Connect for Payers
- ▲ Built JS-injectable so it dropped into the existing UI with no engineering rework, with theming flexibility and message history
- ▲ Integrated with [HEALTHCARE SAAS PROVIDER]'s provider APIs and ranking logic so results reflect specialty, network, and availability

OUTCOME

Patients can describe what they need in plain language and receive ranked, relevant provider matches. Proven path from "is GenAI viable here?" to a production-quality user-facing feature, with documentation and roadmap for full MVP rollout.

Real users, real stakes, real production constraints, and a provider search experience that finally meets patients where they actually start the conversation.

CASE 03

[ERP SAAS PROVIDER]

INFOR SYTELINE ERP PARTNER
• ~400 MID-MARKET
MANUFACTURERS

THE CHALLENGE

ERP data is rich (sales, orders, inventory, customers, demand signals), but their customers' operators don't speak SQL or BI. [ERP SAAS PROVIDER] wanted a customer-facing analytics product that lets operators ask questions of their business in natural language and explore answers without waiting on an analyst.

WHAT WE ARE BUILDING

- ▲ A branded multi-tenant web portal in React, surfacing packaged "Intelligence" applications per tenant
- ▲ Snowflake + dbt foundation with a multi-tenant data model that respects per-tenant SyteLine ERP customizations
- ▲ Omni-embedded analytics with a governed semantic layer, same metric definitions in dashboards or in conversational AI
- ▲ Conversational AI as a first-class interaction model: ask questions, set alerts, explore margin and on-time delivery, run forecast modeling and resource planning

OUTCOME (IN FLIGHT)

MVP Phase 1 in active build under signed SOW (DCR-SOW-002, April 2026). Establishes a foundation [ERP SAAS PROVIDER] can extend across their full ~400-customer base, turning a static legacy reporting product into a modern conversational analytics offering.

Conversational AI applied to the unglamorous backbone of mid-market business. A textbook data monetization play: customer data, made into a product their customers will pay more for.

THREE FLEXIBLE WAYS TO WORK WITH US.

Pod model means at least one principal-level architect leads every engagement. Engagement type is matched to the work, not the other way around.

MODE 01

STRATEGIC ADVISORY

When the problem is ambiguous

- ▲ Architecture guidance and platform selection
- ▲ AI readiness assessment
- ▲ Data strategy aligned to business outcomes
- ▲ Vendor evaluation, untangled

MODE 02

CODEVELOPMENT
/ RETAINER

When the initiative is ongoing

- ▲ Pods of senior practitioners embedded with your team
- ▲ Scaling up and down quarter to quarter
- ▲ Joint ownership of architecture and delivery
- ▲ Long-term knowledge transfer to your team

MODE 03

TURNKEY
DEVELOPMENT

When scope is well-defined

- ▲ Fixed scope, fixed quote, delivered within
- ▲ Greenfield platform builds and migrations
- ▲ Customer-facing AI features and embedded analytics
- ▲ Hard handoff with documentation and runbooks

THE DIFFERENCE IS IN OUR APPROACH.

Outcomes, not deliverables. Whether it's monetizing a new product or recovering engineering capacity, we track to business value.

PILLAR 01

SENIOR EXPERTISE

Senior-to-principal practitioners only. No juniors fronting client work, no leveraged team behind a partner.

PILLAR 02

TAILORED SOLUTIONS

Engagement model and team composition matched to the work, not a fixed playbook. We tell you when our defaults don't apply.

PILLAR 03

MODERN STACK MASTERY

Anthropic, Snowflake, Omni, dbt, MotherDuck, Astronomer, and the discipline to choose what's right for your problem.

PILLAR 04

MEASURABLE ROI

Outcomes, not deliverables. We track to business value: revenue, recovered capacity, monetized data, faster cycle time.

"Astrodata has been an exceptional partner, hitting the ground running from day one. We know we can rely on Astrodata to get things done."

, DANIEL MCCAFFREY · PARTNER & CDO, DOLABRA DIGITAL

We have shipped SOX-compliant delivery on Snowflake / dbt at [TELEHEALTH SAAS PROVIDER] scale, and we run our own house with the same discipline.

- | | |
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| ▲ US-based full-time staff; company-issued laptops; MFA enforced; endpoint encryption by default | ▲ No subprocessors; no Astrodata-hosted client data |
| ▲ Policies and procedures aligned with SOC 2 expectations | ▲ Documented IRP, Risk Management Program, and AI Use & Responsible AI Policy |
| ▲ Annual security training; secure deprovisioning; vendor and subprocessor controls | ▲ Demonstrated SOX-compliant delivery on Snowflake / dbt at [TELEHEALTH SAAS PROVIDER] scale |

Full Security Overview 1-Pager available on request. privacy@astrodata.us security@astrodata.us

LET'S TALK

READY TO TRANSFORM YOUR BUSINESS WITH AI?

Schedule a consultation with our senior architects. We'll start with the problem, not the platform, and we'll tell you honestly what shape an engagement should take.

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