



Do what matters

# Future-proof your data estate for the AI era with Databricks and Avanade

Strengthen your data strategy  
and unlock your AI ambitions





## A challenging landscape leads to new opportunities

It's no secret that AI thrives on data. But for many mid-market organizations—the nimble innovators and growth optimizers in the \$500 million to \$5 billion turnover range—harnessing data to create maximum business value remains a challenge.

**85%**

are concerned about losing their competitive edge by failing to keep up with AI

Those that take control of their data gain a powerful competitive edge, allowing them to scale their ambitions and keep pace with the speed of AI innovation.

But to get there, mid-market organizations must tackle a number of factors standing in their way:

- Outdated processes and technologies, from the limitations of legacy software to disconnected, on-premises data storage
- Overburdened teams unable to drive and scale AI
- Over-reliance on IT and specialized data teams to find insights from analysis
- Lower levels of digital maturity and in-house data, analytics and AI skillsets
- Inability to move projects beyond proof-of-concept stage
- A crowded marketplace making it difficult to identify the right vendor for unique challenges

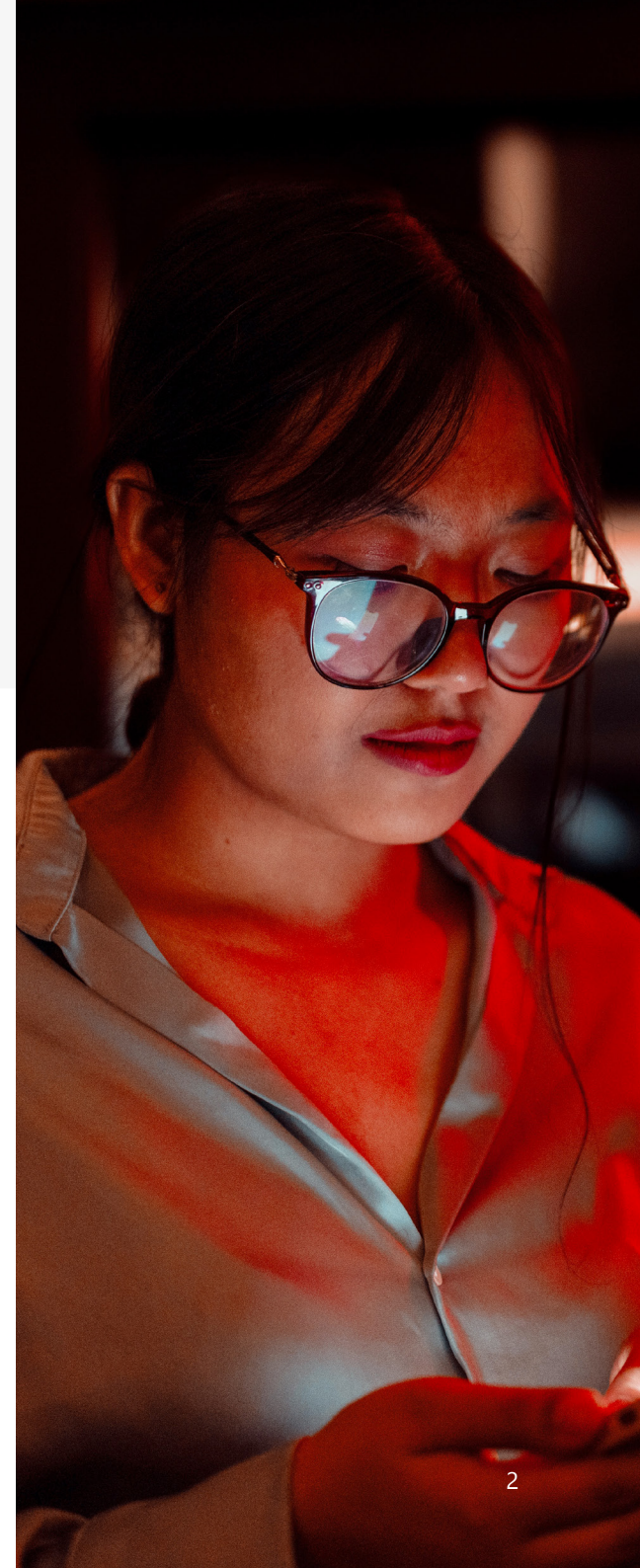
**48%**

are still developing their business case

**44%**

are stuck at proof-of-concept stage

The good news is, there's an ideal platform for overcoming these obstacles, delivering the tooling to accelerate value and build a modernized data ecosystem: Databricks. And with the support of a trusted partner like Avanade, it can help businesses like yours unlock data value at speed.



# One platform, untold data potential

Databricks and its lakehouse architecture help you access, organize, protect, and create value from, disparate sources of data. It's optimized for democratizing data—creating a unified, single source of truth that's accessible to all, and allowing teams across the workforce to benefit from data and power AI. Plus, Databricks' powerful Data Intelligence Engine understands what makes your data unique, so your teams can form a seamless foundation for all data, governance and AI on a unified single platform. Put simply, Databricks is the glue that holds a data strategy together. Here's how:



## Real-time insights

Flexible classification of event-based, streaming or low-cost batch workflows.



## Migration at speed

Rewrites code and scans metadata, accelerating migration to modern data intelligence platforms.



## Simple operation

Point-and-click simplicity helps move files in delta format without additional setup.



## Controlled costs

Pay-for-what's-used model simplifies spend adjustments and oversight of finances.

The platform is built on a lakehouse foundation, which combines data warehouse and data lake architectures with a layer of built-in governance. This approach uncomplicates data estates, enabling the analysis of all kinds of structured and unstructured data, eliminating silos and keeping data under control. Its many advantages include:



## Affordable storage

Cloud storage is cost-effective, maximizing tight budgets.



## Faster decision-making

Incremental change processing drives lower latency for accelerated access to insights.



## Scalable compute

Extensible, future-proofed compute, ideal for scaling with the AI era.



## Advanced workload support

Processes high-volume workloads through Photon, Databricks' Apache Spark-compatible next-generation engine, supporting advanced computation and machine learning-powered analytics.



## Long-term visibility

Schema, asset transactions and visibility of value changes over time.

# Unified governance through Unity Catalog

A significant challenge facing mid-market organizations is data governance and lineage. And without clear and reliable access to trustworthy data, it can feel impossible to fuel AI capabilities and ambitions.

After all, you can't build value if your data is inaccessible, poorly organized, low quality, siloed or unsecured. And with leaner teams and fewer resources, how can users discover where their data comes from, and how it's being used?

## With Unity Catalog built in, Databricks provides the answer.

It's a unified and open governance solution, allowing you to streamline the governance of structured and unstructured data in any format and across any cloud or platform. Fundamentally, it's the key to understanding your data and utilizing AI effectively—ensuring traceability, accuracy and proper access for AI systems.

By partnering with Avanade, you'll get step-by-step Databricks setup support and training, helping you maximize your data's potential with:

### The ease-of-use advantage

- **Tailored data governance strategy and roadmap**, ideal for organizations without large IT teams
- **Simplified design** provides familiar tables and views, and access to unstructured files for Data Science teams—perfect for handling complex privacy scenarios without the need for additional IT support
- **No need for additional Unity Catalog training**, allowing you to scale up and create valuable insights from data more quickly

### Improved governance efficiency for smaller teams

- **Clear chain of relevant contacts** accelerates communications
- **Reduces admin burden** through tracking auditing controls and requirements
- **Frees up resources and expertise**, letting teams spend less time managing data and more time unlocking value from it

### Streamlined access for data specialist tasks

- **Teams can access unstructured data stored in files** consistently and securely
- **Increased trust**, through better transparency with a clear provenance trail of who created data and what processes were followed

### Integration with existing solutions

- **Works seamlessly with existing identity solutions** to maximize previous investments
- **Makes it easier to manage and utilize data** when deployed together with Microsoft Purview, with clear visibility and detailed tracking built in



## New partnership, new possibilities

Databricks and SAP have [announced](#) a strategic collaboration—unlocking an incredible opportunity for customers to leverage existing SAP data stores through Databricks. This opens up a new world of unified data with existing SAP analytics now able to encompass a business' entire data estate—providing a significant advantage to those who embrace it.

With the ability to de-silo SAP data and combine it with other sources, you can now access advanced analytics workflows that would otherwise be impossible in a SAP-only environment. This approach can radically increase project efficiency, providing shorter timelines that improve ROI and allow valuable work to start more quickly.

And with a Data Serving Connector Service, zero-copy access is also available, without the lengthy process of migrating or extracting SAP data directly. This can then be viewed through Unity Catalog inside Azure Databricks, for comprehensive analysis and integration with other data sources.

At Avanade, we can help you look beyond your SAP data through our deep knowledge of Enterprise Resource Planning systems. And with our support, you can realize your data goals at scale and speed to harness maximum value from the data and platforms you're already using.

### **KYOWA KIRIN**

#### **Real-world Databricks success: Kyowa Kirin International (KKI)**

Global health and wellbeing firm KKI was struggling with data that was siloed and unstructured, making it difficult for employees to access its true value. Working alongside Accenture and Microsoft, we helped KKI leverage Databricks for a full data transformation, delivering a solution that allowed for seamless data integration and analysis while empowering employees with accelerated, data-driven decision-making.

[Get the full story](#)



## Providing AI tools with the very best data

AI models are only as good as the data that feeds them. And to harness their true value for decisions your organization can trust, you need processes and platforms that can effectively and safely train the models.

Through the power of MosaicML, a leading generative AI platform, Databricks integrates with all Azure machine learning tools to deliver more streamlined projects. But its value goes beyond functionality. Your teams can also benefit from an end-to-end approach that's enhanced by governance and

compliance guardrails, making it easier to ensure that AI training data isn't biased or contains sensitive information, and that the models react appropriately to users when deployed.

Whether your teams need raw, unstructured data or an audit trail of data origins, Databricks can provide flexible analytics capabilities spanning from data ingestion to utilization. Ensuring you can stay compliant by accelerating AI initiatives and unlocking their value faster.

### PageGroup

#### Real-world Databricks success: PageGroup

Specialist recruitment business PageGroup wanted a data platform that could improve access and ensure governance alignment for users of its bespoke AI tools. After partnering with Avanade and Databricks, it was able to seamlessly govern structured and unstructured data in any format across its multi-cloud environments, enabling access, search and discover for users and centralized security for admin teams.

Get the full story



## Discover Databricks at work

Every industry faces its own data challenges. And whether it's confidentially handling personally identifiable information, ensuring regulatory compliance or delivering oversight of data interactions, Databricks can help. Explore how we've been using it to assist mid-market organizations from a range of industries:



### Aviation

Enhanced flight operations were the target of this client project. And with an Avanade-implemented Databricks deployment, the airline was able to compare actual and predicted plane landing times with the data received from its own sensors.

These insights were then leveraged to create models for predicting flight delays and their subsequent impact on ticket sales and revenue.



### Financial services

Avanade used Databricks to build a new credit card lending platform for a credit union.

With a huge array of different customers, systems and transactions all providing data in different formats and frequencies, an effective way of managing the system was essential, making Databricks the natural choice.



### Healthcare

The highly regulated healthcare industry handles a lot of sensitive patient data which needs to tie seamlessly into claims and billing processes.

Bringing these disparate data domains together to create products, produce analytics reports and inform machine learning is something Databricks is easily able to support.

**Explore all our Databricks Brickbuilder solutions.**

Discover industry-specific accelerators



## Accelerating across industries with Databricks Brickbuilder solutions

Avanade's Databricks Brickbuilder solutions are designed to help organizations quickly tackle common industry challenges.

### Control Tower

- 2–3x faster modelling of scenarios and supply chain impact
- Dynamic credit line adjustment
- Over 10% ROI and 10–12% increase in sales (CPG Control Tower)

### Risk Management

- Agile risk modelling for governance
- Historic data analysis and continuous risk assessment
- Streamlined model compliance and data transparency

### Intelligent Health

- Personalized data journeys for patients
- Continuous collaboration for teams
- Access to data across patient lifecycle for better interoperability and insights



## Practical, powerful and full of potential

At Avanade, we work hard to understand your world. Helping you access the solutions that are ambitious enough to unlock your potential, and agile enough to move at your pace.

Our in-house Databricks experts have vast experience overcoming data challenges for mid-market organizations, and they're ready to help you realize the value of your data at the scale and speed that works for your unique business.

We focus on your use cases, providing you with a Databricks deployment that's crafted around your goals. And through end-to-end oversight and deep expertise, we'll help you gain better knowledge of your competitors, customers and business operations—unlocking the data insights that keep you ahead in a competitive landscape.





# We're true databricks specialists

**2,000+**

Databricks-Engineers trained

**60+**

Databricks technical champions, more than any other Databricks partner



Thousands of Databricks projects delivered to date

**6x**

Databricks-Global Partner of the Year

**5**

Databricks-projects go live every day for our partners



Largest global Databricks practice across all Systems Integrators and consulting firms worldwide



Home to the Databricks League, a large and growing community of Databricks experts



Industry-specific and agnostic accelerators available



Specialized data migration factories powered by proprietary accelerators

**5,000+**

clients across the globe in every industry

**82** locations across

**26** countries served

**19x Winner**

Microsoft Global SI Partner

**60,000**

Microsoft Certifications, more than any other Microsoft partner



In-house Center of Excellence



# Get started today

Find your Databricks sweet spot  
with Avanade

Transformational or tactical, big or small, we're ready to help you chase your AI ambitions and unlock the data insights that can help you reach them. Here's how to get started:

Find out more about transforming your data estate with Avanade and Databricks, and get in touch with one of our experts here: [avanade.com/databricks](https://avanade.com/databricks)

Or visit [avanade.com/ai](https://avanade.com/ai) to learn more about how we can support your AI projects.

Avanade is the world's leading expert on Microsoft. Trusted by over 5,000 clients worldwide, we deliver AI-driven solutions that unlock the full potential of people and technology, optimize operations, foster innovation and drive growth. As Microsoft's Global SI Partner we combine global scale with local expertise in AI, cloud, data analytics, cybersecurity, and ERP to design solutions that prioritize people and drive meaningful impact. We champion diversity, inclusion, and sustainability, ensuring our work benefits society and business. Learn more at [www.avanade.com](https://www.avanade.com)

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