

# Data Engineering – The Big Unlock

**DEEPAK MANJAREKAR**

Global Business Head - Data



# Three forces are rewriting how data engineering work is bought, built, and priced.



## Technology landscape

FROM *AI pilots*

→ Production at scale

FROM *Data pipelines*

→ Agent-ready context

FROM *Manual operations*

→ Agentic + human-in-loop



## Buying patterns

FROM *Multi-year programs*

→ Outcomes in quarters

FROM *Time & materials*

→ Outcome & usage pricing

FROM *Staff augmentation*

→ Day-1-ready IP



## Client expectations

FROM *“Tell me”*

→ “Show me” proof

FROM *Platform-first builds*

→ Domain-led outcomes

FROM *Best-effort governance*

→ Audit & lineage by default

Every shift rewards IP, Agents, and Outcomes — and punishes hours, headcount, and slideware.

*Coforge Data Services rebuilt itself for last 18 months to tackle the “Shift”*

At Coforge we saw this “Shift” coming, around 18 months back and think it’s a tailwind and an immense opportunity for growth!



## Compounding Value

*The path we chose 18 months ago*

- Price the AI's output, not the hour
- Revenue decoupled from headcount
- Margins expand as cost-to-serve falls

As a result, we actively built an **Agent first, AI Native, Cloud Agnostic, Composable Innovation Platform** called **Coforge Data Cosmos™**



# Coforge DATA COSMOS™

**122+ Data Assets**

Within 5 Domain Galaxies  
(Vertical Demand Patterns)

**68+ agents**

Purpose Built Agents in AI led  
newer business workflows

**52+ projects**

Real Client Deployments  
With tangible value delivered

## Data Cosmos Innovation Platform The Engine that makes IP-leverage possible

*One platform. Many domain-led solutions.*

*The asset that makes Agentic, AI-first, Cloud Agnostic Data Solutions Real for our Clients.*



## Welcome to Coforge Data Cosmos

Pick your profile to continue.

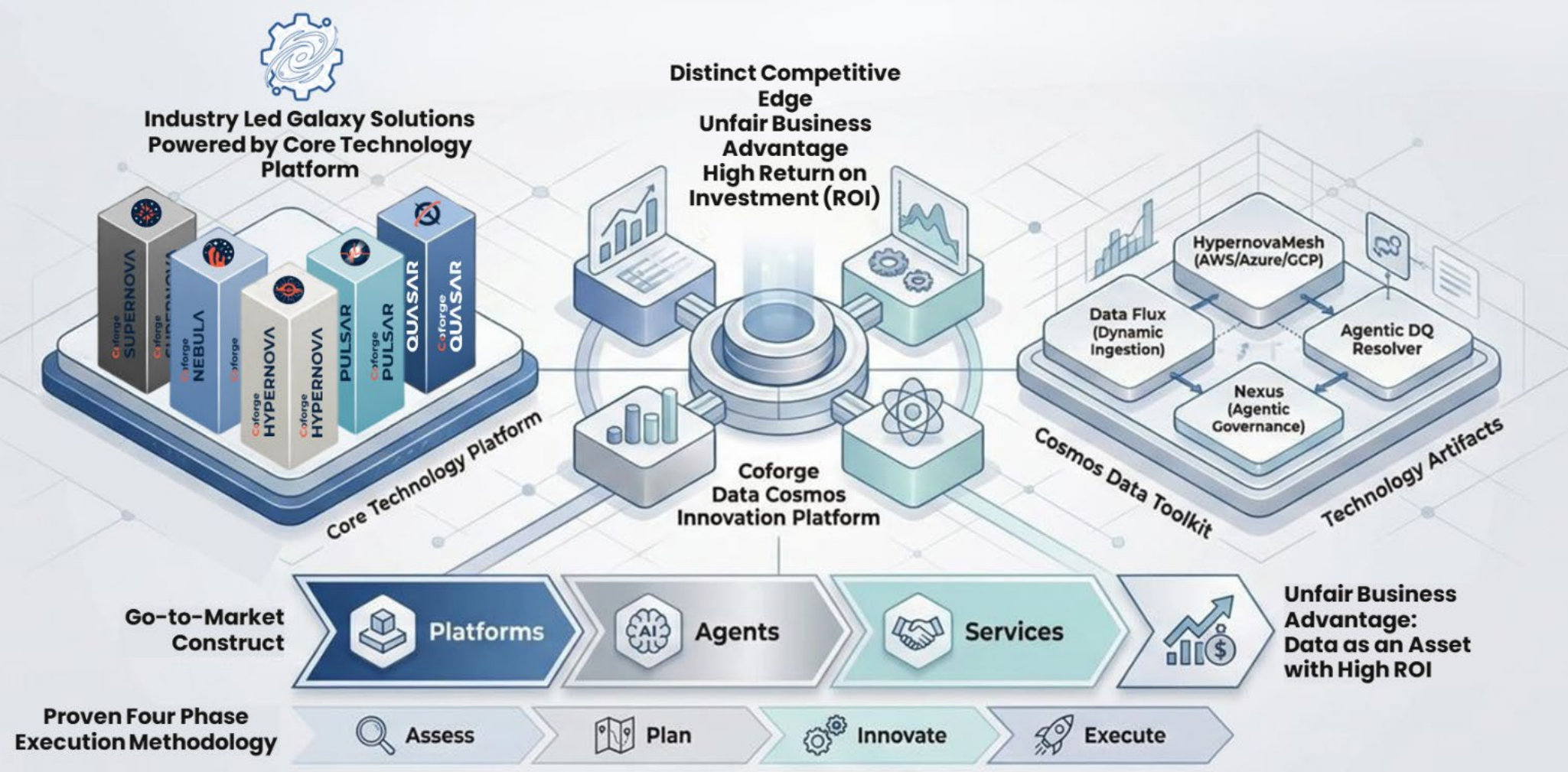
### How are you joining us today?

 **Prospective/Existing Client**  
Exploring Coforge Data Cosmos

 **Client Partner**  
Client partnership with Coforge

 **Coforge Employee**  
Part of the Coforge team

Enter →



All Galaxies > BFS Galaxy

- Banking & Financial Services
- Insurance
- Travel, Transport & Hospitality
- Healthcare & Life Sciences
- Public Sector

# BFS Galaxy

**Coforge SUPERNOVA™**

**Data Modernization & Cloud Migration**

**Key Use Cases**

- Credit and payments modernization
- Legacy Rewards Platform Modernization
- Liquidity & Risks Modernization
- Loan & Credit Analytics Modernization

+1 more

**Coforge NEBULA™**

**Standard Data Management & Decision Support**

**Key Use Cases**

- Regulatory Data Governance & Compliance Hub
- Consent Order Remediation
- Risk Data Modeling
- MDM for Corporate & Commercial Banking

+1 more

**Coforge HYPERNOVA™**

**Industry Led Data Mesh Solutions**

**Key Use Cases**

- RiskVerse
- HNI-360 for Private Banking
- Predictive Analytics for Loan Defaults
- Payments and Transaction Analytics

**Coforge PULSAR™**

**Agentic DataOps Support Platform**

**Key Use Cases**


- Agentic L2 data support for retail and corporate banking
- Ticket Triage for banking systems
- Payment Data Support & Reprocessing
- Fraud & AML Monitoring Support






**Coforge QUASAR™**

**Gen AI Adoption in Data and Analytics**


**Key Use Cases**

- Fraud Detection & Prevention
- Churn Modeling
- Risk Scoring
- NBA/NBO

 All Galaxies > Insurance Galaxy

-  Banking & Financial Services
-  Insurance
-  Travel, Transport & Hospitality
-  Healthcare & Life Sciences
-  Public Sector


## Insurance Galaxy



**Data Modernization & Cloud Migration**

**Key Use Cases**


- Claims and policy transformation
- Policy Administration System Modernization
- Claims Platform upgrade
- Actuarial Data Platform Modernization



**Standard Data Management & Decision Support**

**Key Use Cases**

- Underwriting data trust enablement
- Risk Data Modeling for underwriting
- Consent & Compliance remediation
- MDM for policyholder data




**Industry Led Data Mesh Solutions**

**Key Use Cases**

- **Subro AI**
- Decentralized policy and claims data mesh
- Customer 360 for multi-line insurance
- Risk scoring for pricing models


+1 more



**Agentic DataOps Support Platform**

**Key Use Cases**

- Predictive claims operations
- Agentic L1/L2 support for claims systems
- Automated Claims Workflow Optimization
- Backlog analysis for compliance projects



**Gen AI Adoption in Data and Analytics**

**Key Use Cases**

- AI-led claims summarization
- GenAI-driven claims adjudication
- Fraud prevention automation
- Personalized policy recommendation

**✕ Cosmos Data Toolkit**

[? Raise Request](#)



**Data** Lineage Generator



**Agentic** DQ Tribunal



**Informatica** ETL Forward Transformer



**Bulk** Lineage Builder



**Legacy** ETL Complexity X-Ray



**Migration** Pilot




**Informatica** ETL Refinery



**ML** Model Transpiler



**DataFlux**



**HypernovaMesh**



**Data** Governance Nexus



**Data** Migration Tool




**Agentic** DQ Resolver



**ETL** Script Converter




**Data** Object Analyzer




**Report** Rationalizer



**AutoClassifier**




**Code** Analyzer



**Ticket** Analyzer




**Agentic** Production Support (APS)




**Bricksmesh**












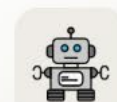


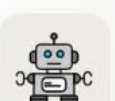
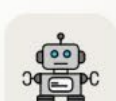

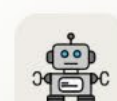


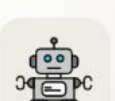


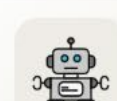


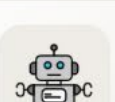

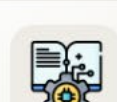
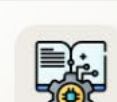


**PII** Detection Agent



**Data** Quality Insight Agent




**Request Demo**

|                                                                                                                         |                                                                                                                           |                                                                                                                                    |                                                                                                                                    |                                                                                                                                   |                                                                                                                                 |
|-------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------|
| <br><b>Informatica</b> Lineage Agent   | <br><b>Informatica</b> Conversion Agent  | <br><b>Informatica</b> Validation & Fixer Agent | <br><b>Informatica</b> Notebook Generator Agent | <br><b>Ticket</b> Analyzer Chatbot agent       | <br><b>Gantt</b> Scheduler Agent             |
| <br><b>Risk</b> Predictor Agent        | <br><b>RAG</b> Status Agent              | <br><b>Release</b> Conductor Agent              | <br><b>Portfolio</b> Synthesizer Agent          | <br><b>Contract</b> Guardian Agent             | <br><b>Nexus</b> Code Analyzer Lineage Agent |
| <br><b>DBT</b> XML Parser Agent        | <br><b>DBT</b> Lineage Agent             | <br><b>DBT</b> Conversion Agent                 | <br><b>DBT</b> Validation & Fix Agent           | <br><b>Autonomous</b> Incident Detection Agent | <br><b>AI-Powered</b> Analysis Agent         |
| <br><b>Knowledge</b> Retrieval Agent | <br><b>Automated</b> Remediation Agent | <br><b>Human-in-Loop</b> Escalation Agent     | <br><b>Continuous</b> Learning Agent          | <br><b>Data</b> Product Generator Agent      | <br><b>Data</b> Quality Insight Agent      |
|                                      |                                        |                                               |                                               |                                              |                                            |

[Request Demo](#)

- Agents**   +   ⋮   🔍
- Vega Agent
  - Andromeda Agent
  - Informatica XML Parser Agent
  - Informatica Lineage Agent**
  - Informatica Conversion Agent
  - Informatica Validation & Fixer Agent
  - Informatica Notebook Generator Agent
  - Ticket Analyzer Chatbot agent
  - Gantt Scheduler Agent
  - Risk Predictor Agent
  - RAG Status Agent
  - Release Conductor Agent



## Informatica Lineage Agent

An AI-powered lineage agent that traces the full data journey from every source to every target within an Informatica workflow, producing a human-readable lineage map that makes legacy flows transparent and audit-ready.

**Try out** →   [Edit](#)   [Delete](#)

Overview   Comments

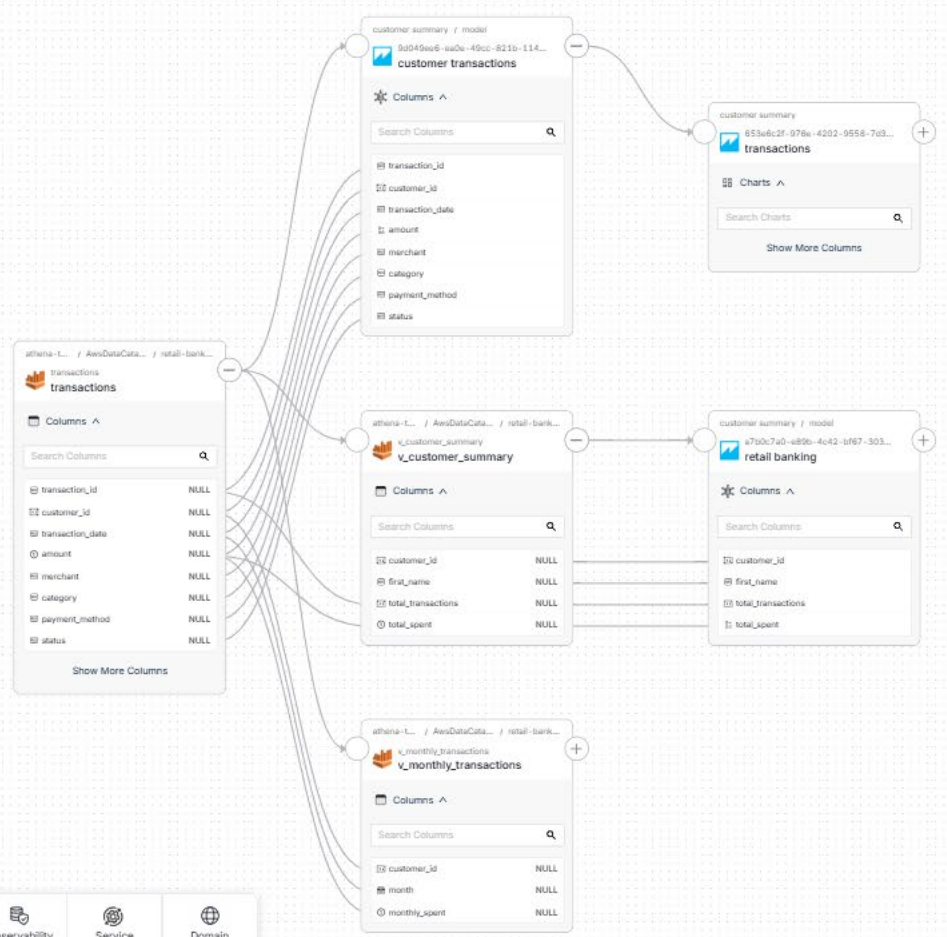
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### Purpose

Brings transparency to opaque legacy Informatica workflows by automatically generating end-to-end lineage maps that engineering, governance, and audit teams can understand and trust.

Search Lineage [dropdown]

Lineage Impact Analysis [download icon] [settings icon] [share icon]



# Coforge's Expanding Footprint on Cloud Marketplaces



### Kepler

#### AI-Powered Healthcare Contract Mgmt

aws marketplace

Kepler – AI-Powered Healthcare Contract Data Intelligence

Overview: Kepler is a cloud-native healthcare SaaS platform engineered to modernize provider-governor contract management through AI-driven document intelligence, cross-domain interoperability, and analytics-first.

Highlights: AI-driven healthcare contract ingestion and normalization using

### DataFlux

#### AI-Driven Data Pipeline Ingestion

aws marketplace

DataFlux – AI Driven Data Pipeline Orchestration & Management

Overview: DataFlux is an AI-powered cloud-native Data Pipeline Orchestration & Management solution designed to modernize how enterprises orchestrate, monitor, and govern data pipelines across cloud environments.

Highlights: DataFlux is an intelligent, cloud-native data operations control plane

### Agentic DQ Resolver

#### AI-Driven Data Quality Fixes

aws marketplace

Agentic Data Quality Resolver – AI-Driven Data Reliability

Overview: The Agentic Data Quality Resolver is an AI-driven data reliability platform that proactively detects, investigates, and remediates data quality issues across modern AWS-based data platforms, using a coordinated Agentic AI.

Highlights: Agentic AI-based data quality detection and remediation powered

### ETL Script Converter

#### Informatica-to-PySpark Modernization

aws marketplace

AI ETL Script Converter – Informatica-to-PySpark Modernization Engine

Overview: The AI ETL Script Converter is a specialized modernization platform designed to help enterprises modernize their Informatica ETL.

Highlights: AI-powered Informatica-to-PySpark conversions using Amazon

### Ticket Analyzer

#### RAG-Powered Support Ticket Intelligence

aws marketplace

Ticket Analyzer – RAG-Powered Support Ticket Intelligence Engine

Overview: Ticket Analyzer is an AI-powered support ticket intelligence platform that transforms reactive ticket handling into proactive, intelligence-driven support operations by combining LLMs with

Highlights: RAG-powered conversational AI for external language ticket

### SynthData

#### AI-Powered Synthetic Test Data Generator

aws marketplace

SynthData – AI-Powered Synthetic Test Data Generation Engine

Overview: SynthData is an AI-powered synthetic test data generation engine that creates production-realistic test data in seconds with guaranteed referential integrity.

Highlights: SQL schema to production-realistic test data in seconds with guaranteed referential integrity

### Data Object Analyzer

#### AI-Driven Database Discovery & Diagnostics

aws marketplace

Data Object Analyzer – AI-Powered Database Discovery & Diagnostics

Overview: Data Object Analyzer is an AI-powered database discovery, diagnostics, and performance insights technology artifact for enterprise database landscapes. Part of the Coforge Data Cosmos platform, it provides a unified

Highlights: Automated DB Scanner with instant discovery across Oracle

### HypernovaMesh

#### Unified Data Mesh Hub for Enterprise

aws marketplace

HypernovaMesh – Unified Data Mesh Hub for Enterprise Data Platforms

Overview: HypernovaMesh is a unified data mesh technology artifact that connects siloed enterprise data into domain-intelligent, event-driven, and policy-controlled pipelines with built-in lineage, data contracts, and rapid self-

Highlights: Domain-oriented data mesh with unified catalog, data contracts, and

### AutoClassifier

#### AI/ML-Powered Data Classification

aws marketplace

AutoClassifier – AI/ML-Powered Data Classification & Tagging Accelerator

Overview: AutoClassifier is a Coforge Data Cosmos™ accelerator that automates end-to-end data classification and tagging using AI/ML, improving accuracy, consistency, and auditability across enterprise data estates. Original

Highlights: AI/ML-powered automated data classification and tagging with PII

### Code Conversion Agent

#### AI-Powered Legacy Code Conversion

aws marketplace

Code Conversion Agent – AI-Powered Legacy Code Conversion

Overview: Code Conversion Agent is a multi-agent AI system that converts COBOL, DB2, SQL stored procedures, and transformation code from legacy platforms to modern cloud-native data stacks. It ingests source code from

Highlights: 4-stage multi-agent pipeline: Ingestion – Conversion – Validation –

### Nexus - Data Governance

#### AI-Enabled Enterprise Data Governance

aws marketplace

Data Governance Nexus – AI-Enabled Enterprise Data Governance Solution

Overview: Data Governance Nexus (DGN Nexus) is an enterprise-grade, AI-powered governance platform delivering unified visibility and control across databases, data lakes, cloud warehouses, and business services. It enables intelligence

Highlights: AI-driven auto-tagging and sensitive data classification for PII, PHI

# The DataCosmos Platform enables composing solutions for very different industry domains using the same foundation data assets

Two Industries | Two Different Solutions | Both Riding on One Platform

## B F S

**Business Problem:** Increase customer retention at card expiry

**Technology Problem:** Credit Cards data lake modernization

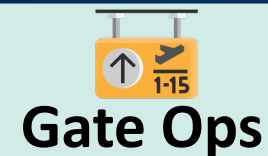
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## T r a v e l

**Business Problem:** Reduce GroundOps cost

**Technology Problem:** Developing Greenfield GroundOps Cloud DataMesh on Snowflake



# The Composable Solution: Two Different Domain-led Data Solutions, composed on the Data Cosmos Platform with ~ 70% common assets used

## BFS: Card Warehouse Mod



## Travel: Ground Ops Data Mesh



Layer 01



Layer 02



Layer 03

- Informatica → SnowSQL Converter
- Teradata → Snowflake Mesh Domain
- Client specific Custom Solution Services

- Synthetic Data Generator
- AWS. Snowflake schema Converter
- Client specific Custom Solution Services

# The Composable Solution: Outcomes Delivered

## BFS: Card Warehouse Mod

### Client's primary demand:

- Deliver 18 months program in just 9 months

### Primary KPIs Delivered:

- Customer Retention Rate increased by **13.78%**

### The DataCosmos Platform Leverage:

- ~60% Efforts savings expectation met to win the deal
- Use of 6 ready-made Accelerators to accelerate development velocity

## Travel: Ground Ops Data Mesh

### Client's primary demand:

- Deliver 3% -5% Ground Ops cost reduction as primary outcome of the engagement

### Primary KPIs Delivered:

- Total Ops Spend reduced by **3.26%**

### The DataCosmos Platform Leverage:

- Almost 45% of the solution was pre-baked with use of DataCosmos assets
- Use of SnowMesh on top of Snowflake Platform

# Bringing sustained growth by Pivoting to “SaaS + Services”

The recurring revenue isn't in one-time builds - it's in continuous operations, delivered as data services to business



## Build Programs are Shrinking

One-time projects · finite, non-recurring revenue



## Ops Programs Generate Recurring Revenue

Continuous ops · business ops · recurring revenue

SaaS



Platform

The Data Cosmos™ tooling foundation

+

SaaS



Agents

Agentic automation that runs the ops

+

Services



Human in the Loop

Expert, high-touch delivery & outcomes

## Our Pivot = SaaS + High Touch Services

Platform + Agents become the SaaS engine; white-glove services wrap it, converting it into recurring, sticky, high-margin revenue.

# We are making a conscious shift towards “SaaS + Services Model”

As the software development business is getting commoditized, at Coforge, we are moving towards *Domain-Led SaaS + Services model for enterprise clients*. Where the domain based business workflows and apps will be wrapped around with white glove integration services to provide intended outcomes with *cost per outcome model*.

## Cosmos - Agentic Prod Support

*Agentic Production Support for Data & Analytics Workloads*

## Cosmos – Agentic Contracts Analyzer

*Agentic Contract Negotiation and Billing Assistance Offering*

## Cosmos – Risk Model Mgmt (Regular AI/ML MRM solution)

*SR 117 compliant MRM offering for Model Risk Development & Mgmt*

## Cosmos – Agentic Quote Binding

*Reducing time between inquiry to quote binding by 80% for specialty insurers*

# Key Takeaways

1

*Data Cosmos Innovation Platform offers composable domain solutions to increase reuse, reduce efforts, and lower risks.*

2

*Using this platform, we shrink traditional data delivery cycle by up to 70% to increase profitability by 50% or more.*

3

*Domain-led “SaaS + Services Model” riding on Data Cosmos will create larger annuity revenue streams for sustainable growth.*

# Let's engage!

