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from salesforce

10 Nov 2026

Data You Can Trust: Building Enterprise-Grade Integration in the Cloud

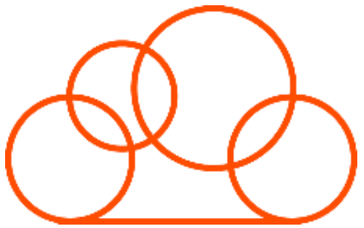
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Dihitha Sai Nadella, Solutions Architect

Housekeeping Tips

- Today's session is scheduled for 1 hour and will feature a presentation followed by a Q&A session at the end.
- To ensure a smooth presentation without interruptions, all participants will be muted.
- Please submit your questions to "All Panelists" using the Q&A panel. We look forward to answering them during the live Q&A.
- This session is being recorded. The recording and slide deck will be available on our Success Portal, and a recorded link will be emailed to you after the event.
- We value your input! Please take a moment to complete the post-webinar survey to share your feedback and suggest future topics.

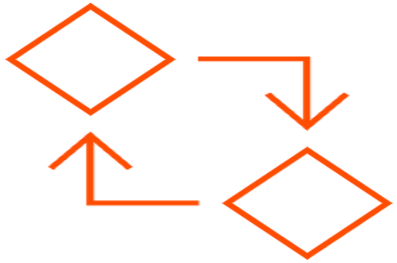
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Bootstrap trial and POC Customers



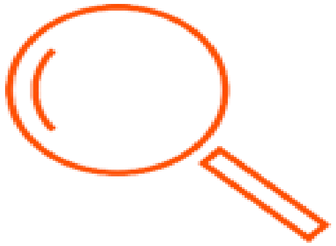
Enriched Customer Onboarding experience



Product Learning Paths and Weekly Expert Sessions



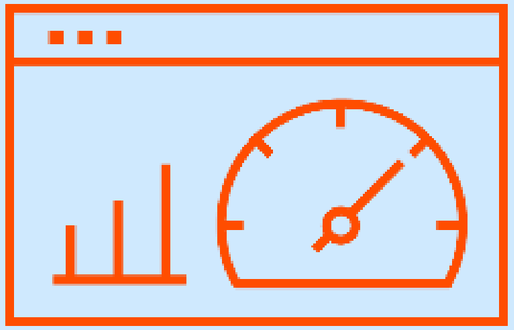
Informatica Concierge



Tailored training and content recommendations

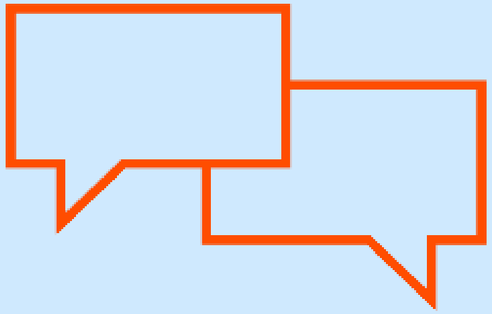
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More Information



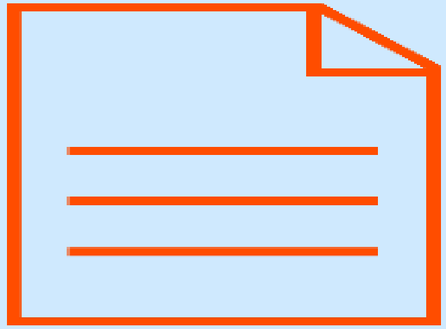
Success Portal

https://success.informatica.com



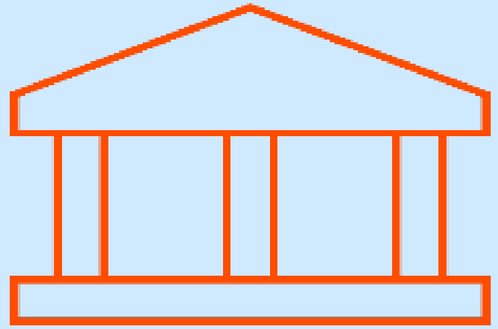
Communities & Support

https://network.informatica.com



Documentation

https://docs.informatica.com



University

https://www.informatica.com/in/services-and-training/informatica-university.html

Safe Harbor

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Agenda

1. The Trust Gap

- Why speed and data trust collide, and what it costs.

2. Informatica Headless Data Management

- What it is, capabilities, and MCP server architecture.

3. Three Pillars of Trusted Data

- Headless integration, real-time quality, enterprise governance.

4. Demo & Q&A

The Era of the Agentic Enterprise

93%

of organizations plan to implement AI Agents within the next two years

Source: KPMG

80%

of leaders are expected to accelerate AI Agent investments

Source: Deloitte

33%

of enterprise software will include agentic AI by 2028

Source: Gartner

The gap between AI ambition and execution is the market opportunity and it’s wide open

Current Solutions are Inadequate



The Traditional Approach

Use UI based Data Management Solution

Run into costly development bottleneck due to context switching.

OR



The Standalone Approach

Use Standalone AI Tools

Trigger hallucination loops, compliance risks, and flawed actions.

Critical Questions IT Leaders Ask to Reach Production-Grade AI



01	Time-to-Market	How do we deliver trusted enterprise context to agents instantly to launch applications in days rather than months?
02	Trusted Context	How do we make all enterprise systems work from one foundation of context so every agent acts on the same truth?
03	Cost & Efficiency	How do we give developers direct access to data management capabilities without exhausting token budgets and compute costs?
04	Governance & Risk	How do we govern autonomous agents when they operate completely outside traditional data platforms?
05	Depth of Data Products	How do we ensure that the data backing our Model Context Protocols (MCPs) features deep, enterprise-grade capabilities?

Can you trust your data?

The speed vs trust paradox, solved.

- 60% of data initiatives fail on quality (Forrester)
- 45% of leaders distrust their analytics (Gartner)
- $12.9M average annual cost of poor data (IDC)
- Teams move fast; downstream users live in doubt.
- Fragmented legacy + multi-cloud SaaS compounds risk.
- Governance feels like a brick wall, not a guardrail.

Untrusted data costs real money.

Industry research quantifies the cost.

- 60%
- of data initiatives fail due to quality issues.
- — Forrester

- 45%
- of business leaders distrust their analytics.
- — Gartner

- $12.9M
- average annual cost of untrusted data.
- — IDC

- 3×
- slower decisions under poor data quality.
- — IDC



Introducing

Informatica Headless Data Management

Informatica Headless Data Management

What is it?

Informatica Headless Data Management turns the entire IDMC platform into a set of reusable, governed services, invocable by any application, platform, or AI framework instantly.

Defining Informatica Headless

A pluggable architecture that works across any cloud, any tool, and any framework.
Truly decoupled from the platform UI.

How it Works

Informatica becomes the invisible foundation of the agentic enterprise

- No UI required for most workflows
- Operated through natural language + agents
- Portability is guaranteed, allowing you to move data workloads between ecosystems without rewriting logic.
- Embedded in daily tools

Embedded Anywhere

Trusted data management as a native tool within any agent, app, or developer tool

slack
Claude
Gemini
OpenAI
Visual Studio Code
Azure

Informatica Headless Provides





Tools

Enterprise data management capabilities



Skills

Specialized composite data management skills



Agents

Purpose-built data management agents



Informatica Headless Capabilities

Agentic Capabilities

- Data Discovery & Exploration
- Product Experience Management
- Product Support
- Data Quality
- Data Integration
- Metadata Enrichment

CLAIRE AGENTS

Core Data Management Capabilities

Data Integration
- Pipeline Creation and Validation
- Auto-Heal production Jobs
- Pipeline Ops

Data Governance
- Lineage • Catalog Authoring
- Catalog Enrichment
- Governance Ticketing

Data Marketplace
- Data Product Publishing & Discovery
- Data Marketplace Fulfillment
- Access & Policy Governance.

Data Quality
- Quality Scores
- Quality Profiling
- Quality Rule Management

Data Access Management
- Policy Management
- Access Status Evaluation

Master Data Management
- MDM Data Discovery
- MDM Stewardship
- MDM Configurations

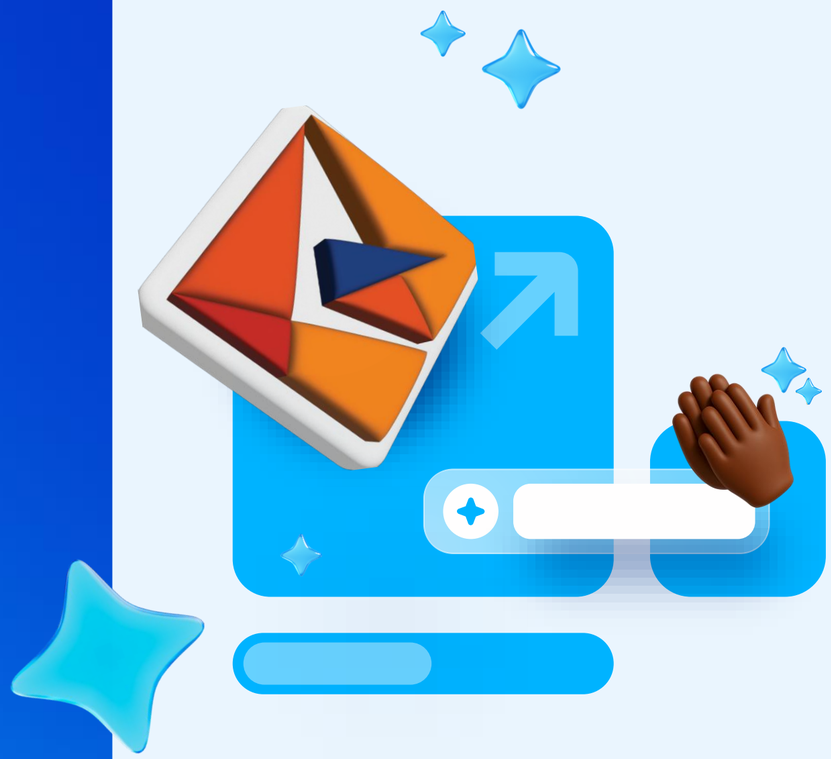
Administration Capabilities

- Log Management
- IPU Management
- Secure Agent Management
- User Management
- Audit Management
- Documentation

Headless Platform

- Security
- Guardrails
- Monitoring

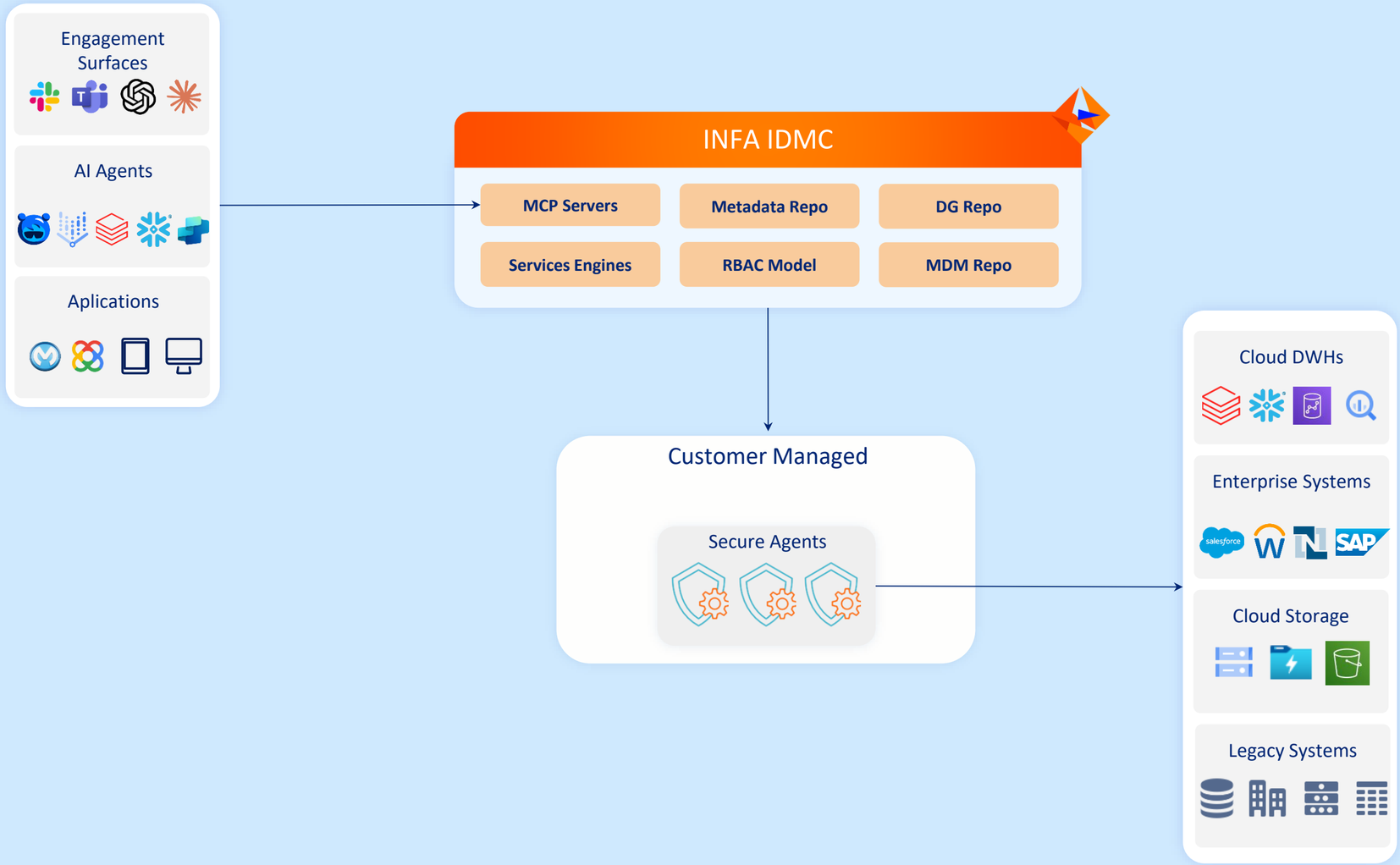
* Includes generally available services as well as features in preview or planned release.



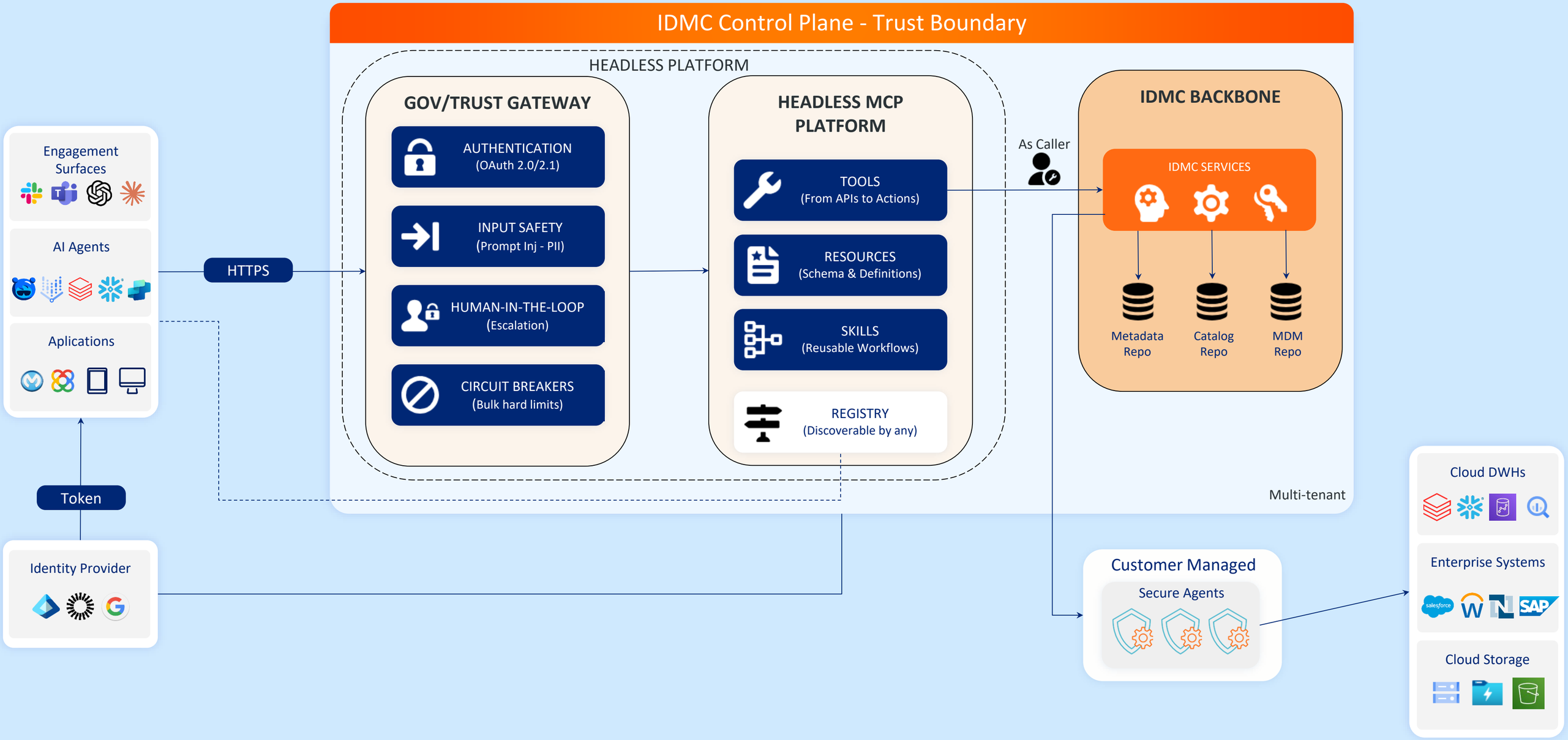
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Informatica MCP Servers

INFA MCP Servers Logical Architecture



INFA MCP Servers Technical Architecture



3 pillars close the speed-trust gap.

Pillar 1 — Headless Integration.

- Decoupled, API-first pipelines deployable anywhere.

Pillar 2 — Real-Time Data Quality.

- In-flight validation across 5 quality dimensions.

Pillar 3 — Enterprise Governance.

- Lineage, compliance, and searchable catalog.

Output: Trustworthy Real-Time Data.

- Analytics, data lakes, and AI agents all benefit.

Pillar 1: Headless Integration.

Decoupled execution — deploy anywhere, connect all.

- Control Plane: cloud orchestration, API gateway, metadata, policy management.
- Data Plane: Secure Agent hybrid runtime, serverless, Spark on Kubernetes.
- Cloud Services: CDI, CDQ, Governance, Catalog, CLAIRE AI engine.
- 500+ connectors — Salesforce, SAP, Snowflake, cloud stores, on-prem.
- API-first access via REST, CLI, Terraform, event streams, and SDKs.

Pillar 2: Real-Time Data Quality.

Validate & remediate in-flight, before data lands.

- Source data enters an in-flight quality gate at ingestion time.
- 5 dimensions checked: Accuracy, Completeness, Consistency, Timeliness, Validity.
- Automated remediation routes records — clean to target, dirty to quarantine.
- Quality scores published to CDGC catalog for downstream consumers.
- Eliminates the 2-hour analyst validation loop in Scenario A.

Pillar 3: Enterprise Governance.

Lineage, compliance, catalog — built in, not bolted on.

- End-to-end data lineage captured automatically at every pipeline execution.
- Compliance rules for GDPR, HIPAA, CCPA enforced as policy, not process.
- Metadata catalog is fully searchable — find, trust, and reuse datasets.
- Audit trails generated on every data movement for instant regulatory response.
- Governance accelerates agility — it is the guardrail, not the brake pedal.

MCP links AI agents to trusted data.

Informatica MCP servers give agents governed context.

- AI apps/agents act as MCP clients — queries flow via Streamable HTTP.
- CDGC Metadata Search: agents retrieve schema, lineage, ownership in real time.
- CDGC Data Quality Score: agents verify data fitness before taking any action.

- Job Management server: agents trigger and monitor Informatica pipelines.
- CLAIRE Orchestrator: multi-agent coordination with governance context.
- Speed without quality is reckless. Quality without governance is risky.

Demo

3 pillars, 3 business outcomes.

Pillar → Architectural Focus → Business Outcome.

- Headless Integration: API-first decoupled execution, no lock-in, scales any cloud.
- Embedded Quality: in-flight validation, 5 dimensions, clean data for analytics & AI.
- Automated Governance: lineage & catalog auto-generated, compliance on demand.

- Headless Integration — deploy anywhere, connect everything, no pipeline bottlenecks.
- Embedded Quality — validate in-flight, automate remediation, eliminate triage queues.
- Automated Governance — capture lineage, enforce policy, satisfy auditors instantly.



Thank You