



# TRANSFORM

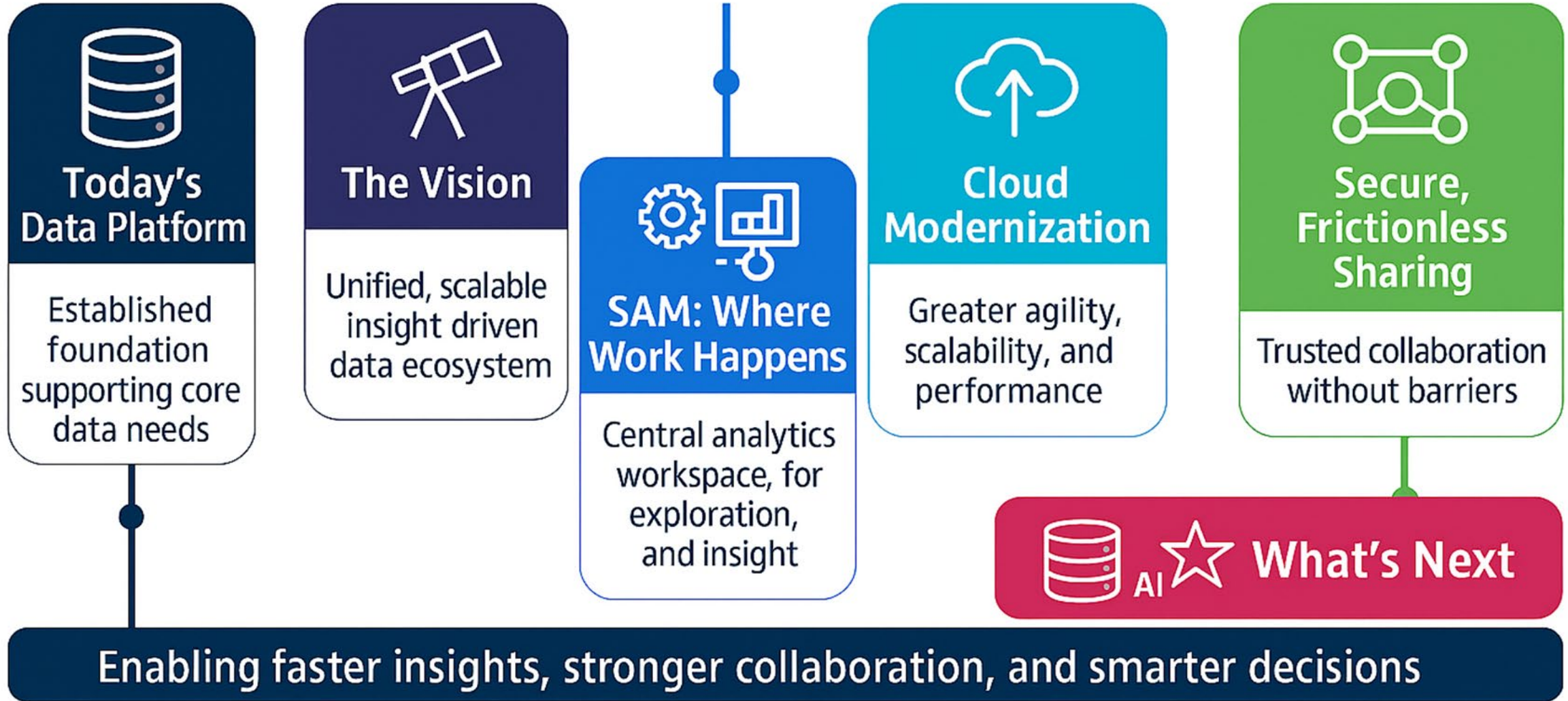
**Transforming SKYGEN's Data Future:  
Modern Architecture, Intelligent Insights**

Presented By:

Joe Salvatore, Head of Data, Insights & Analytics, SKYGEN

# Transforming SKYGEN's Data Future

Modern Architecture, Intelligent Insights



# WHY HEALTHCARE NEEDS FASTER, MORE TRANSPARENT DATA DECISIONS

Speed, transparency, and efficiency are foundational.



## FASTER, DATA-DRIVEN DECISIONS

- Near real-time insight required



## TRANSPARENCY ACROSS PAYERS & PROVIDERS

- Shared facts
- Trust, alignment, compliance



## REDUCED FRICTION & DATA LATENCY

- Fewer handoffs
- Less duplication
- Latency slows decisions

A unified, high-trust data foundation enables speed, transparency, and efficiency at scale.



# Today's Data Platform

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# CURRENT STATE DATA WAREHOUSE – WHAT CLIENTS GET TODAY?

## Data Foundation

### Actual Data

- Transactional - Detailed
- Not Flattened/Aggregated

## Warehouse Value

### Purpose-Built

- Operational & Analytical
- Curated Business Logic
- Value-Added Transformations
- Enterprise-Ready

### Data Model

## Available

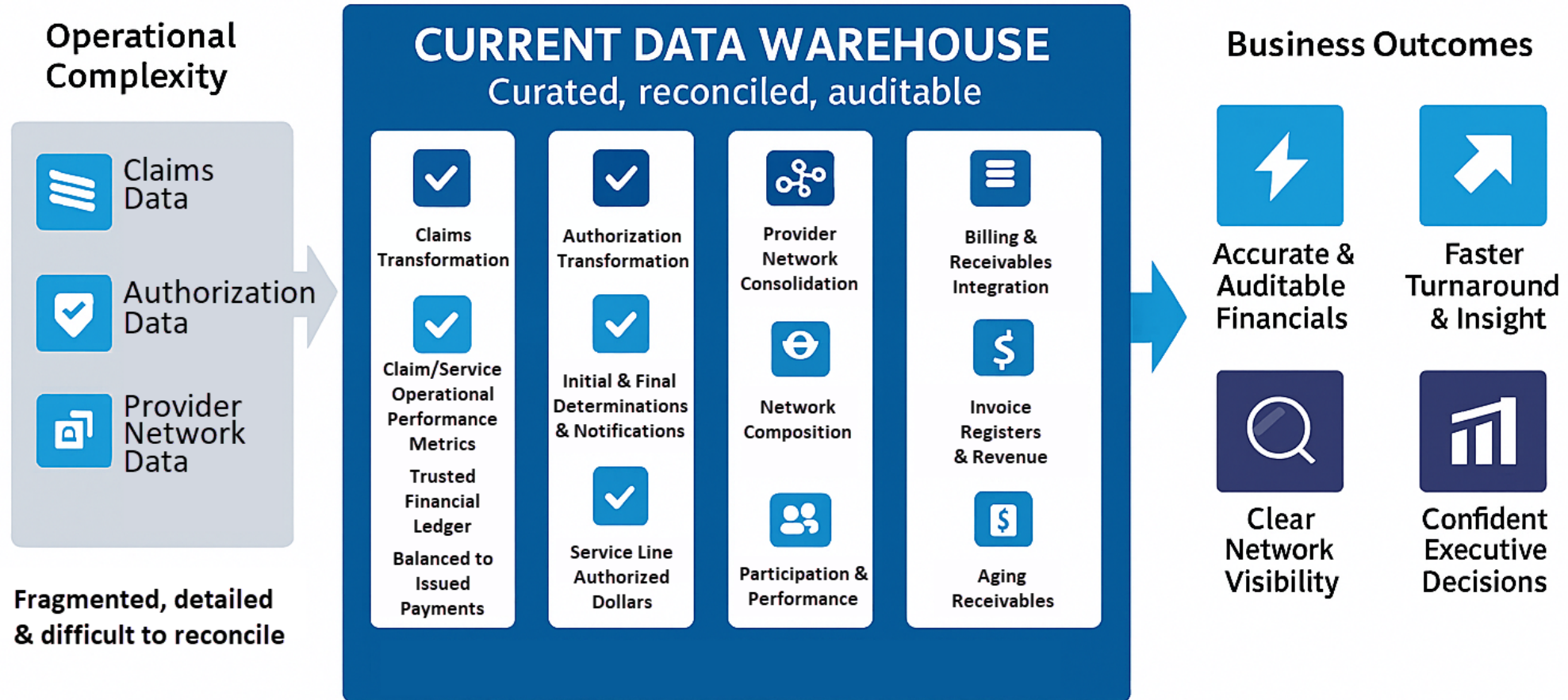
### Live Today

- Dedicated Hosted Clients
  - TPA
  - SaaS

**This foundation is purpose-built for specialty healthcare, and it positions our clients well for the next wave of analytics capabilities.**

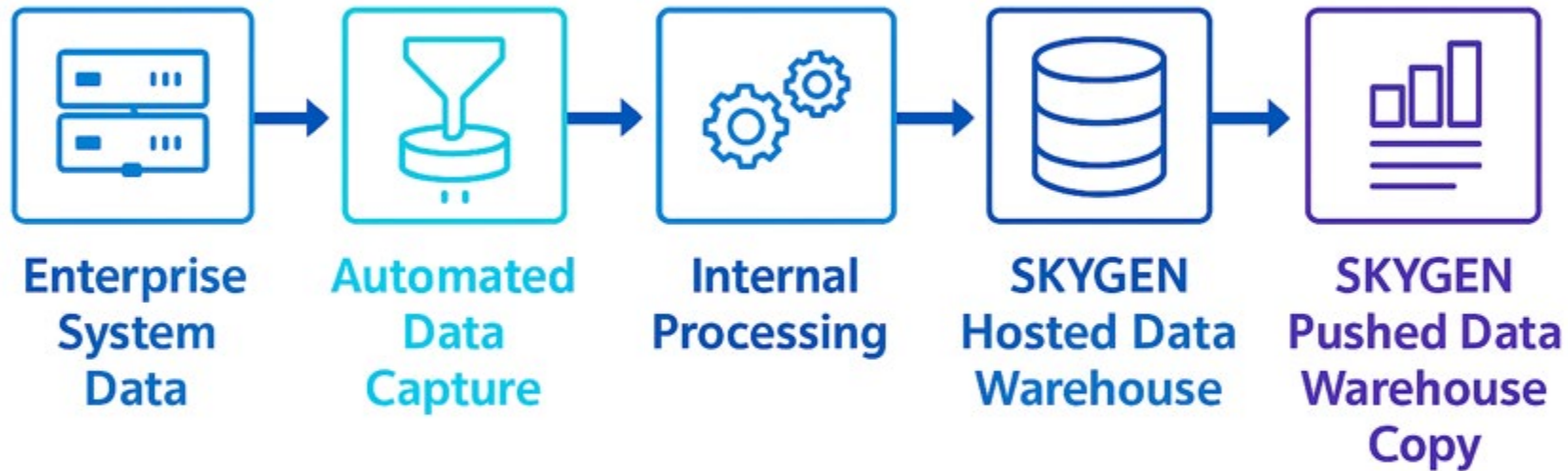
# Current Solution – Business Value Additions

From Complexity to Confidence



Live today – reducing validation effort and increasing confidence

## CURRENT DATA PROCESSING



Secure and reliable, but access is controlled and insight delivery is slow.

# The Vision

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## SKYGEN

### Data, Insights and Analytics Vision

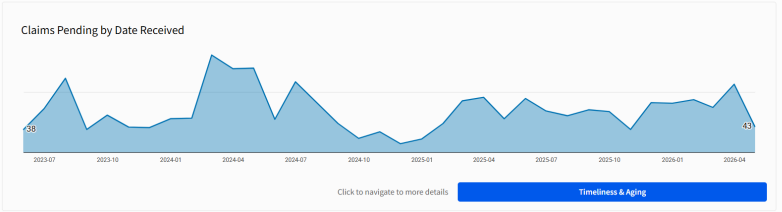
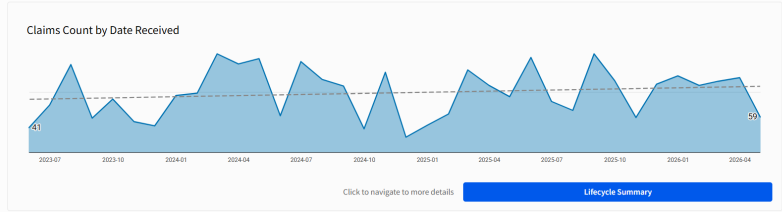
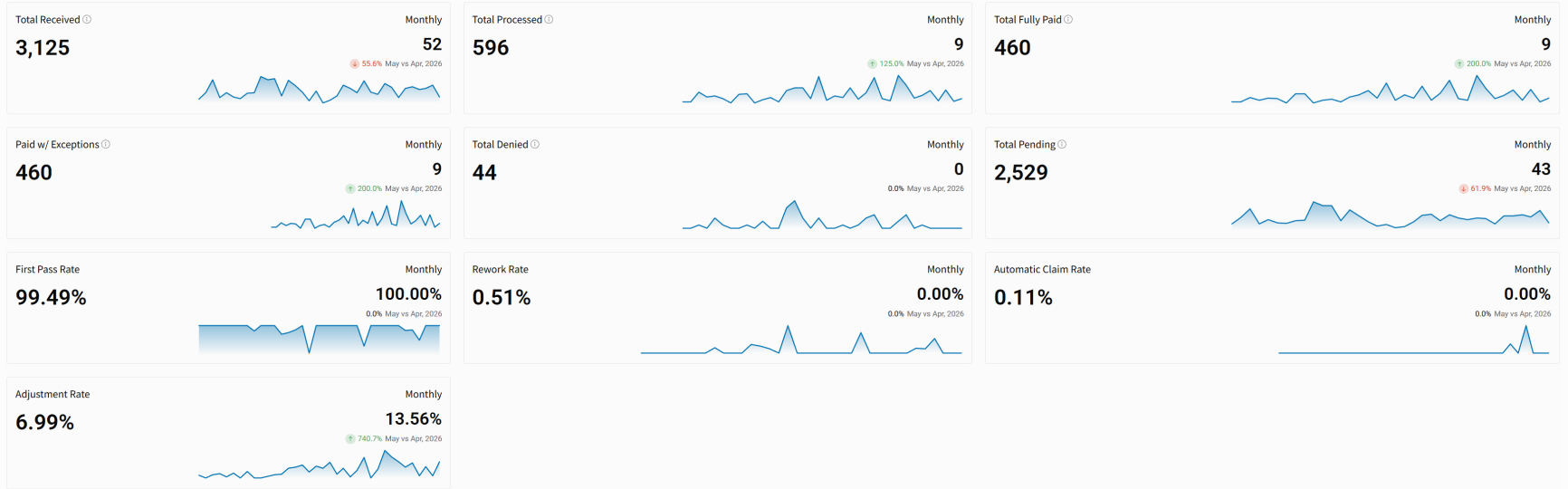


- Improve Data Access
  - Reduce Data Access Delays
  - More Efficient Data Retrieval
  - Lower Data Access Configuration and Overhead
  - Faster Data Availability
- Offer Better Data Usage Options
  - Enterprise System Module for Self-Service Reporting and Analytics
  - Bring Your Own BI Tools
  - Evolve the Data Platform with Business-Ready Data Marts
  - Frictionless Data Sharing

# PLATFORM VISION: APPLICATION MODULE FOR DASHBOARDS/REPORTS

- Enterprise System Reporting Module
- High-Performance
- Scales on Demand

## Claims Operations Dashboard



# PLATFORM VISION: SELF-SERVICE

- Self-Service Data Exploration
- Easy to Use with Drag and Drop like using Excel
- Responsive

The screenshot displays a data exploration interface with two main data views and a sidebar menu.

**Fact Claims Table:**

Year of DATE_OF_SERVICE	Quarter of DATE_OF_SERVICE	Month of DATE_OF_SERVICE	Week of DATE_OF_SERVICE	Day of DATE_OF_SERVICE	Year of DATE_RECEIVED	Quarter of DATE_RECEIVED	Month of DATE_RECEIVED	Week of DATE_RECEIVED	Day of DATE_RECEIVED
2025	2025-10	2025-12	2025-11-30	2025-12-02	2025	2025-10	2025-12	2025-11-30	
2025	2025-10	2025-12	2025-11-30	2025-12-05	2025	2025-10	2025-12	2025-11-30	
2025	2025-10	2025-12	2025-12-07	2025-12-10	2025	2025-10	2025-12	2025-12-07	
2025	2025-10	2025-12	2025-12-14	2025-12-16	2025	2025-10	2025-12	2025-12-14	
2025	2025-10	2025-12	2025-12-14	2025-12-19	2025	2025-10	2025-12	2025-12-14	
2025	2025-10	2025-12	2025-12-21	2025-12-24	2025	2025-10	2025-12	2025-12-21	
2025	2025-10	2025-12	2025-12-28	2025-12-29	2025	2025-10	2025-12	2025-12-28	
2025	2025-10	2025-12	2025-12-28	2025-12-31	2025	2025-10	2025-12	2025-12-28	
2026	2026-01	2026-03	2026-03-29	2026-03-31	2026	2026-01	2026-03	2026-03-29	
2026	2026-01	2026-01	2026-01-04	2026-01-08	2026	2026-01	2026-01	2026-01-04	
2026	2026-01	2026-01	2025-12-28	2026-01-01	2026	2026-01	2026-01	2026-01-04	
2026	2026-01	2026-01	2026-01-11	2026-01-14	2026	2026-01	2026-01	2026-01-11	
2026	2026-01	2026-01	2026-01-18	2026-01-20	2026	2026-01	2026-01	2026-01-18	
2026	2026-01	2026-01	2026-01-18	2026-01-22	2026	2026-01	2026-01	2026-01-18	
2026	2026-01	2026-01	2026-01-25	2026-01-28	2026	2026-01	2026-01	2026-01-25	
2026	2026-01	2026-01	2026-01-25	2026-01-30	2026	2026-01	2026-01	2026-01-25	

**Denials Table:**

Claim Id	Encounter Id	Item Number	Market Id	Market Name	Insurer Id	Insurer Name	Billing Administrator Id	Billing Administrator Name	Client Type Id	Client Type	Payor Id	Client Name	Client Number	Product
385724	20240408000001	1	1	Dental	1	Dental	32	Danielle Clients	0	NVA	1105	Danielle Client Level	DCL	
381482	20240213179735	1	9	DentalHubMarket	8	DentalHubInsurer	-1	Not Applicable	0	NVA	1112	DentalHubClient	DentalHubClient	
386076	9000000000182	2	1	Dental	1	Dental	32	Danielle Clients	0	NVA	1106	Danielle Group Level	DGL	
380739	20230621000001	1	2	Vision	2	Vision	32	Danielle Clients	0	NVA	1110	Danielle Vision BS	DVBS	
380739	20230621000001	4	2	Vision	2	Vision	32	Danielle Clients	0	NVA	1110	Danielle Vision BS	DVBS	
386755	90000000000273	1	1	Dental	1	Dental	32	Danielle Clients	0	NVA	1118	Danielle Client Level Demo	DCLD	
380895	20230810011111	1	1	Dental	1	Dental	-1	Not Applicable	1	Public Sector	1	WB Dental 1	WBD1	

**Sidebar Menu:**

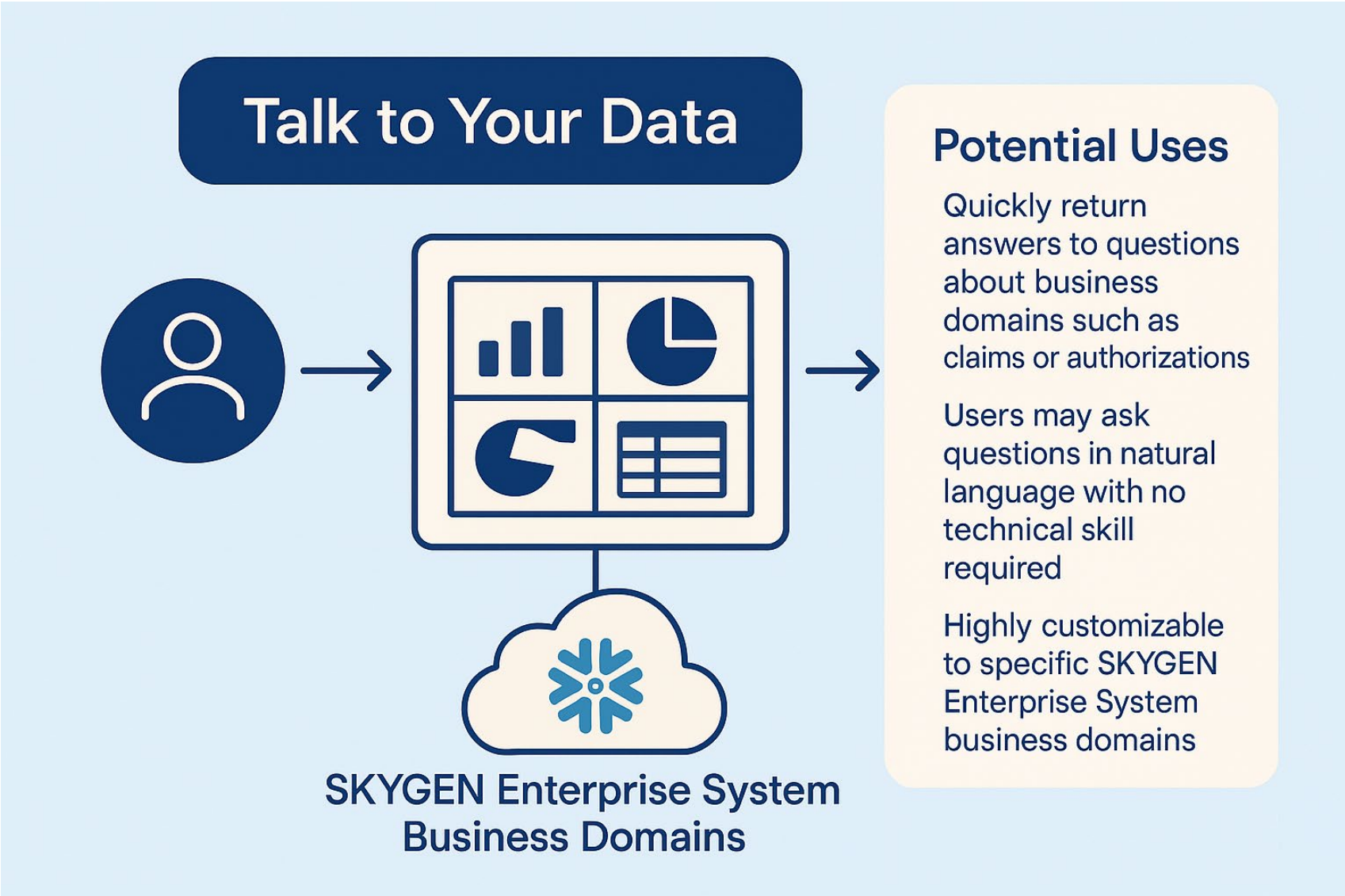
- Modeling
- DB
- Properties
- Format
- Visibility
  - Visible as source
- Relationships
  - Claim\_ID\_Denials
  - Claim\_ID\_Exceptions
- Metrics
  - Claims Received
  - Claims Paid
  - Claims Denied
  - Claims Processed
  - Claims Fully Paid
  - Claims w/ Exceptions
  - Claims Pending
  - First Pass Rate
  - Claims Count
  - Automatic Claim Adjudication Rate
  - Rework Volume Rate
  - Claims Average
  - Adjustment Rate

# PLATFORM VISION: CLIENT DATA SHARING / SNOWFLAKE MARKETPLACE

- Frictionless Data Sharing
- Embedded Security with Access Controls

The screenshot displays the Snowflake Marketplace interface. On the left is a navigation sidebar with categories like Shortcuts, Work with data, Horizon Catalog, and Manage. The main content area is titled 'Snowflake Marketplace' and features a search bar with the text 'Search providers and data products'. Below the search bar are filter tabs for 'Your Region - East US 2 (Virginia)', 'Clear all', and 'Data products'. A list of 19 data products is shown, including 'American Journal of Orthodontics (1915-1930)' and 'CDC Open Data Product'. A red box highlights the 'SKYGEN - ABC Dental Production Data Warehouse' product, which is an Enterprise System Data product containing data from the SKYGEN Enterprise System.

# PLATFORM VISION: NATURAL LANGUAGE / TALK TO YOUR DATA



# SKYGEN Analytics Module (SAM)

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# OUR MODERN VISION – SKYGEN ANALYTICS MODULE (SAM)

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## Unified Cloud Data Platform & AI-Ready

A modern cloud data platform serving as a single source of truth for reporting needs, including AI enablement, and future cloud data access needs.



## Embedded Analytics Module within Enterprise System Platform

Comprehensive reporting and analytics for your dental & vision administration system.



## Inventory Listing of Standard Reports

Access prebuilt, standardized, and parameterized reports & dashboards. Filter, export to desired formats, schedule and burst reports to the right person at the right time.



## Self-Service, Customize & Create

Copy and modify an existing report, create new reports/dashboards, and share with team members.

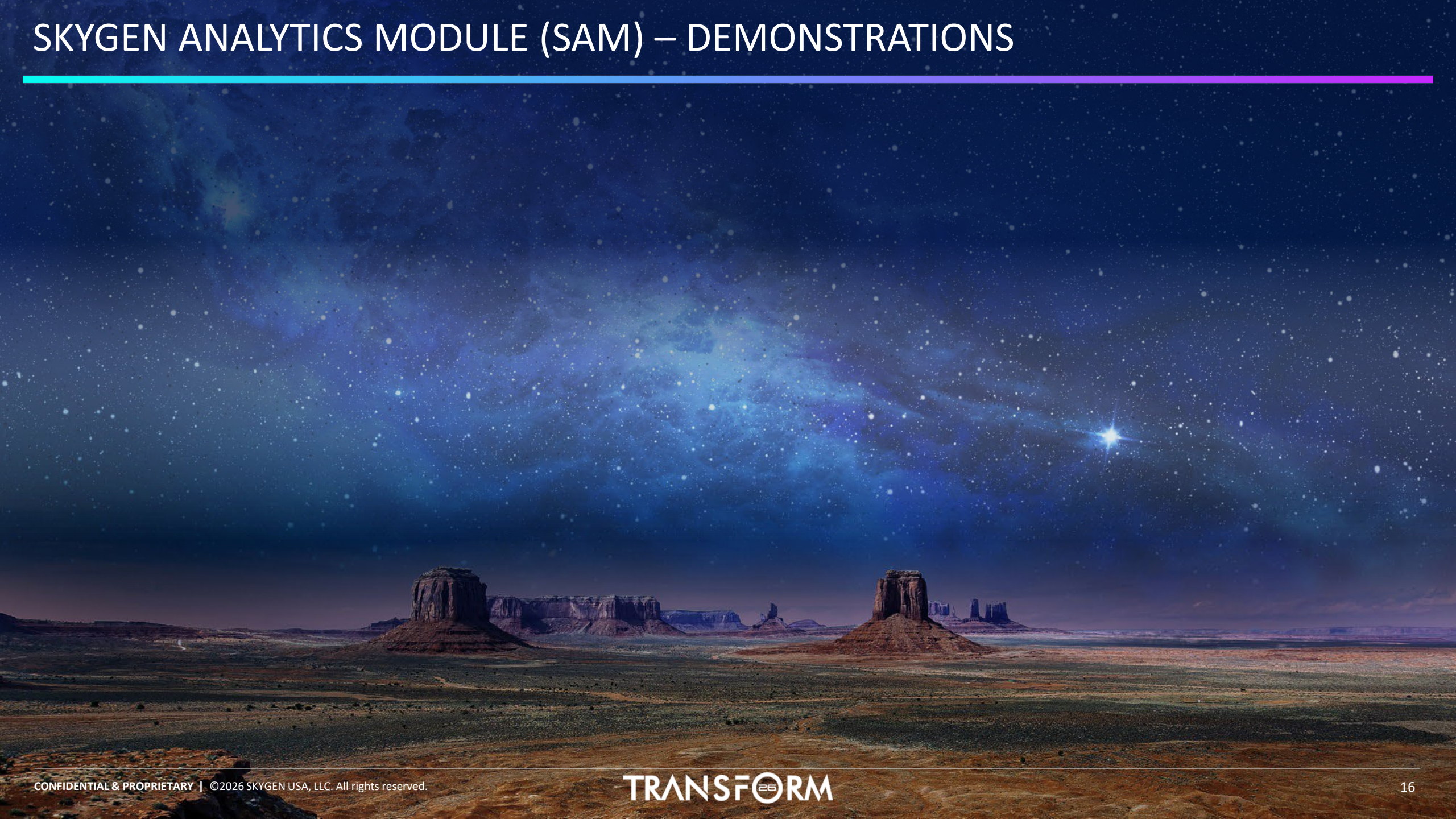


## AI Data Analyst Agent

Discover and explore with the help of AI. Accelerate data analysis by talking with your data, get answers, and dig deeper in your analysis.

# SKYGEN ANALYTICS MODULE (SAM) – DEMONSTRATIONS

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# Cloud Modernization

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# MODERN DATA PLATFORM GOALS



# FROM TODAY TO TOMORROW: WHAT CHANGES

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## Continuity

Same data and experience as today with no disruption.

## Modern Delivery

Secure, subscription-based access replaces legacy "push" data transfers.

## Clarity

Clear, new (side-by-side) standardized data naming makes information easier to understand and use.

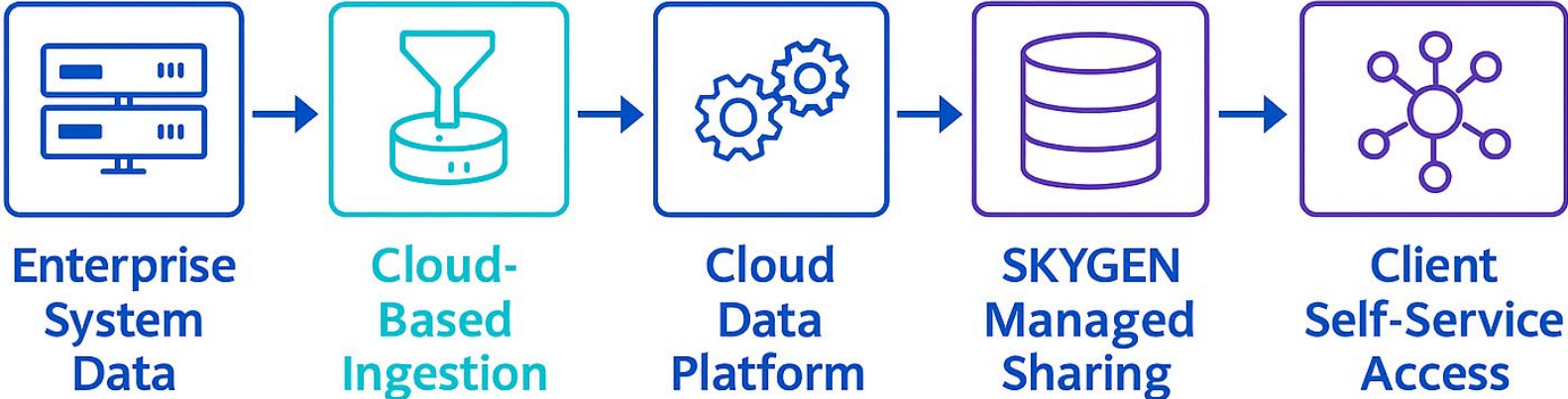
## Insight

New business-ready data directly powers dashboards and reports.

### **Important**

Today: Push replication with networking complexity  
Tomorrow: Subscribe securely and analyze instantly

## FUTURE DATA PROCESSING



Fast insight and reduced manual effort with modern, self-service data sharing.

# Secure Frictionless Sharing

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## Data Sharing

*Zero-Copy Information Delivery*

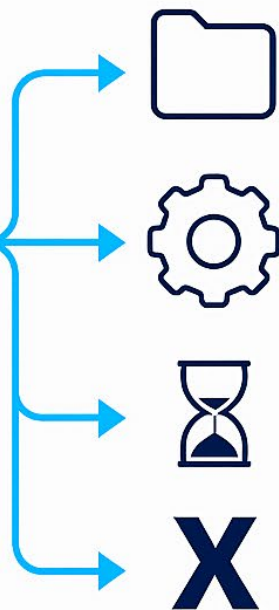
### INFORMATION DELIVERY

No Data Movement.  
Tightly Control Access.  
Continuous Data Sync.



Snowflake

- Any Use Case
- Any Tool
- Any Cloud



## WITHOUT...

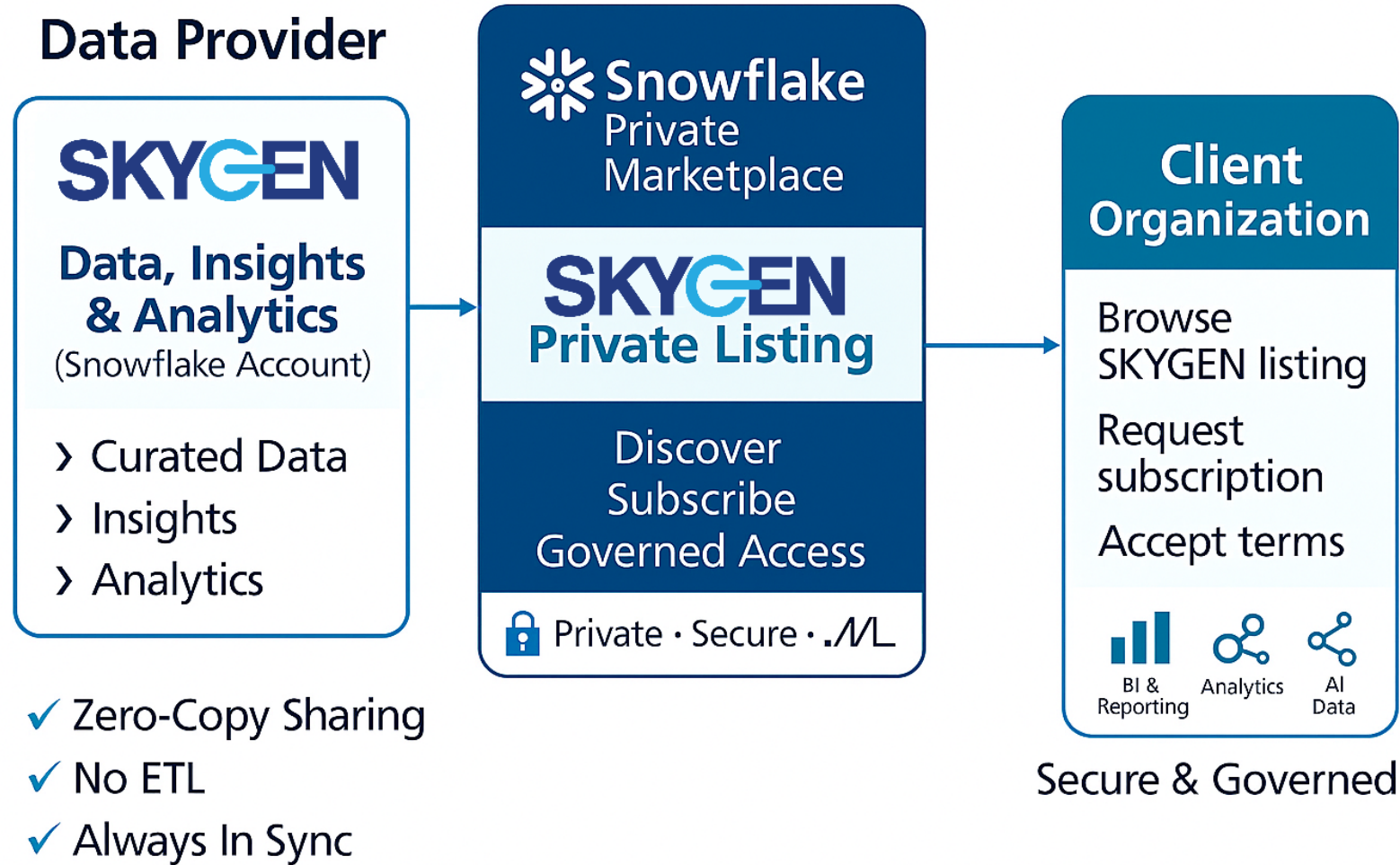
Data Replication

Complex  
Maintenance

Time Consuming

Out of Sync Data

# SNOWFLAKE MODERN DATA PLATFORM – MARKETPLACE SUBSCRIPTION



**What's Next**

**TRANSFORM**

# From Data Access to AI-Driven Decisions

## Foundational—Access & Trust

- Live, secure data sharing
- Enterprise governance built in



## Intelligent—Understanding

- Business metrics and KPIs defined once
- Natural-language search across data



## Agentic—Action

- Conversational AI agents
- AI-powered applications

## Executive Benefits

- Faster time-to-insight
- Higher data and AI adoption
- Lower risk and operational overhead
- AI that delivers decisions—not dashboards

## Traditional (current) approach

We give you data.

Your teams figure it out (some help from us).

## AI Data Product (future) approach

We share governed data, business meaning, and AI - all ready to use.

# FROM DATA ACCESS TO AI-DRIVEN DECISIONS - DETAILS

Maturity Stage	Capabilities Delivered	What the Clients Get	Business Value
Foundational	<b>AI-Ready Data Products</b> (tables & views via private listing)	Live, governed data shared directly into the client's Snowflake account	• Faster access to trusted data (no copies, no pipelines)
			• Reduced onboarding time and cost
Intelligent	<b>Built-in Governance &amp; Security</b>	Provider-managed access, masking, and row-level security	• Data always current and secure
			• Enterprise security by default
Intelligent	<b>Semantic Views (Business Metrics &amp; Dimensions)</b>	Business-ready KPIs with consistent definitions	• Reduced risk and compliance overhead
			• "One version of the truth"
Agentic	<b>Cortex Search &amp; Knowledge Extensions</b>	Natural-language search across structured and unstructured data	• Higher trust in analytics and AI results
			• Less dependency on technical teams
Agentic	<b>Cortex AI Agents</b>	Conversational agents that reason over shared data	• Faster insights without manual querying
			• Better use of proprietary content
Agentic	<b>AI-Callable Functions</b>	Reusable business logic callable by AI and SQL	• Ask questions instead of writing SQL
			• Multi-step answers with context
Outcome	<b>Agentic Snowflake Native Apps</b>	Full AI applications running inside the client account	• Faster, self-service decision-making
			• Consistent rules and models across the enterprise
Outcome	<b>Intelligent / Agentic Data Products</b>	Data, semantics, and AI delivered as a single product	• Protected intellectual property
			• Turn-key AI solutions, not just data
Outcome	<b>Intelligent / Agentic Data Products</b>	Data, semantics, and AI delivered as a single product	• No data movement, no external infrastructure
			• Production-ready AI with enterprise controls
Outcome	<b>Intelligent / Agentic Data Products</b>	Data, semantics, and AI delivered as a single product	• Higher adoption of shared data
			• Faster time-to-value from AI investments
Outcome	<b>Intelligent / Agentic Data Products</b>	Data, semantics, and AI delivered as a single product	• Enables AI-driven business actions, not just reports

Q & A





# Thank You

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