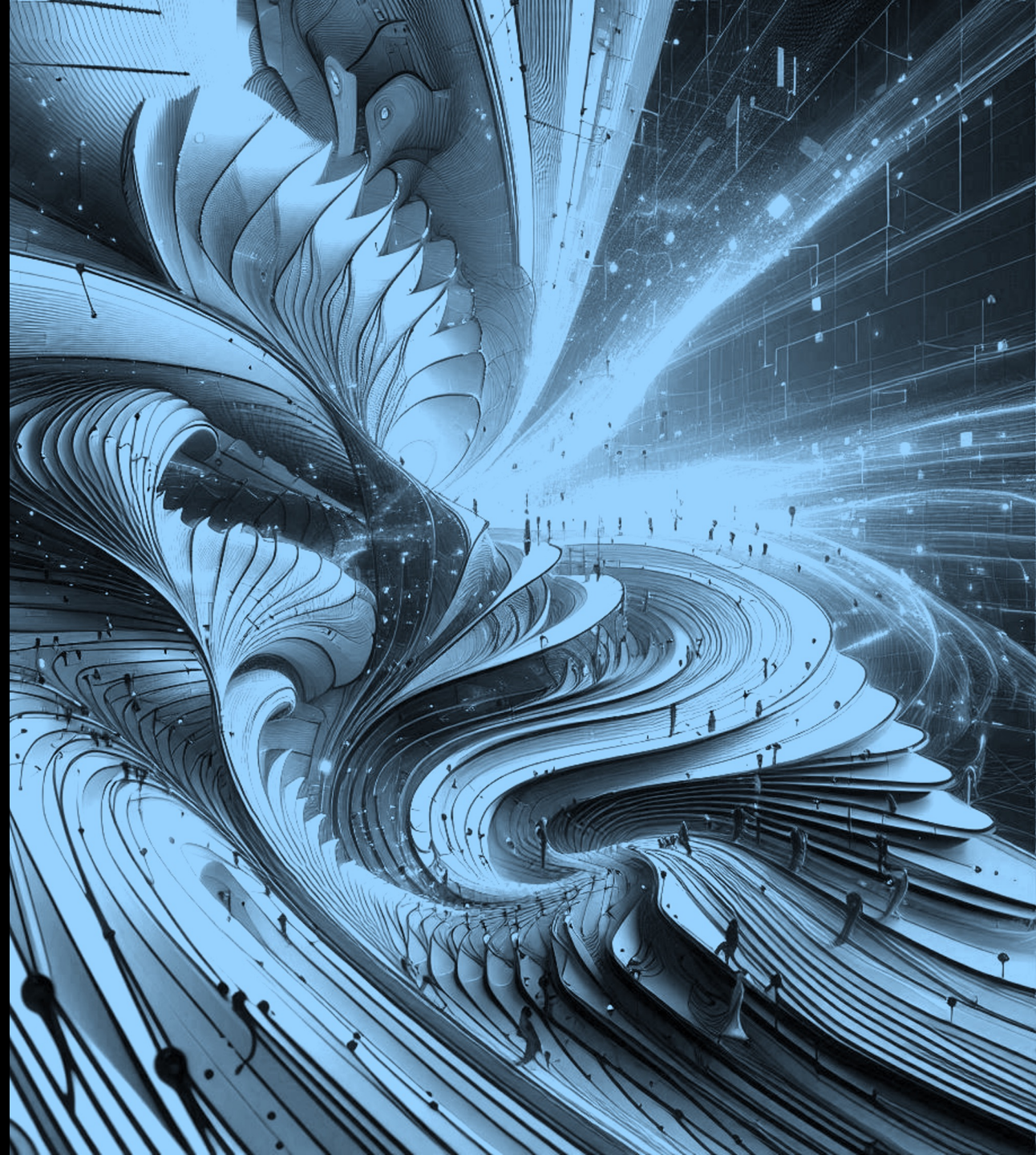




# AI Platform For Regulated Industries

Healthcare | Public Sector | Financial Services



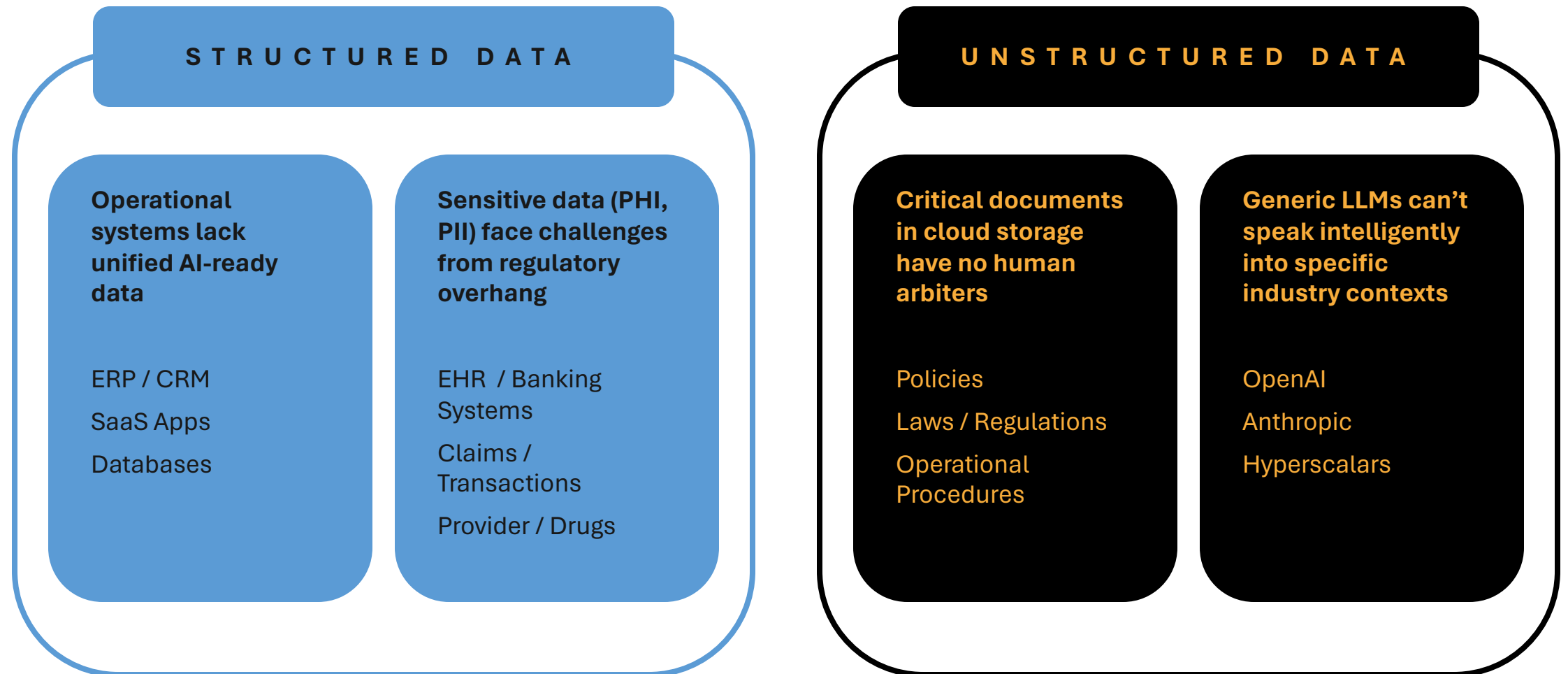
# Who We Are

Skypoint's AI platform (AIP) enables customers in regulated sectors like healthcare, public sector, and financial services to:

- **Unify** data from various siloed and disparate sources.
- **Deploy** industry-specific compound AI systems that leverage optimized open-source LLMs and dedicated GPU compute capacity.
- Leverage AI-powered analytics, applications, copilots, and agents to boost productivity and operational efficiency.



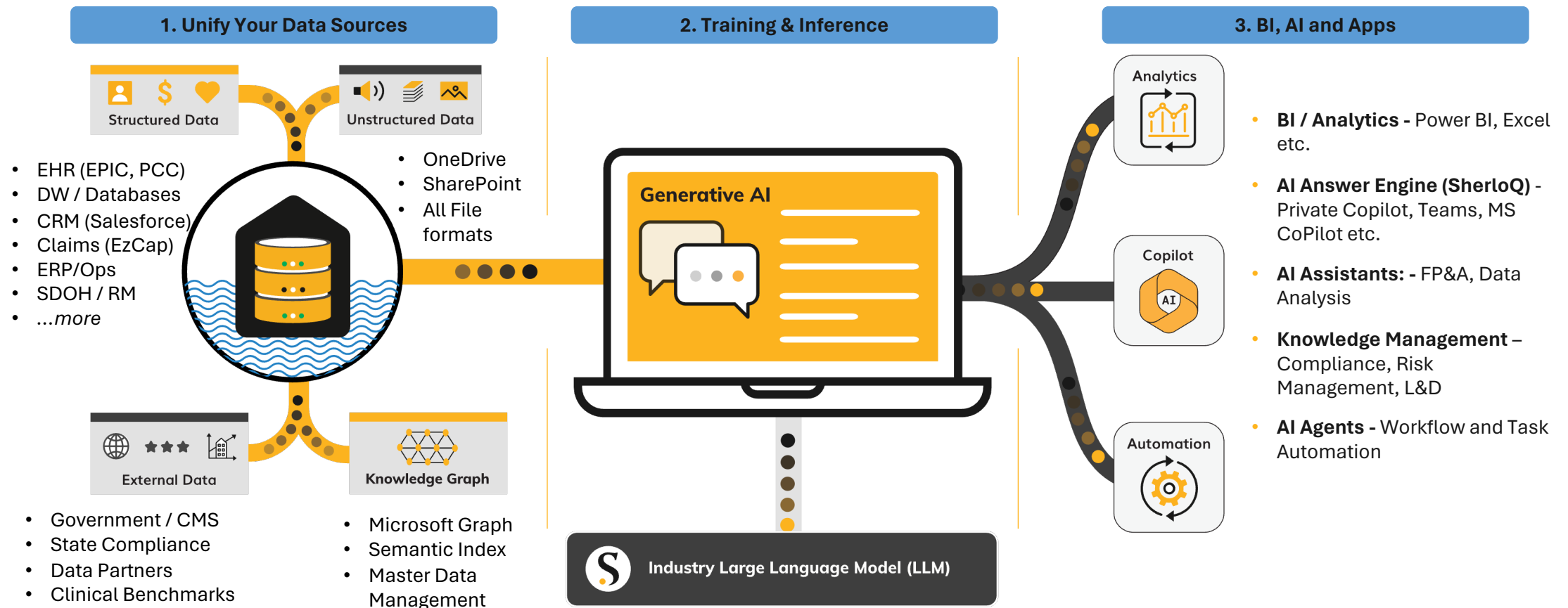
# Problem: Data Silos and Integrating AI into Operations





# Solution: Industry-Specific Compound AI System

Unify data from disparate sources, deploy industry-specific AI systems with optimized LLMs, and harness AI-driven tools to boost productivity and operational efficiency.



# Case Study: Medicare Insurance Intelligence

 skypoint AI Studio – Unified Observability and Management



**Data Sources**


**Unstructured Data**


- ✓ Plan Docs
- ✓ Laws / Regs


**Structured Data**


- ✓ Cost / Tabular Data
- ✓ Provider / Drug APIs



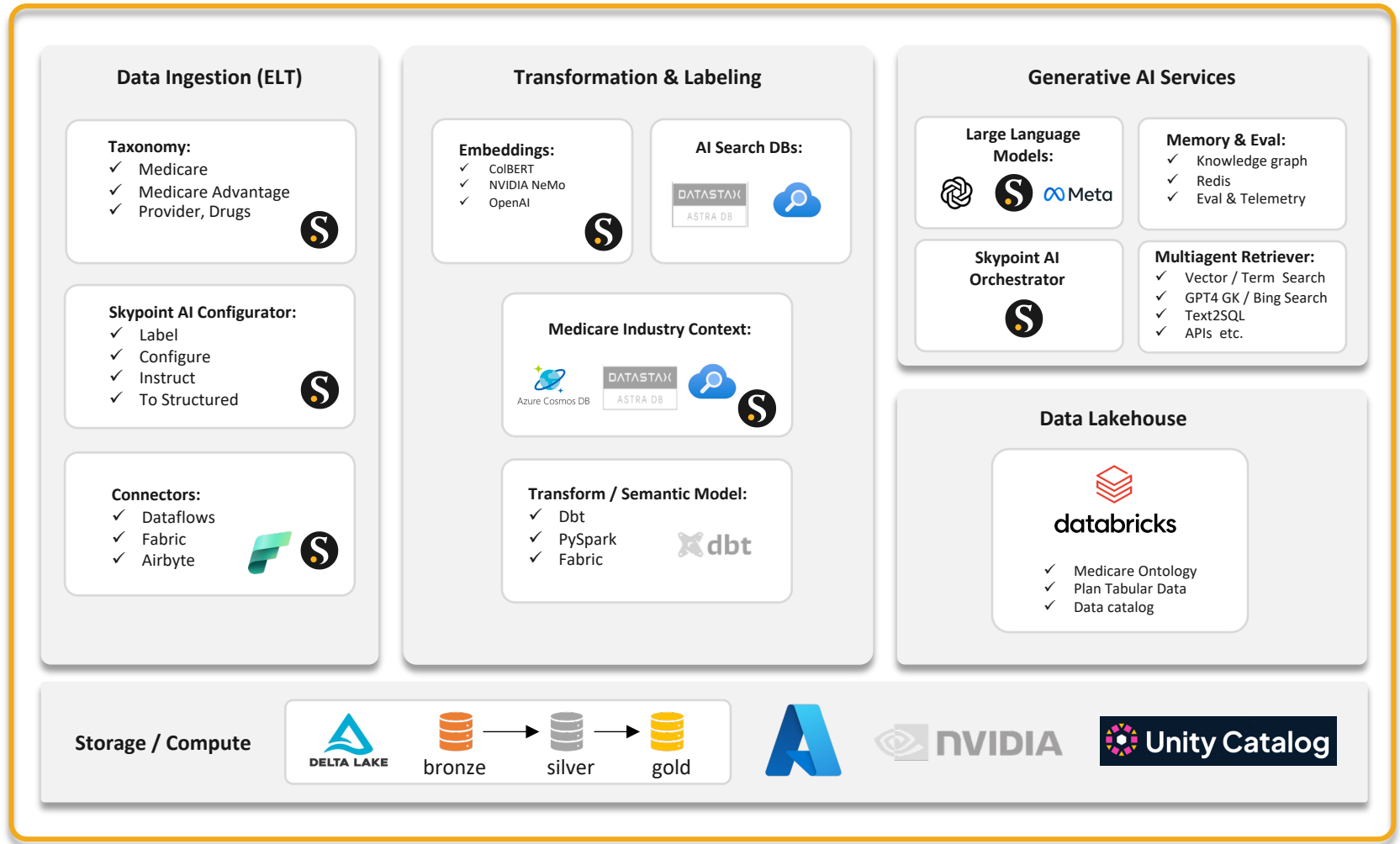








**4K Plans, National Coverage (2024 & 2025)**


**2M Pages, 5 Billion Tokens - Curated Plan Data**





**AI + BI + Apps**

 Analytics

 Plan Finder

 Private Copilots

 Privacy Automation

 Developer Portal (API)



# Skypoint AI/BI: Dashboards, KPIs and Reports

## Summary

Custom Date Range

Yesterday

Week to Date

Month to Date

Last Month

Clear all filters

Community

Care Level

Labor Type

Job Title

Paycode Type

### Census Counts for Wednesday, May 1, 2024 - Sunday, May 12, 2024

377

Residents

327.17

Occupied Rooms

357

Total Units

1

Move-Ins

7

Move-Outs

17

Tours

36

Inquiries

Occupancy %

91.64%

### Census vs Budget Breakdown

Independent Living

202.50

Budget: 216.00 (-6.25%)

45

Second Occupant

248

Residents

Assisted Living

90.67

Budget: 88.00 (+3.03%)

5

Second Occupant

96

Residents

Memory Care

34.00

Budget: 36.00 (-5.56%)

(Blank)

Second Occupant

34

Residents

### Labor Hours for: Wednesday, May 1, 2024 - Sunday, May 12, 2024

297.57

Agency

465.00

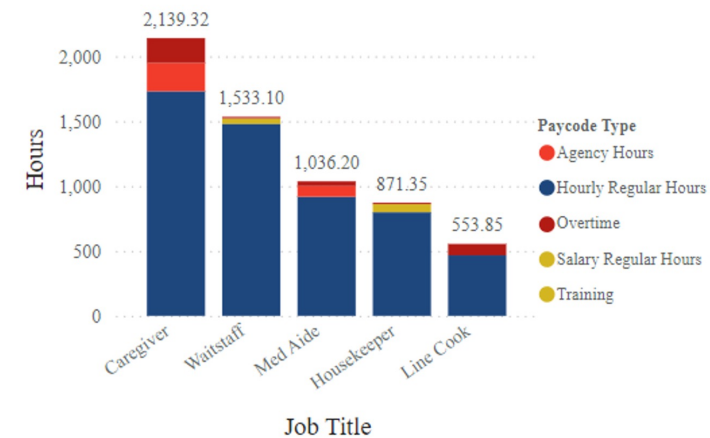
OT Hours

9.16K

Total Hours

Labor Type	Hours	Budget	PRD
Direct Labor (Patient Care)	3,303.52	3,683.61	0.73
Caregiver	2,139.32	2,408.77	0.47
Health Services Director	64.00	134.19	0.01
Med Aide	1,036.20	1,073.55	0.23
Registered Nurse	64.00	67.10	0.01
Direct Labor (Other)	395.50	536.77	0.09
<b>Total</b>	<b>9,162.52</b>	<b>10,633.16</b>	<b>2.02</b>

### Top 5 Hours by Job Title



PCC current through: 05/12/2024 11:10 PM

UKG current through: 05/13/2024 03:30 AM

WH current through: 05/13/2024 03:30 AM

[PCC](#)  
[UKG](#)  
[WH](#)

### Operational/Financial Data

“Average community occupancy rate.”

“Overtime hours by job.”

“Resident count by living type.”

### Clinical Population Health Data

“Compare vital sign trends between different facilities.”

“Show vital signs during periods of elevated pain to understand physiological responses.”

### Sales and Marketing

“Average % of closed sales by facility.”

“Highest number of initial home visits across all facilities.”

“Top 5 visitor-to-visitor conversion rate by facility.”

The screenshot shows the Skypoint AI interface. On the left is a 'Chat History' sidebar with sections for 'Pinned' and 'History'. The 'Pinned' section contains 'OT Hours by Job Role' (8 Jan). The 'History' section contains 'Care Plan for Andrew S.' (01:48 pm), 'Vital Signs for resident 65132' (01:46 pm), 'Our Compliance Policy' (04:24 pm), and 'Occupancy Report: Greenfield S' (8 Jan). At the bottom of the sidebar is the user profile 'DM Drew Monroe' and a settings gear icon. The main chat area is titled 'AI Chat' and has a '+ New Chat' button. The current chat is titled 'Care Plan for Andrew Based on Known Allergies'. The AI response lists: 'The care plan for Andrew based on his known allergies is as follows:', 'Acetaminophen', 'Codeine', 'Lisinopril', 'Penicillins', and 'Opiate derivatives'. Below the list is a code block with 'sql' and '1 SELECT', and a 'Copy code' button. At the bottom is an input field with the placeholder 'Ask copilot' and a send button.

### Compliance Knowledge Management

“Explain how our facility ensures compliance with state regulations for skilled nursing or assisted living.”

### Resident/Patient Clinical Data

“Insurance details for Sheila Carter.”

“Most recent vital signs for resident ID 65132.”

“List all allergies for Andrew, S.”

### Clinical Knowledge Management

“Discharge criteria for Alzheimer’s and Dementia program.”

“Rules for residents’ use of prescription and nonprescription medicines.”

### HR Knowledge Management

“What are our insurance benefits?”

“How many vacation days do I have left?”



# Business Model: Platform Pricing & Signup

## AI Platform Monthly Subscription

**\$4,995** / month

Includes:

- ✓ Data Lakehouse/Warehouse with 200+ data integrations.
- ✓ Industry-specific LLMs and Data & AI stack with scalable capacity.
- ✓ On-demand GPUs and vCPUs for flexible compute resources.
- ✓ Custom-branded AI copilots for personalized AI assistance.
- ✓ Unified Data + AI Catalog for centralized management.
- ✓ Unlimited users with custom SSO and private deployment options.
- ✓ Onboarding, training, and maintenance support.
- ✓ Availability guarantees with comprehensive support, including break-fix and emergency assistance.
- ✓ 500 compute credits included; \$7.50 per additional credit.
- ✓ 5 hours of forward deployed engineering services included; \$250 per additional hour.

Our pricing structure is designed to help you seamlessly integrate generative AI into your operations. Here's what we include:

- 500 Skypoint compute credits.
- 5 hours of forward deployed engineering.
- No per user license fees for AI Apps, Copilots or Agents.

For additional resources:

- Compute credits are available at \$7.50 each, billed by the minute.
- Tailored packages for higher levels of compute credits and forward deployed engineering are available upon request, with prices varying according to your specific needs.

### Sign up Channels:

[Skypoint Website \(Direct\)](#)

[Azure Marketplace \(Microsoft Billing\)](#)





# Thank You!

Stay in touch:



[sales@skypoint.ai](mailto:sales@skypoint.ai)



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