

# From Analytics to Agentic Apps

Agentic Coding 20 Healthcare AI Products Into Production

Replacing 100+ Legacy SaaS vendors

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# Skypoint Today

The agentic AI platform for healthcare & senior living | HITRUST r2 Certified

1,100+

Locations

Providers, payers, health-tech and senior living operators in production

20+

AI Products

Agentic SaaS apps with skyAgent embedded in every app

250+

Integrations

Bidirectional EHR, billing, HR, compliance connectors

50

FTEs

All-in team. No acquisitions. Organic, AI-first. \$1M revenue per per employee target.

*20+ AI apps across Growth & Engagement, Revenue Cycle, Workforce, Operations, Compliance, Data & Analytics — all AI-coded, all agent-native. all agent-native.*



# My Journey

From building at Amazon scale to an AI-native healthcare company

## 2017 — Amazon Prime Now

Building logistics systems at massive scale. scale. DevOps Enterprise Summit Presenter. Presenter. Learned how micro services operates in production at scale.

## 2020 — Founded Skypoint

Healthcare + senior living data platform. Built the "data infrastructure": 250+ integrations, HITRUST r2, BAA-ready. Before agents existed. 1 product – analytics, grew to 120 FTEs.

## 2026 — AI-Native Company

20+ agentic SaaS products shipped.

50 FTEs producing output of 500.

The data infrastructure became the substrate, context and harness for skyAgent.



# The Before: Legacy SDLC @ Skypoint

Even with a great harness, the traditional build and operate cycle was our ceiling.

## Quarters, Not Weeks

Every new product took 2–4 quarters. PRD → design → sprints → QA sprints → QA → compliance review → ship. Competitors were catching catching up.

## Team-Size Ceiling

To ship faster, hire more. Hiring is slow, onboarding to HITRUST HITRUST workflows is slower. Linear cost growth, sub-linear output. Human heavy services / FDE model.

## Integration Debt

250+ EHR, billing, HR systems. Every new customer re-invented the same plumbing. Brittle, expensive, not leveraged across the portfolio.

## Compliance as a Gate

HITRUST r2 review at the end of the cycle caught issues late. Rework was expensive. Fear of shipping slowed everyone down, customer facing teams & FDEs ignored the product entirely.



## The Turning Point

*"The moat is not the code.  
It is the harness."*

— *Tisson Mathew, CEO Skypoint*

Once Claude Code and coding agents got good enough, building software got “easier”. The expensive thing — the 18-month compliance, integration, and data substrate — was already done. We stopped (+reduction of staff) hiring engineers and PMs to scale output and started “hiring agents” to scale output. Every product since has been agent coded on top of the harness. Increased the size of business QA headcount.



# How We Agentic Code in Production

The four pieces that make agent-authored code ship-ready for healthcare

## 1. The Harness as Context

250+ integrations, data models, HITRUST controls, and internal SDKs are the ground truth fed to every coding agent. Context is the moat.

## 2. Claude Code + Sub-Agents + Skills

Product spec → planning agent → implementation → → test → review sub-agents. Humans supervise, supervise, not type. SDLC compressed from quarters to quarters to days.

## 3. HITRUST r2 Guardrails

Policy-as-code, PHI scanners, BAA-safe defaults, automated compliance checks wired into CI. Compliance shifts left — not a gate at the end.

## 4. Eval Loops in Production

Every agent is scored on real tasks with real (de-identified) data. Regressions caught in minutes, not in a customer ticket 3 weeks later.



# What We Shipped - 20+ AI-Coded Products

skyAgent embedded in every app | All agent-coded on the harness | All in production

## Growth & Engagement

skyAdvisor, skyReputation, skyVoice,  
skyVoice, skySign, skyMarketIQ,  
skyEngage

## Revenue Cycle

skyAuth, skyReferral, skyAdmissions,  
skyAdmissions, skyRCM, skyPay —  
automate prior auth & capture

## Workforce

skyHire, skyVerify, skyLearn,  
skySchedule — recruit, credential,  
train, staff

## Operations & Compliance

skySupport, skyComply, skyPrivacy,  
skyScribe — helpdesk, survey readiness,  
docs

## Data & Analytics

skyStudio, skyMDM, skyCommand,  
skyInsights, skyChat — 350+ KPIs,  
unified lakehouse

## Build Your Own

skyBuild — customers build custom  
apps, agents and deploy to our  
HITRUST cloud



# The Numbers That Changed Everything

Before vs. after going AI-native on the SDLC

**5-12x**   **Weeks**   **20+**   **50%**

Engineering Output

Not Quarters

Products in 12 Months

Lower Cost

50 FTEs producing the output of  
~500 traditional engineers

New agentic apps shipped in weeks  
instead of 2-4 quarters

Competitors shipping 2-3 while  
carrying legacy codebases

Lower all-in cost of delivery vs.  
traditional hiring model

*The lesson: AI did not just make us faster. It collapsed the unit economics of building and operating regulated software.*



# What Broke. What Worked.

The hard-won lessons from shipping agent-authored code into HIPAA-regulated production

## Broke: Context Collapse

Early agents hallucinated schemas and invented API shapes. Fix: harness-first. Every agent call is grounded in real data contracts and integration metadata.

## Broke: Test & PHI Debt

Agents generated code faster than we generated tests or scrubbed fixtures. Fix: test + eval agents running alongside the implementation agent, with a de-identified PHI sandbox.

## Worked: Compliance-as-Code

HITRUST controls encoded as automated checks in CI. Agents cannot ship code that violates a control. Compliance stopped being a gate; it became a guardrail.

## Worked: Small Teams, Big Surface

2–3 humans + agents own an entire product. Fewer handoffs, tighter feedback loops, higher ownership. This is the new operating model.



# Three Takeaways

## 01 Build the harness first.

Agents amplify context. Integrations, data models, and compliance substrate are the moat — not the code.

## 02 Shift compliance and ops left — to code.

In regulated industries, guardrails let you go faster, not slower. Encode HITRUST into CI and never look back.

## 03 Redesign the team, not just the tools.

10x output comes from small teams + agents + eval loops. Hiring more engineers is now the slow path.