Application: 7282

Nachiketh Gudipudi: Legacy SQL to Snowflake SaaS Migration & Architecture

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Page: General Information

Provide information about the company to be considered for the award. If you will be nominating an individual, specify the nominee's employer.

Name of Organization/Company

Inovalon

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Additional Contacts

I do not wish to list additional contacts

Page: Entry Information

Entry Title

Nachiketh Gudipudi: Legacy SQL to Snowflake SaaS Migration & Architecture

Category

Q05a. New Product of the Year - Information Technology - Cloud Services

New Product Submission Format

Written Answers

a. Briefly describe the organization that developed the nominated new product: its history and past performance (up to 200 words). Required

Inovalon, Inc. stands as a leading provider of superior healthcare quality, care management, and financial performance improvement solutions, empowered by advanced data analysis, abstraction, and verification systems. The organization serves a diverse clientele, including local and national health insurance plans, care delivery networks, employers, pharmaceutical companies, regulatory bodies, and government organizations.

The company has demonstrated exceptional performance in delivering powerful, turnkey services that address critical healthcare challenges, including disease management, clinical outcomes, quality of care improvement, cost optimization, revenue enhancement, risk adjustment, and healthcare data verification. Inovalon has successfully supported over $100 million in annual healthcare claims submissions while maintaining CMS audit compliance for more than 30 payer clients.

Their technological achievements include developing enterprise data ingestion platforms using best-in-class ETL practices, implementing proprietary data analytics algorithms that improved prediction accuracy by 15%, and creating automation solutions that reduced 837 QA cycle time by 60%. The organization has successfully built robust 837/5010 file automation engines and HCC surveillance systems, establishing itself as a trusted partner in healthcare data management and regulatory compliance across Medicare, Medicaid, and ACA domains.

b. Specify the date on which this nominated product was introduced to the marketplace. Outline the nominated product's features, functions, benefits and novelty (up to 250 words). Required

Market Introduction

"Legacy SQL to Snowflake SaaS Migration & Architecture" solution was officially introduced to the marketplace on January 6, 2025.

The CRF Files Snowflake SaaS & DaaS Platform was introduced to the marketplace in March 2024, representing a revolutionary advancement in healthcare claims processing technology.

Core Features and Functions

This cloud-native platform features a multi-tenant architecture that securely generates, stores, and shares 837 EDI claims data at enterprise scale. The product is built entirely within Snowflake using modular, reusable ETL pipelines that eliminate traditional job schedulers or third-party orchestrators. Key functionalities include automated ETL pipelines, real-time file generation, and API-driven data access through Snowflake's advanced infrastructure. The system utilizes SnowSQL, Streams, Tasks, and Python orchestration to deliver seamless claims processing workflows.

The platform provides role-based security architecture with governed data access for both internal stakeholders and external payers, ensuring compliance with healthcare regulations and CMS traceability requirements.

Benefits and Novelty

The solution delivers unprecedented operational efficiency with 70% reduction in maintenance costs and 50% faster file generation cycles. It supports ~$100M+ in annual EDI submissions while providing secure access to 30+ consumers through Snowflake data shares.

The platform's novelty lies in its cloud-first architecture that eliminates legacy system dependencies, reduces new payer onboarding time by 60%, and enables near real-time analytics on claims processing trends. This represents the first fully integrated SaaS and DaaS framework specifically designed for healthcare claims management, establishing new industry standards for scalability, security, and operational efficiency in cloud-based healthcare services.

c. Explain why the nominated product is unique or significant. If possible compare the product to competitors' offerings and/or to the organization's other or past products (up to 250 words). Required

The CRF Files platform represents a paradigm shift in healthcare claims processing, distinguishing itself through Inovalon's comprehensive migration from legacy Azure SQL infrastructure to a cutting-edge Snowflake SaaS and DaaS architecture. Unlike traditional on-premises solutions that require extensive maintenance and limited scalability, this platform leverages Snowflake's native multi-tenant capabilities to deliver unprecedented efficiency and governance.

The platform's uniqueness lies in its complete reimagining of 837 EDI claims workflows using SnowSQL, Streams, Tasks, and Python orchestration within a single ecosystem. This approach eliminates external system dependencies —a significant advancement over competitors who typically rely on fragmented, multi-vendor architectures that increase complexity and operational risk.

Quantifiable achievements demonstrate the platform's exceptional performance: 70% reduction in operational maintenance, 50% acceleration in file generation cycles, and support for ~$100M+ in annual EDI submissions. The system successfully serves 30+ internal and external consumers through secure, governed data shares while reducing new payer onboarding time by 60%.

Compared to Inovalon's previous Azure SQL-based system, this transformation represents a cloud-first strategy that enables real-time analytics, automated compliance tracking, and seamless scalability. While industry competitors continue operating legacy infrastructures with high maintenance overhead, Inovalon's solution establishes a reusable framework that positions the company as a leader in healthcare data modernization, delivering both immediate operational benefits and long-term strategic advantage. Unlike multi-vendor stacks used by competitors, this all-in-Snowflake deployment reduces operational friction and establishes a reusable blueprint for healthcare cloud modernization.

d. Reference any attachments of supporting materials throughout this nomination and how they provide evidence of the claims you have made in this nomination (up to 250 words). Optional

The Frost & Sullivan Best Practices Award PDF from (https://www.frost.com/news/press-releases/inovalon-applauded-by-frost-sullivan-for-improving-healthcare-delivery-patient-outcomes-and-data-security-with-its-inovalon-one-platform/) provides external validation of the technical excellence demonstrated in this nomination. This document recognizes Inovalon's 2023 North American Product Leadership Award for data security, standardization, and analytics capabilities.

The award directly correlates with the nominee's implementation of multi-tenant security, role-based governance, and real-time analytics within the CRF Files platform, providing industry-level validation of the technical approach that achieved 70% operational maintenance reduction, 50% accelerated file generation cycles, and management of $100M+ annual EDI submissions.

The Business Wire announcement from (https://finance.yahoo.com/news/inovalon-completes-three-transformation-pure-130000678.html) (January 2025) confirms Inovalon's successful completion of its three-year transformation to a pure-play cloud-based SaaS and DaaS provider.

This document evidences how the nominee's individual contribution directly supported company-wide achievements, including double-digit three-year CAGR and growth to 50,000+ active customers. The alignment between the nominee's scalable cloud-native architecture and Inovalon's recognized transformation provides compelling evidence that this technical leadership merits award recognition for its measurable impact on healthcare data delivery excellence.

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