Healthcare Almanac Proposal

Healthcare Almanac provides complete financial and analytical information of healthcare providers based on the CMS Medicare Cost Reports.   The healthcare providers are Hospitals, SNFs, HHAs, ESRD and Hospice. The information spans up to 12 years for all payers. The information is available through a combination of a website and a desktop application. The website and desktop application work together to provide a complete access to information in CMS Medicare Cost Reports.

HA Website Summary Description

The Healthcare Almanac Website Product consists of a Microsoft Net Core MVC based website, a custom website landing page (www.halmanac.com/demo) and access to the HA Databases. The HA Website and HA Databases are designed to run in the Microsoft Azure Cloud. The HA Website is constantly upgraded to current Microsoft technologies (See The Road Ahead).

- Federal HIPPA regulations do NOT apply to the HA Website product or HA databases.
- The usage fees for the Microsoft Azure Cloud are included with the HA product.
- Access to the HA Databases requires an activation code for complete access.
- The custom website landing page is developed and maintained by Intech Computer Systems, Inc. dba Healthcare Almanac. The landing page is update for new HA Database information.
- Technical support is included for installation and maintenance of the HA Website landing page.
- Technical support for questions and analysis of data quality issues is included.
- If a problem is identified, the website or database will be corrected.

HA Desktop Summary Description

The Healthcare Almanac Desktop Product consists of the HA Desktop software and the HA Databases. The HA Databases are stored in the Microsoft Azure Cloud. The HA Desktop software is developed with Microsoft .Net software and uses current Microsoft technologies. The Desktop software is tested for Microsoft Windows 8 and 10.

- Federal HIPPA regulations do NOT apply to the Desktop Product. All of the HA database data is available from the federal government for public use.
- The HA Databases are designed to run in the Microsoft Azure Cloud. The usage fees for the Azure Cloud are included with the product.
- Access to the HA Databases require an activation code for full/complete access.
- The HA Desktop software is installed from the public HA Website (using Microsoft Click-Once deployment).

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- Technical support is included to handle installation and maintenance of the Desktop software.
- Technical support for questions and analysis of data quality issues is included. If a problem is identified, the HA Desktop or HA Database will be corrected.

HA Database Description

The HA Databases includes the CMS Cost Report data released by the government 4 times a year normally 25 days after a calendar quarter end. The Hospital data is processed and updated 35 days after released for a total of 60 days after the quarter end (Feb 28, May 31, Aug 31, Nov 30). The Other Providers (SNF, HHA, ESRD, Hospice) will be updated twice a year for the June 30 and December 31 quarters and release 60 days after the quarter end (Feb 28, Aug 31).

There are many sets of tables in the HA Database. The tables used for the HA Website and HA Desktop are the CMS Cost Report Tables, Summary Reference tables and the supporting tables.

The CMS Medicare Cost Report Tables are obtained from the CMS website in CSV tables. The tables are converted to SQL Databases with the addition of Line Descriptions, Column Descriptions, Worksheet Titles, heading names and other descriptive information.

The Summary Reference tables consist of a table per provider (Hospital, SNF, HHA, ESRD and Hospice) per year (2006 to 2018). The 50 to 60 tables are summary information with over 300 data fields of information. The tables are used to create the Profile Website page. The number of years available is 12 years.

The four Worksheet Tables are per provider with 12 years of data fields. The worksheets are A, B, C and G/F. The worksheets consist of a Worksheet ID, Worksheet section and a Worksheet line number. These tables contain 12 years of history of worksheet line numbers and the line descriptions, type and format.

The KPI Calculations Table are per provider with 12 years of history. There are 40+ Key Performance Indicators. The KPI numerator, KPI denominator and KPI calculation are in the table.

The KPI Values Table are per provider with 12 years of history. There are 70+ KPI Values used in the calculation of the KPI Calculations. All values used to calculate the KPI Calculations are in Summary Reference tables.

The Population Estimates from the Census Bureau are the source of population for National, State, County and CBSA (Metropolitan Areas).

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The CMS Impact tables for Hospitals contain CBSA codes, CMI (Case Mix Index) information and AWI (Area Wage Index) information. This information is in the Summary Reference tables.

The Summary Reference tables consist of State, Counties, CBSA codes, Carrier Codes, etc. These tables were developed from government sources.

Access to the complete database is controlled by an activation code. The activation code is converted to a user id and password for access to the Microsoft Azure Database. The database is read-only. Process logs are kept for database access. Any website processing errors are logged. Currently, a special custom log is created for database access. The Microsoft product Application Insights is also used to monitor performance.

HA Client Website

The HA Client Website is part of the current Healthcare Almanac (HA) Public Website. All of the pages/screens for your HA Client website are the same as the HA Public Website. This insures a high level of reliability. New features are added and minor problems are fixed on a regular basis. The HA Website includes logging to report website usage, website errors or website problems. The HA Website is tested monthly with a Website Test Runner (Selenium). The HA Client Website should be included in your existing company website. You should be able to add a hyperlink access to the HA Client Website. We will provide technical support to assist with this process. You will need the assistance of an experienced website developer with access to the source code of the website.

CMS Cost Report Data

The CMS cost report data is obtained from the federal government. The data is compressed in CSV files, requires special tables to enhance the data and requires database programming skills to develop useful information. Healthcare Almanac obtains the data and converts the data into a useable format. CMS data is released four times a year normally 25 days after a calendar quarter end. Healthcare Almanac normally requires 15+ work days to convert, validate and update all five providers. In the past, CMS has updated provider forms (Hospital and SNF in 2010, ESRD in 2011 and Hospice in 2015) to improve the information on the forms. This normally requires significant work to use the new forms and create backwards compatible data. For example, in 2015, the hospice data was completely updated with new formats and line numbers. Examples of the forms are on the HA Website. The current plan/schedule is to update the Hospital information on the first Friday/Saturday after the HA Database is complete on February 28, May 31, August 31 and November 30. The Other Providers are updated on the first Friday/Saturday after February 28 and August 31. The data updates normally take 18-30

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hours to upload to the data the Microsoft Azure Cloud. This is done on Friday at beginning at 12:00 Noon through Saturday.

HA Website Product Restrictions

The HA Client Website is for your employees, contractors, clients and prospects. The hyperlink to the HA Client Website landing page should be inside your website and require a login ID and password. The restriction is that the HA Website product is not available for the public. You should take steps to prevent public use of the HA Client Website, HA Databases and website landing page.

At the present, the public HA Website allows public access to the REF_ALL database for Summary level information. During the year, access to Worksheet information for Worksheet A, B, C, F and G along with access the KPI Calculations and Values is restricted to a limited group of data. Currently the Worksheet information is for the 250+ hospitals in Florida. This is for easy access by HA Website prospects for marketing purposes. Public access to the Worksheet Data may be stopped at any time.

Healthcare Almanac Commitments
1. The website will operate at least 99% of the time. The website runs in the Microsoft Web Apps product. Microsoft promises a service level agreement of 99.5%.
2. The fees for Microsoft Web Apps are included in the annual license fee. At present, due to using the landing page approach for the website, you cannot easily allocate the usage of the database and website. In addition, Microsoft charges fixed prices for service levels. Basically, Microsoft charges for "access to the equipment" instead of usage. There are small charges for usage of the network.
3. If a problem is found in the database or website, every effort will be made to fix the problem as quickly as possible. Minor problems will be fixed during the processing of the next quarter of data.
4. Email is the preferred means of product support. If telephone support is required, we will make every effort to answer the call or return a call or email as quickly as possible.

HA Product Early Adopter Pricing

The "Early Adopter Pricing" for the All Provider HA Website product and the HA Desktop product is $5,000 per year for an auto renewing term of 3 years. The All Provider version consists of the Hospital data version and the Other Providers data version (SNF, HHA, ESRD and Hospice). In each year, the HA Desktop Product (a $2,500 value) is included without charge. The Other Providers – SNF, HHA, ESRD and Hospice are included without charge (a $5,000

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value). In the second year, the All Providers version is included the Other Providers at a 50% discount for $2,500. In the third year, the All Providers includes the Other Providers at full price for $5,000. In summary for the "All Provider" HA Website and Desktop Product , the first year is $5,000, the second year is $7,500 and the third year is $10,000 for all providers. If you choose to not use the Other Providers information, the "Early Adopter Pricing" of 5,000 per year for the 3 year term.

The initial terms of payment are $5,000 due 30 days after installation. An invoice will be provided.

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