2016 Sales Summit

October 13th 2016

HENRY SCHEIN®
urgiCare MD™

The Henry Schein Medical Systems - Forerun Partnership

The Vision:

- *A single-platform solution for targeted specialties that seek to bridge the gap in the continuum of care and enhance engagement between the patient and physician*

  - *Walk-in services*
  - *Care continuum with consults*
  - *Chronic care management*
  - *Telehealth*
  - *Patient engagement tools*
  - *Outcome reporting*

First Product Release

- An integrated **Comprehensive Solution** specially **designed for Urgent Care clinics** that includes:
  - **MicroMD PM's:** *advanced practice management software*
  - **Forerun's EHR**: *electronic clinical documentation, workflow and decision support software*
- Complete solution **offered by Henry Schein Medical Systems**
- **Easily deployed**
  - **Cloud offering:** *Run it on any device or location with a browser*
  - **Intuitive User Interface:** *Physicians are up and running with ~ 15 minutes of training*
  - **Proven Results***:* Clinics have already successfully deployed
- **Simplified pricing options:** *Pay-per-encounter model*

About Forerun

……a SaaS digital healthcare company

- **Founded in 2006- Waltham MA**
- **EDIS Technology spin out**
- **Deployed as a SaaS**

- Transform disparate clinical data from patient records and episodic testing into critical, timely and actionable information.
- Allows health care providers to make better decisions about the clinical management of their patients
- Creates complete and appropriate documentation of the care provided while also addressing the growing revenue challenges of health care providers.

Foreun :Experts in Emergency & Urgent Care

Developed by an interdisciplinary team of emergency physicians and HIT specialists at Beth Israel Deaconess Medical Center

- Currently in use on the main campus and in BIDMC's and community hospitals EDs and UCs
- Nationally deployed in academic and large community EDs and UCs

Beth Israel Deaconess Medical Center

John Halamka, MD
Chief Medical Information Officer

Peter Rosen, MD
Past Editor-in-Chief
Journal of Emergency Medicine

Richard Wolfe, MD
Chief of Emergency Medicine

Customer Testimonial: *Forerun's unique EHR Design*

- **USACS and Clinic 21**
- **Why EHRs matter**
- **Successful Deployment of the Forerun EHR**
- **Key features highlighted**

US Acute Care Solutions

Christopher Corbit, MD, FACEP
Chief Medical Informatics Officer

About

US Acute Care Solutions

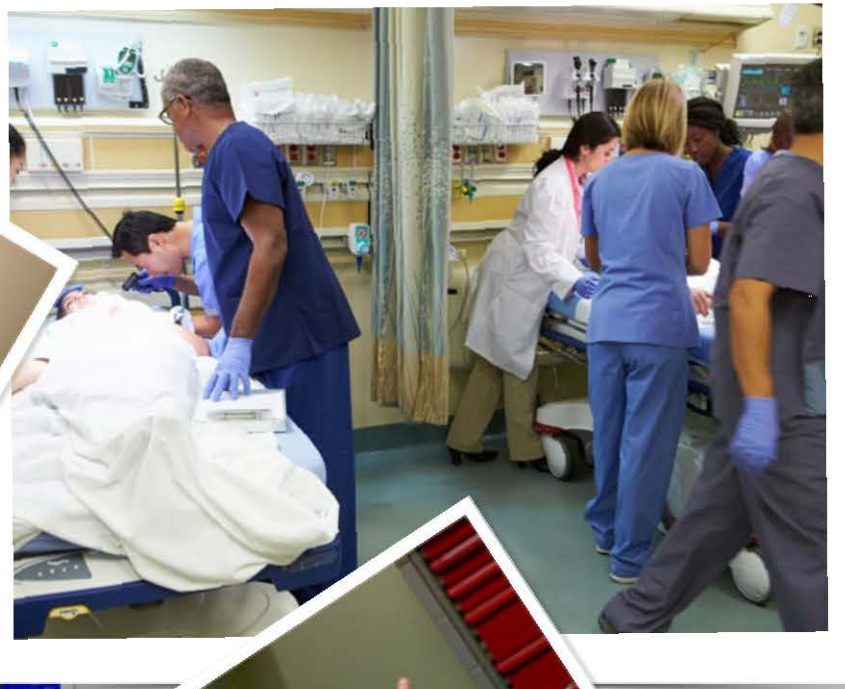
About USACS

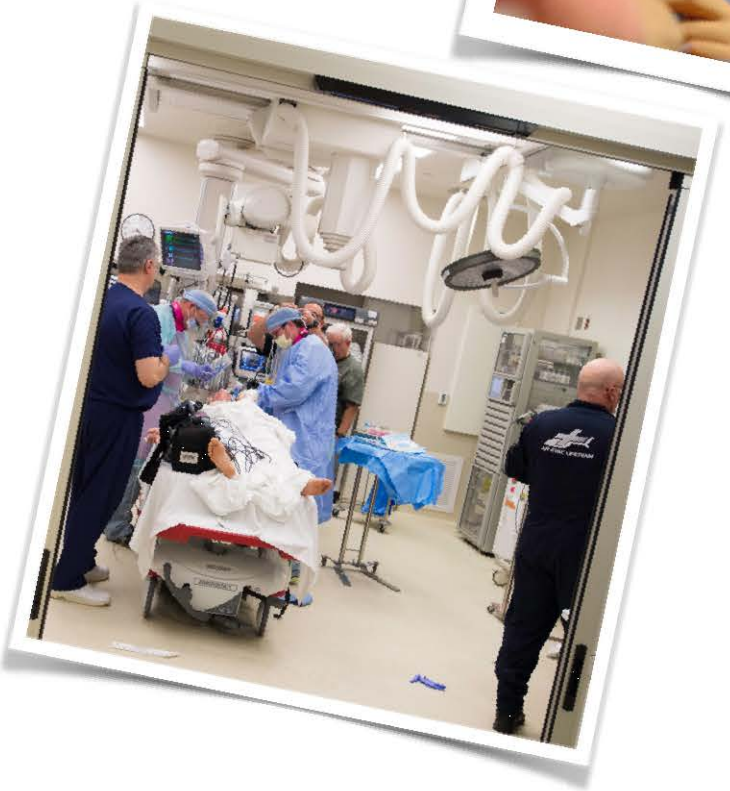
Founded by emergency medicine physician groups in Colorado, Florida, Maryland and Ohio and capital partner Welsh, Carson, Anderson & Stowe, USACS is the national leader in physician-owned emergency medicine, hospitalist and observation services. USACS provides high-quality care to almost 4 million patients annually at approximately 120 locations in 22 states, and is aligned with leading hospital systems across the country.

Clinic 21

About Clinic 21

Founded by emergency medicine physician Clinic 21 offers thorough, convenient and accessible urgent care and emergency care without the long wait times of hospital based emergency rooms. Staff of board certified physicians and advanced practice providers trained in emergency care have extensive experience treating individuals in urgent or emergency medical situations.






AIR EVAC LIFETEAM

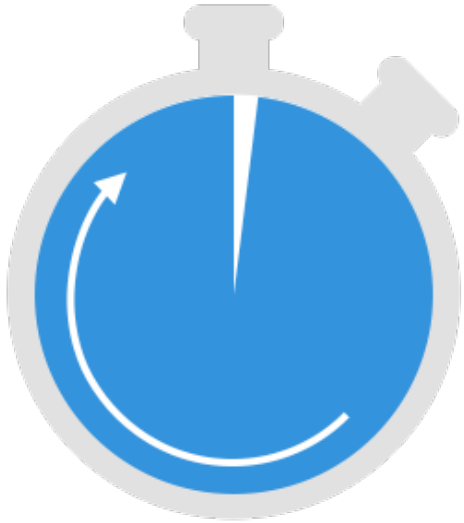
How Providers Spend their Time

43%

Performing Data Entry

28%

Direct Patient Care



4,000

Number of clicks in a 10 hour shift

How Providers Spent their Time

21%

Performing Data Entry

32%

Direct Patient Care

3%

Documentation/ Data Entry

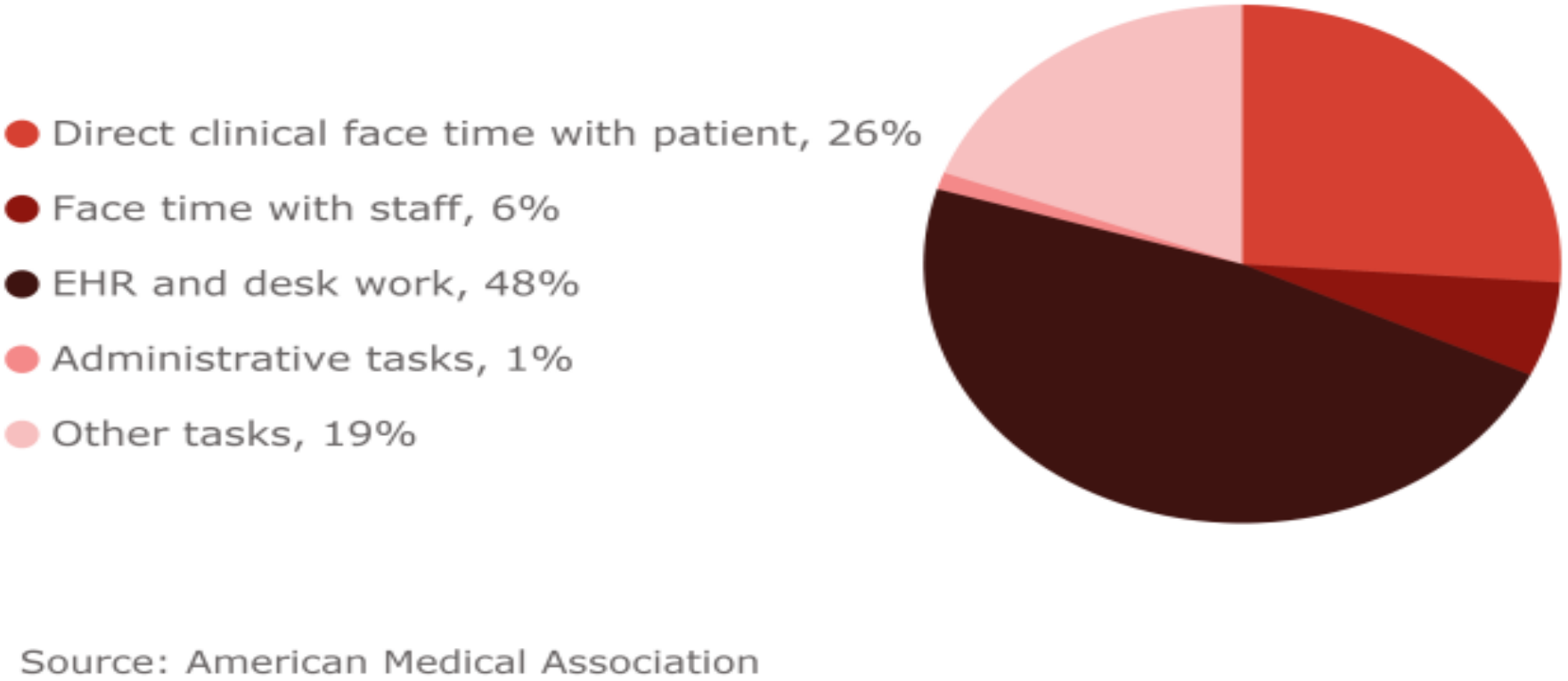
Hollingsworth, Jason C et al. . How Do Physicians and Nurses Spend Their Time in the Emergency Department. Annals of Emergency Medicine . Volume 31 , Issue 1 , 87 - 91

AMA's 5th Annual Invitational Policy Meeting. The Future State of Clinical Data Capture and Documentation. December 6-7, 2011 Washington, D.C.

Less Clicks = More Efficient = Higher Reimbursement

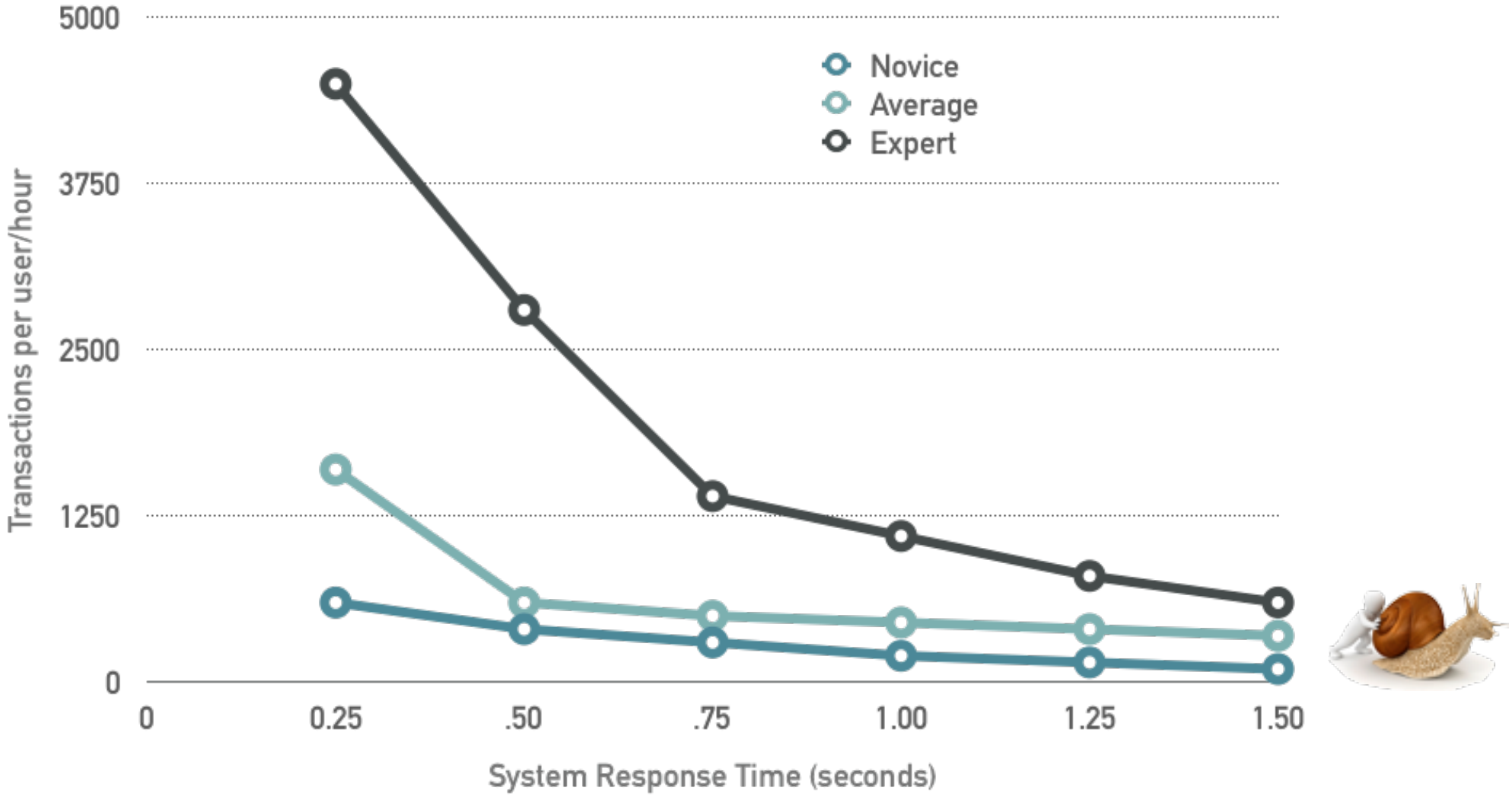
EHRs dominate docs' time

Physicians time allocation during office hours



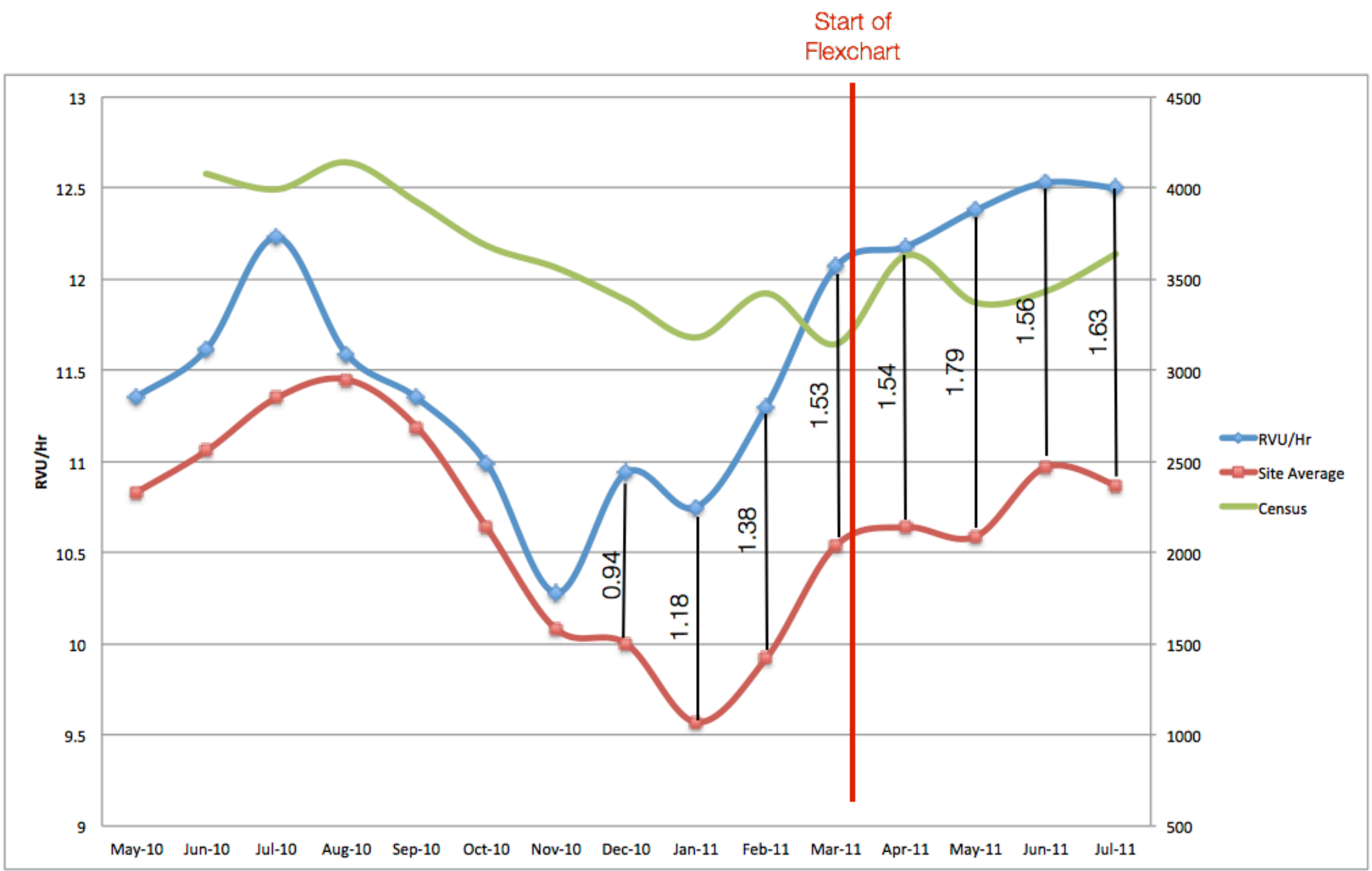
Source: American Medical Association

Speed Matters



….why we picked Forerun's EHR: Positive ROI

- $ **Speed:** <1minute charting increases provider productivity
- $ **Reimbursement:** Produces a quality chart and accurately captures charges
- $ **Intuitive:** Minimal training time eliminates loss of productivity
- $ **Knowledge:** Advanced Reporting allows to optimize operations


Start of Flexchart
RVU/Hr
13
12.5
12
11.5
11
10.5
10
9.5
9
4500
4000
3500
3000
2500
2000
1500
1000
500
May-10
Jun-10
Jul-10
Aug-10
Sep-10
Oct-10
Nov-10
Dec-10
Jan-11
Feb-11
Mar-11
Apr-11
May-11
Jun-11
Jul-11
0.94
1.18
1.38
1.53
1.54
1.79
1.56
1.63
RVU/Hr
Site Average
Census

Effective Care: Less computer time = more direct patient care

- Dashboard overview alerts providers of patient and order status
- Clinical Indicators to avoid “near misses” and initiate decision support
- Proven physician adoption with increased levels of productivity

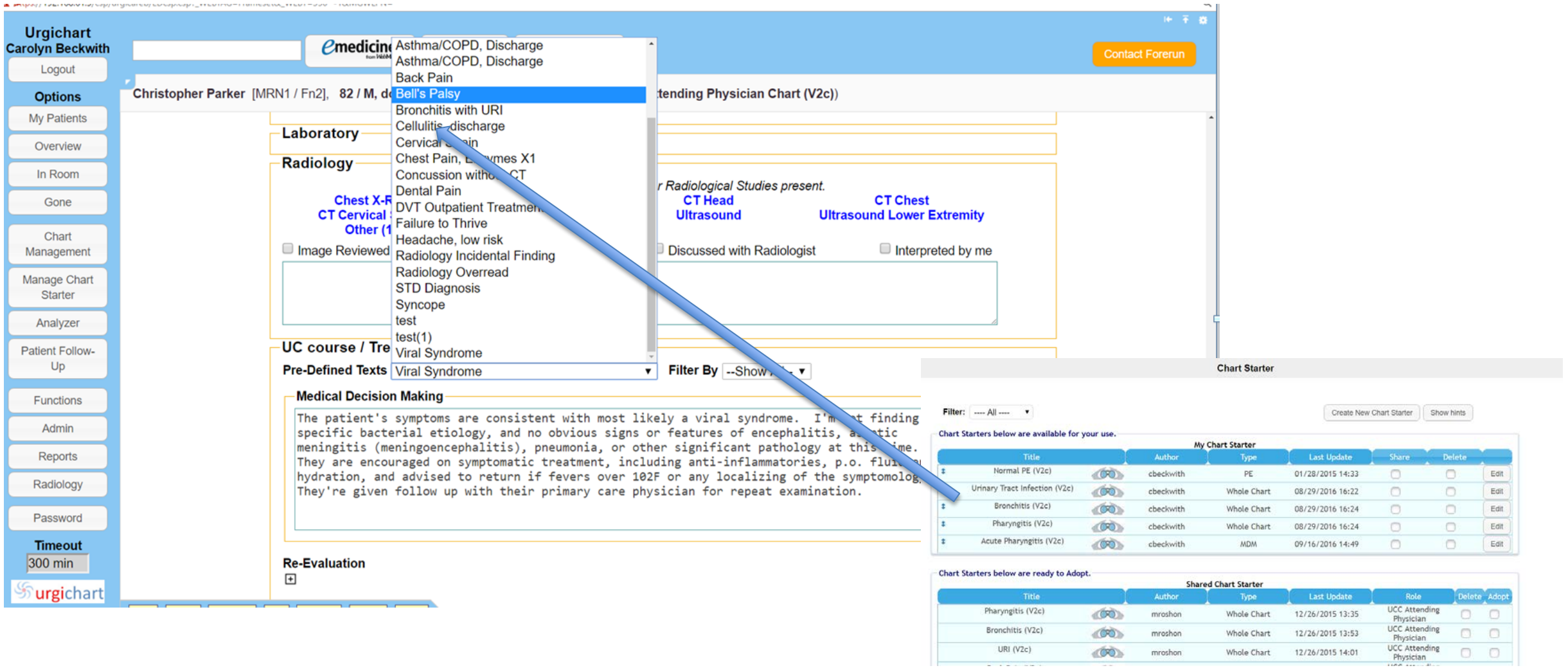
TID	Age	Sex	Rm ▲	Patient	Chief Complaint	Chart	Flags	Att	APP	Nur	L	X	M	N	Comment	Disp
26m	25	F	1	Phillips, Alexandra	Headache	NA	REF 72	Beckwith		Barton					-----	D
26m	41	M	3	Smith, Jane	?Uti	NA		Beckwith		Beckwith					-----	
25m	37	F	4	Thorne, Margery	Nausea	NA		Beckwith		Doucette					-----	
23m	61	M	6	Campbell, Joseph	Chest Pain	NA		Beckwith		Barton	L	X	M		Patient to be transferred to ED	T
23m	27	F	9	Porter, Emily	Sore Throat	NA		Beckwith		Barton	L		M		-----	
18m	27	M	10	Smith, Jason	Back Pain	N	MRSA	Beckwith		Barton					-----	
17m	73	M	5	Freeman, Wilson	?Uri	N		<Claim>							-----	
2m	71	M	W	Remy, Gerald	Rash			<Claim>							-----	
1m	12	F	W	Ortiz, Jane	Ear Infection			<Claim>							-----	

Innovative EHR

- Fast and Comprehensive Charting
  - Designed by physicians
  - ChartStarters™: Maximize speed of chart completion while avoiding inaccuracies
    - Standard charts can be completed in less than one minute for routine cases
    - Individualized: Avoids Cloning risks associated with chief complaint templates
  - Built in Macro management for ROS, PE, MDM, and Procedures

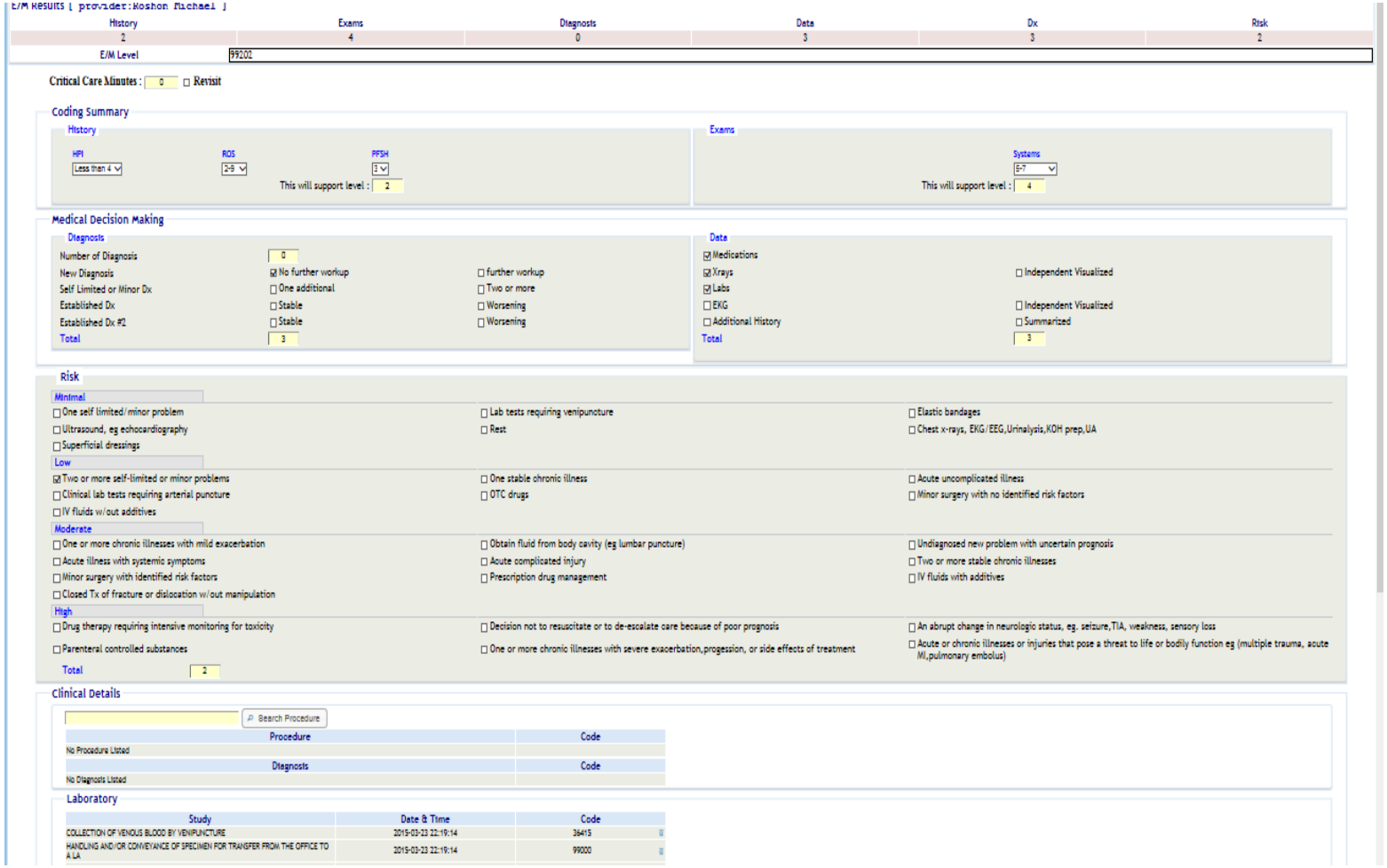
- Easy User Interface
  - Users are up and running with ~15 minutes of training
  - Patient View Screen
  - Chart Management
  - Streamlined for maximum speed

1) The Power of ChartStarters Vs Chief Complaint Templates
2) Smart Use of Macros Allows for Fast & Compliant Charting



Capture Charges: Accurate and Seamless integration to PM-MicroMD

- EM Level Code guidance based on completed documentation
- Order Entry and Procedure Documentation drives appropriate charging
- Charges added to the MicroMD practice management from the clinical workflow
- Incorporate Physician friendly terms to help select ICD-10



Advanced Analytics: Manage Performance to optimize operations

- Track and report on utilization trends by physician and diagnostic groupings
- Robust reporting to drive improvement and change
- Report on quality measures & outcomes

Current Offering

Status	Deployed with MicroMD Henry Schein Medical Systems Customers
Key Selling Features	• New cloud-based specialty Urgent Care EHR solution that simplifies and speeds care and charting to create quick and efficient documentation • Seamlessly integrates with MicroMD PM • Pay only for what you use through a pay-per-encounter model • Exclusively offered by Henry Schein Medical Systems
Target Market	• Urgent Care • CHC • Walk-in clinics
Sales Collateral & References	• Available

ExpressCareMD: Coming Soon…..

ExpressCareMD

ExpressCareMD will help meet the growing competitive demands on primary care clinics. Accommodate walk-in services, manage care continuum with consults, chronic care management, telehealth, patient engagement.

Status	
New Features + UrgentCareMD	• Patient Engagement Integration • Care Management Enhancements for PCPs • Health Maintenance Tracking • "Chart View" to view History across multiple Visits
Target Market	• High Volume Primary Care • Cross-over Primary Care- Urgent Care
Pricing & Sales Collateral	• Soon to be released

Questions?

HENRY SCHEIN urgiCare MD