Traditional Workflow

Traditional healthcare workflow includes:

1. Obtaining and documenting a patient's History
   a. Medical
   b. Present Illness
2. Performing and recording Physical Exam
3. Recording the Evaluation of health status
4. Implementing and recording Management

In this scenario, the Provider requires an average of 15 minutes of time per patient and the practice is paid $70 per patient. The hourly rate of gross income production by the Provider is $280/hour and illustrated in the Cost-Benefit Analyzer.

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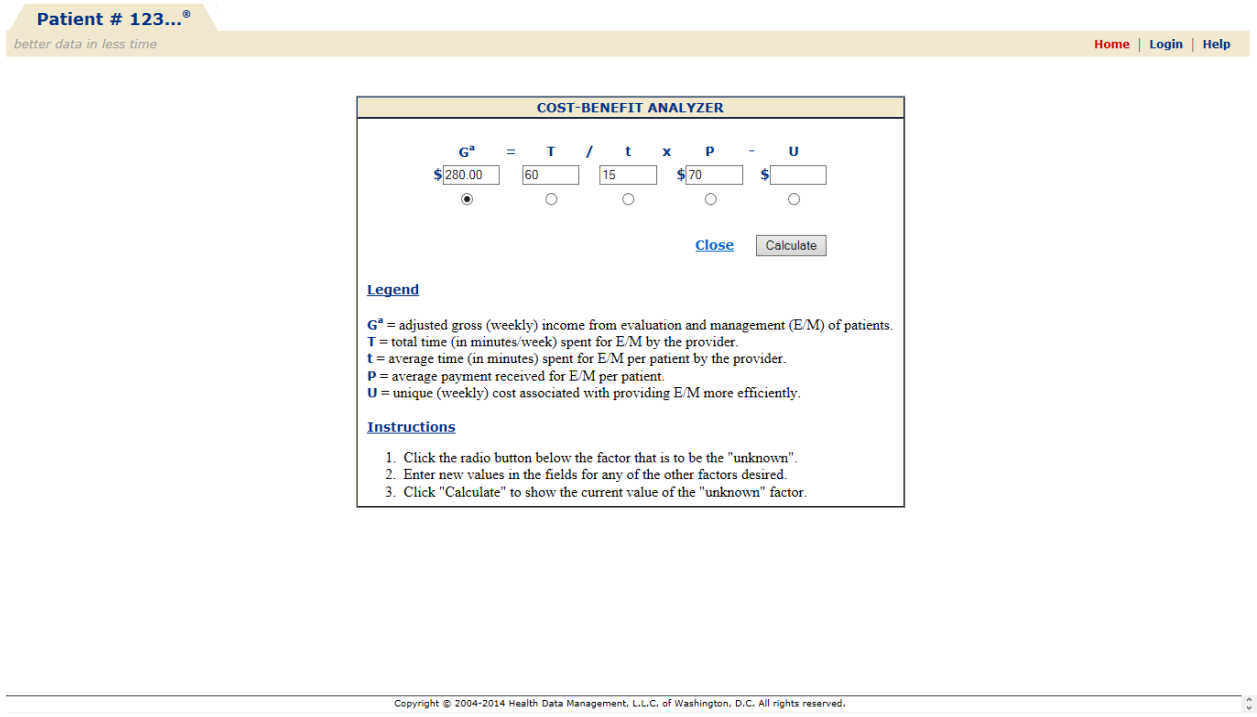

Efficient Workflow

If the time required to obtain the history in the previous scenario could be reduced by one minute per patient, the rate of income production per hour would increase from $280 to $300 (60/14 x $70). This assumes that the $20 per hour was gained by obtaining a history more efficiently without incurring any associated ("unique") cost.

If the Provider performed Evaluation and Management (E/M) services 30 hours a week for 48 weeks out of a year, the gain in annual income from improved efficiency would be $28,800 ($20 x 30 x 48).

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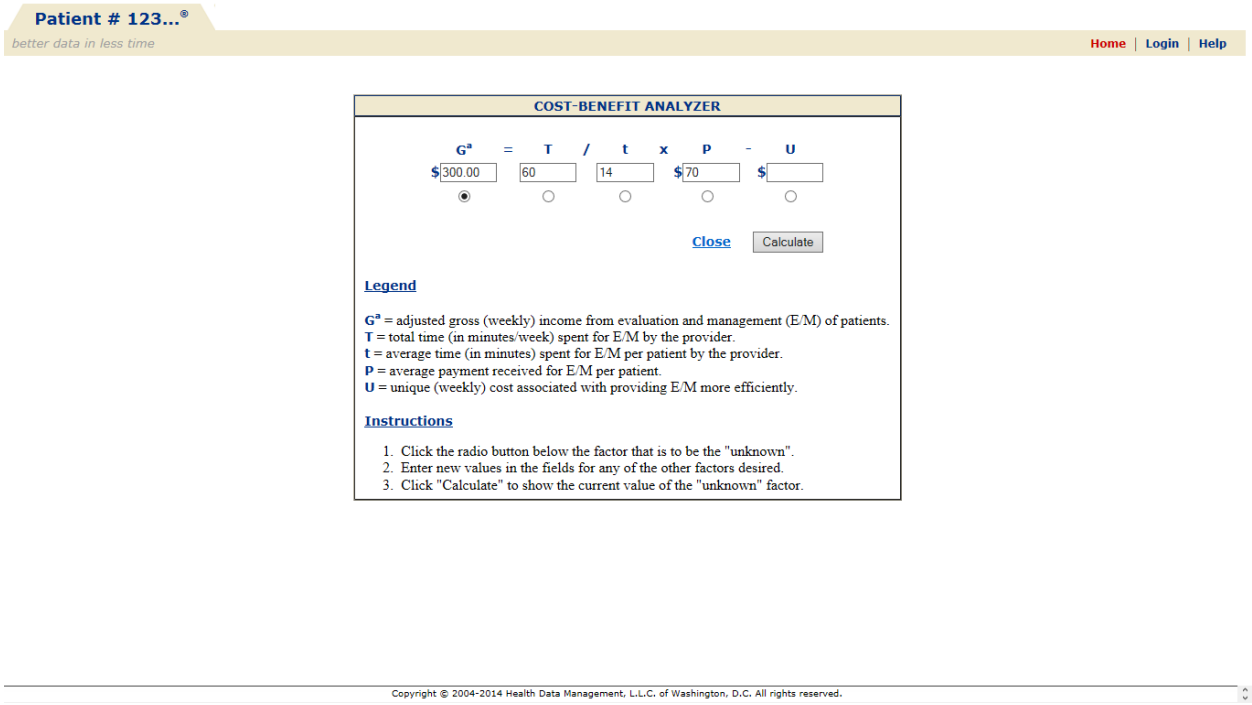

Cost-Effective Workflow

In this scenario, one minute of data-entry per patient that had been performed by the Provider is instead performed by a staff member. The compensation for the staff member totals $25/hour or $0.42/minute.

The Provider's productivity is at the rate of $300/hour since 14, rather than 15, minutes are spent per patient. The one minute of data-entry by the staff per patient would cost the practice $1.80 for the 4.29 (60/14) patients the provider now interacts with per hour. The net gain in income per hour would be $298.20 ($300 - $1.80) which would be $18.20 greater than that earned when the provider spent 15 minutes per patient. The annual gain in income would be $26,208 ($18.20/hour x 30 hours/week x 48 weeks per year).