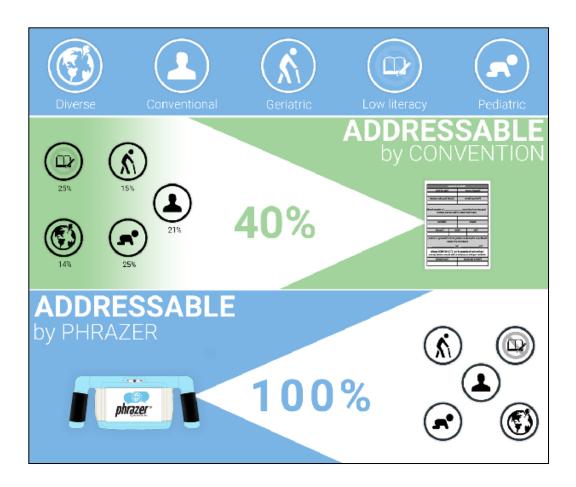


CITE System Benefits

Introduction:

Phrazer is based on Communication and Information Theory Empowered (CITE) methods that have proven to be the first effective strategy to harmonize patient and system performance across all demographies. The opportunity yield for efficiency, efficacy and performance benefits at low cost is nearly unlimited.



The ability to engage and provide equal service to patients from all ages, languages, literacies and cultures offers powerful benefits. Phrazer as a capable platform that harmonizes resources and tasks has a tremendous capacity for reducing the cost of business.

Helping staff to work at top of licensure with reliable interactions and realtime guides opens a new, broad freeway of innovation and adherence. The staff and resource benefits can ultimately free frozen opportunities in care to provide new and more effective solutions.

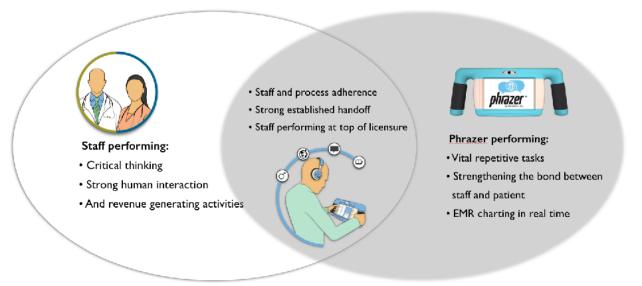


Phrazer Platform Benefits

Phrazer as a platform offers special capabilities such as multithreaded communication and coordination pathways that provide realtime relevant communications between patient, staff and resources. The fully vetted, qualified and proven platform provides the following special benefits:

- Medical Grade
- Regulatory Civil Rights Coverage
- CITE-Methodologies
- Reduction of Translation Errors and Service Needs
- Reduction of Charting Time
- Reduction of Point Solutions
- Reduction of Costs for Staff Education
- Process Adherence
- Continuity and Quality of Care
- Meets Infectious Disease Control Standards
- New Reimbursement Pathways

Phrazer has been employed and proven effective within many healthcare systems and departments including the Emergency Department of Mayo Clinic Health System in Austin.



The following calculations serve to illustrate the financial benefits associated with a Phrazer implementation. Patient encounters are based on Mayo Clinic Austin's annual statistics and combined with ED specific averages. Additional values provided by MCHS can be used to further define the business case.

Relative Service Costs:

In every use case Phrazer is effectively employed to perform in concert with staff and the medical record. Phrazer performs vital repetitive tasks while allowing staff to focus more on manual interactions. The overall result is enhanced continuity and quality of care while simultaneously reducing costs. Below are a few examples of current use cases at Mayo Clinic Health System Austin. Calculations are considered in English only with one staff member and without EMR integration.

	n	raditional N	vider Alone)	New Method (Provider with Phrazer)			Difference						
Use Case	Provider	Provider Rate (Hourly)*	Provider Time (Hrs)	Total Cost/ Engagement	Phrazer Rate (Hourly)	Phrazer Time (Hrs)	Provider Time (Hrs)	Total Cost/ Engagement	(per Patient)	%	Target Pop	Hours Saved	Annual Cost Difference
ED - Patient Experience	Reg	\$30.00	D.10	\$3.00	\$1.00	0.10	0.00	\$0.10	\$2.90	90%	21,600	2,160.00	\$62,640.00
Chief Complaint	MD	\$250.00	0.15	\$37.50	\$1.00	0.15	0.07	\$17.65	\$19.85	70%	19,200	1,536.00	\$381,120.00
Triage	RN	\$60.00	0.09	\$5.40	\$1.00	0.09	0.03	\$1.89	\$3.51	70%	16,800	1,008.00	\$58,968.00
Crutches Education	RN	\$60.00	0.25	\$15.00	\$ 1.00	0.25	0.08	\$5.05	\$9.95	20%	4,800	816.00	\$47,760.00
Discharge Education	RN	\$60.00	0.25	\$15.00	\$1.00	0.25	0.08	\$5.05	\$9.95	70%	16,800	2,856.00	\$167,160.00
Informed Consent	MD	\$250.00	0.25	\$62.50	\$1.00	0.25	0.08	\$20.25	\$42.25	50%	12,000	2,040.00	\$507,000.00
Medication Reconcilliation	RN	\$60.00	0.35	\$21.00	\$1.00	0.35	0.08	\$5.15	\$15.85	70%	16,800	4,536.00	\$266,280.00

Total: 14,952.00 \$1,490,928.00

There are additional financial and harmonization benefits when engaging LEP patients with Phrazer. The following calculation shows five examples and the associated annual cost saving opportunities.

		Chief Complaint									
		English					Non-English				
		w/o	Phrazer	With Phrazer		w/c	Phrazer	With Phrazer			
Resource	Rate	Qty (Hrs)	Cost	Qty (Hrs)	Cost	Qty (Hrs)	Cost	Qty (Hrs)	Cost		
RN	\$60.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00		
MD	\$250.00	0.15	\$37.50	0.07	\$17.50	0.15	\$37.50	0.07	\$17.50		
Scribe	\$20.00	0.15	\$3.00	0.07	\$1.40	0.15	\$3.00	0.07	\$1.40		
Interpreter	\$85.00	0.00	\$0.00	0.00	\$0.00	0.15	\$12.75	0.07	\$5.95		
Phrazer	\$1.00	0.00	\$0.00	0.25	\$0.25	0.00	\$0.00	0.25	\$0.25		
Cost per E	ncounter		\$40.50	\$19.15			\$53.25	\$25.10			
Cost per Year		11,760	\$476,280.00	\$225,204.00		5,040	\$268,380.00		\$126,504.00		
Cost Differ	lifference \$251,076.00 \$141,876.00										
Cost Savin	gs				\$392,9	52.00					



					nourouton ru	econcill	ation				
		English Non-English									
		w/o	Phrazer	With	h Phrazer	w/c	Phrazer	With Phrazer			
Resource	Rate	Qty (Hrs)	Cost	Qty (Hrs)	Cost	Qty (Hrs)	Cost	Qty (Hrs)	Cost		
RN	\$60.00	0.35	\$21.00	0.08	\$4.80	0.35	\$21.00	0.08	\$4.80		
MD	\$250.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00		
Scribe	\$20.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00		
Interpreter	\$85.00	0.00	\$0.00	0.00	\$0.00	0.35	\$29.75	0.08	\$6.80		
Phrazer	\$1.00	0.00	\$0.00	0.35	\$0.35	0.00	\$0.00	0.35	\$0.35		
Cost per En	counter		\$21.00		\$5.15		\$50.75		\$11.95		
Cost per Ye		11,760	\$246,960.00		\$60,564.00	6,480	\$328,860.00		\$77,436.0		
Cost Differe			\$186,3	96.00			\$251,4	424.00			
Cost Saving	ys				\$437,8	320.00					
					Discharge	Educati	on				
			Eng	lish				nglish			
		w/o	Phrazer	With	h Phrazer	w/c	Phrazer	With	Phrazer		
Resource	Rate	Qty (Hrs)	Cost	Qty (Hrs)	Cost	Qty (Hrs)	Cost	Qty (Hrs)	Cost		
RN	\$60.00	0.25	\$15.00	0.08	\$4.80	0.25	\$15.00	0.08	\$4.80		
MD	\$250.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00		
Scribe	\$20.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00		
Interpreter	\$85.00	0.00	\$0.00	0.00	\$0.00	0.25	\$21.25	0.08	\$6.80		
Phrazer	\$1.00	0.00	\$0.00	0.25	\$0.25	0.00	\$0.00	0.25	\$0.25		
Cost per Encounter			\$15.00		\$5.05		\$36.25		\$11.85		
-			6470 400 00		\$59,388.00	5,040 \$182,700.00 \$59,724.00					
Cost per Ye	ar	11,760	\$176,400.00		<i>\\</i> 00,000.00						
Cost per Ye Cost Differe		11,760	\$176,400.00 \$117,0	12.00	\$00,000.00		\$122,9	976.00			
	ence	11,760		12.00	\$239,9	88.00	\$122,9	976.00			
Cost Differe	ence	11,760		12.00				976.00			
Cost Differe	ence	11,760	\$117,0	12.00 Jlish	\$239,9		nt	976.00 English			
Cost Differe	ence		\$117,0	lish	\$239,9	Conser	nt	English	Phrazer		
Cost Differe	ence		\$117,0 Eng	lish	\$239,9 Informed	Conser	nt Non-E	English	Phrazer Cost		
Cost Differe	ence gs	w/a Qty	\$117,0 Eng Phrazer	lish Witt Qty	\$239,9 Informed	Conser w/c Qty	nt Non-E Phrazer	English With Qty			
Cost Differe Cost Saving Resource	ence gs Rate	w/a Qty (Hrs)	\$117,0 Eng Phrazer Cost	llish With Qty (Hrs)	\$239,9 Informed Phrazer Cost	Conser w/d Qty (Hrs)	Non-E Phrazer Cost	English With Qty (Hrs)	Cost		
Cost Differe Cost Saving Resource RN	Rate \$60.00	w/a Qty (Hrs) 0.00	\$117,0 Eng Phrazer Cost \$0.00	lish With Qty (Hrs) 0.00	\$239,9 Informed Phrazer Cost \$0.00	Conser w/c Qty (Hrs) 0.00	Non-E Phrazer Cost \$0.00	English With Qty (Hrs) 0.00	Cost \$0.00		
Cost Differe Cost Saving Resource RN MD	Rate \$60.00 \$250.00	w/c Qty (Hrs) 0.00 0.25	\$117,0 Eng Phrazer Cost \$0.00 \$52.50	lish With Qty (Hrs) 0.00 0.08	\$239,9 Informed Phrazer Cost \$0.00 \$20.00	Conser w/c Qty (Hrs) 0.00 0.25	Non-E Phrazer Cost \$0.00 \$62.50	English With Qty (Hrs) 0.00 0.08	Cost \$0.00 \$20.00		
Cost Differe Cost Saving Resource RN MD Soribc	Rate \$60.00 \$250.00 \$20.00	w/d Qty (Hrs) 0.00 0.25 0.25	\$117,0 Eng Phrazer Cost \$0.00 \$62.50 \$5.00 \$0.00 \$0.00	lish With Qty (Hrs) 0.00 0.08 0.08	\$239,8 Informed Phrazer Cost \$0.00 \$20.00 \$1.60	Conser w/c Qty (Hrs) 0.00 0.25 0.25	Non-E Phrazer Cost \$0.00 \$62.50 \$5.00	English With Qty (Hrs) 0.00 0.08 0.08	Cost \$0.00 \$20.00 \$1.60		
Cost Differe Cost Saving Resource RN MD Scribc Interpreter	Rate \$60.00 \$250.00 \$20.00 \$5.00 \$1.00	w/a Qty (Hrs) 0.00 0.25 0.25 0.00	\$117,0 Eng Phrazer Cost \$0.00 \$62.50 \$5.00 \$0.00	lish With Qty (Hrs) 0.00 0.08 0.08 0.00	\$239,9 Informed Phrazer Cost \$0.00 \$20.00 \$1.60 \$0.00	Conser w/d Qty (Hrs) 0.00 0.25 0.25	Non-E Phrazer Cost \$0.00 \$62.50 \$5.00 \$21.25	Operation Operation <t< td=""><td>Cost \$0.00 \$20.00 \$1.60 \$6.80</td></t<>	Cost \$0.00 \$20.00 \$1.60 \$6.80		
Cost Differe Cost Saving Resource RN MD Scribo Interpreter Fhrazer	Rate \$60.00 \$25.00 \$20.00 \$1.00	w/a Qty (Hrs) 0.00 0.25 0.25 0.00	\$117,0 Eng Phrazer Cost \$0.00 \$62.50 \$5.00 \$0.00 \$0.00	lish With Qty (Hrs) 0.00 0.08 0.08 0.00	\$239,9 Informed Phrazer Cost \$0.00 \$20.00 \$1.60 \$0.00 \$0.25	Conser w/d Qty (Hrs) 0.00 0.25 0.25	Non-E Phrazer Cost \$0.00 \$62.50 \$5.00 \$21.25 \$0.00	Operation Operation <t< td=""><td>Cost \$0.00 \$20.00 \$1.60 \$6.80 \$0.25 \$28.65</td></t<>	Cost \$0.00 \$20.00 \$1.60 \$6.80 \$0.25 \$28.65		
Cost Differe Cost Saving Resource RN MD Scribc Interpreter Phrazer Cost per Er	Rate \$60.00 \$250.00 \$20.00 \$1.00 tocounter ear	w/c Qty (Hrs) 0.00 0.25 0.25 0.00 0.00	\$117,0 Eng Phrazer Cost \$0.00 \$62.50 \$5.00 \$0.00 \$0.00 \$67.50	lish With Qty (Hrs) 0.00 0.08 0.00 0.25	\$239,9 Informed Phrazer Cost \$0.00 \$20.00 \$1.60 \$0.00 \$0.25 \$21.85	Conser w/a Qty (Hrs) 0.00 0.25 0.25 0.25 0.00	t Non-E Phrazer Cost \$0.00 \$62.50 \$5.00 \$21.25 \$0.00 \$88.75 \$319,500.00	Operation Operation <t< td=""><td>Cost \$0.00 \$20.00 \$1.60 \$6.80 \$0.25 \$28.65</td></t<>	Cost \$0.00 \$20.00 \$1.60 \$6.80 \$0.25 \$28.65		
Cost Differe Cost Saving Resource RN MD Scribc Interpreter Phrazer Cost per Er Cost per Ye	Rate \$60.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$20.0	w/c Qty (Hrs) 0.00 0.25 0.25 0.00 0.00	\$117,0 Eng Phrazer Cost \$0.00 \$62.50 \$5.00 \$0.00 \$0.00 \$67.50 \$567,000.00	lish With Qty (Hrs) 0.00 0.08 0.00 0.25	\$239,9 Informed Phrazer Cost \$0.00 \$20.00 \$1.60 \$0.00 \$0.25 \$21.85	Conser w/c Qty (Hrs) 0.00 0.25 0.25 0.25 0.00 3,600	t Non-E Phrazer Cost \$0.00 \$62.50 \$5.00 \$21.25 \$0.00 \$88.75 \$319,500.00	Operation With Qty (Hrs) 0.00 0.08 0.08 0.08 0.25	Cost \$0.00 \$20.00 \$1.60 \$6.80 \$0.25		
Cost Differe Cost Saving Resource RN MD Scribe Interpreter Phrazer Cost per Er Cost per Ye Cost Differe	Rate \$60.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$20.0	w/c Qty (Hrs) 0.00 0.25 0.25 0.00 0.00	\$117,0 Eng Phrazer Cost \$0.00 \$62.50 \$5.00 \$0.00 \$0.00 \$67.50 \$567,000.00	lish With Qty (Hrs) 0.00 0.08 0.00 0.25	\$239,8 Informed Phrazer Cost \$0.00 \$20.00 \$1.60 \$0.00 \$0.25 \$21.85 \$183,540.00	Conser w/c Qty (Hrs) 0.00 0.25 0.25 0.25 0.25 0.00 3.600 3.600	t Non-E Phrazer Cost \$0.00 \$62.50 \$5.00 \$21.25 \$0.00 \$88.75 \$319,500.00	Operation With Qty (Hrs) 0.00 0.08 0.08 0.08 0.25	Cost \$0.00 \$20.00 \$1.60 \$6.80 \$0.25 \$28.65		
Cost Differe Cost Saving Resource RN MD Scribe Interpreter Phrazer Cost per Er Cost per Ye Cost Differe	Rate \$60.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$20.0	w/c Qty (Hrs) 0.00 0.25 0.25 0.00 0.00	\$117,0 Eng Phrazer Cost \$0.00 \$62.50 \$5.00 \$0.00 \$0.00 \$67.50 \$567,000.00	lish With Qty (Hrs) 0.00 0.08 0.08 0.00 0.25	\$239,9 Informed Phrazer Cost \$0.00 \$20.00 \$1.60 \$0.00 \$0.25 \$21.85 \$183,540.00 \$599,8	Conser w/c Qty (Hrs) 0.00 0.25 0.25 0.25 0.25 0.00 3.600 3.600	t Non-E Phrazer Cost \$0.00 \$62.50 \$5.00 \$21.25 \$0.00 \$88.75 \$319,500.00 \$216,:	Operation With Qty (Hrs) 0.00 0.08 0.08 0.08 0.25	Cost \$0.00 \$20.00 \$1.60 \$6.80 \$0.25 \$28.65		
Cost Differe Cost Saving Resource RN MD Scribe Interpreter Phrazer Cost per Er Cost per Ye Cost Differe	Rate \$60.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$20.0	w/c Qty (Hrs) 0.00 0.25 0.25 0.00 0.00 8,400	\$117,0 Eng Phrazer Cost \$0.00 \$52.50 \$5.00 \$0.00 \$0.00 \$67.50 \$567,000.00 \$383,4	lish With Qty (Hrs) 0.00 0.08 0.08 0.08 0.00 0.25 160.00	\$239,9 Informed Phrazer Cost \$0.00 \$20.00 \$1.60 \$0.00 \$0.25 \$21.85 \$183,540.00 \$599,8	Conser w/d Qty (Hrs) 0.00 0.25 0.25 0.25 0.25 0.25 0.00 3,600 3,600	t Non-E Phrazer Cost \$0.00 \$62.50 \$5.00 \$21.25 \$0.00 \$88.75 \$319,500.00 \$216,:	Implish With Qty (Hrs) 0.00 0.08 0.08 0.08 0.25 360.00	Cost \$0.00 \$20.00 \$1.60 \$6.80 \$0.25 \$28.65		
Cost Differe Cost Saving Resource RN MD Scribe Interpreter Phrazer Cost per Er Cost per Ye Cost Differe	Rate \$60.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$20.0	w/c Qty (Hrs) 0.00 0.25 0.25 0.00 0.00 8,400 8,400	\$117,0 Eng Phrazer Cost \$0.00 \$32.50 \$5.00 \$0.00 \$0.00 \$67.50 \$567,000.00 \$383,4 Eng	lish With Qty (Hrs) 0.00 0.08 0.00 0.25 0.00 0.25 0.00 0.25 0.00 0.25 0.00 0.25 0.00 0.25 0.00 0.25 0.00 0.25 0.00 0.02 0.00 0.02 0.00 0.02 0.000000	\$239,9 Informed Phrazer Cost \$0.00 \$1.60 \$0.00 \$0.25 \$21.85 \$163,540.00 \$599,8 Tria	Conser w/d Qty (Hrs) 0.00 0.25 0.25 0.25 0.25 0.00 3,600 3,600 3,600 3,600 3,600 8,20,00 8,20 9,20 9,20 9,20 9,20 9,20 9,20 9,20 9	t Non-E Phrazer Cost \$0.00 \$62.50 \$5.00 \$21.25 \$0.00 \$88.75 \$319,500.00 \$216,: \$319,500.00	Implish With Qty (Hrs) 0.00 0.08 0.09 0.08 0.09	Cost \$0.00 \$20.00 \$1.60 \$6.80 \$0.25 \$28.65 \$103,140.0		
Cost Differe Cost Saving Resource RN MD Scribc Interpreter Phrazer Cost per Fer Cost per Ye Cost Differe Cost Saving	Rate \$60.00 \$250.00 \$250.00 \$20.00 \$5.00 \$1.00 counter ear ence gs	w/c Qty (Hrs) 0.00 0.25 0.25 0.00 0.00 8,400	\$117,0 Eng Phrazer Cost \$0.00 \$62.50 \$5.00 \$0.00 \$0.00 \$67.50 \$567,000.00 \$383,4 Eng Phrazer	lish With Qty (Hrs) 0.00 0.08 0.08 0.08 0.00 0.25 1 1 60.00 1 1 1 60.00	\$239,9 Informed Phrazer Cost \$0.00 \$20.00 \$1.60 \$0.00 \$0.25 \$21.85 \$183,540.00 \$599,6 Tria	Conser w/d Qty (Hrs) 0.00 0.25 0.25 0.25 0.25 0.25 0.00 3,600 3,600 3,600 3,600	t Non-E Phrazer Cost \$0.00 \$62.50 \$5.00 \$21.25 \$0.00 \$88.75 \$319,500.00 \$216,: Don-E Phrazer	Implish With Qty (Hrs) 0.00 0.08 0.08 0.08 0.25 360.00	Cost \$0.00 \$20.00 \$1.60 \$6.80 \$0.25 \$28.65 \$103,140.0		
Cost Differe Cost Saving Resource RN MD Scribo Interpreter Phrazer Cost per Fe Cost per Ye Cost Differe Cost Saving Resource	Rate \$60.00 \$250.00 \$250.00 \$20.00 \$1.00 \$1.00 counter ence gs	w/c Qty (Hrs) 0.00 0.25 0.25 0.00 0.00 8,400 8,400 0.00 0.00 0.00 0.00 0.00 0.00 0.00	\$117,0 Eng Phrazer Cost \$0.00 \$62.50 \$5.00 \$0.00 \$0.00 \$67.50 \$567,000.00 \$383,4 Phrazer Cost	lish With Qty (Hrs) 0.00 0.08 0.00 0.25 0.00 0.25 0.00 0.25 0.00 0.25 0.00 0.25 0.00 0.25 0.00 0.25 0.00 0.25 0.00 0.02 0.00 0.08 0.00 0.08 0.00 0.08 0.00 0.08 0.00 0.08 0.00 0.08 0.00 0.08 0.00 0.08 0.00 0.08 0.00 0.08 0.00 0.08 0.00 0.08 0.00 0.08 0.00 0.08 0.00 0.08 0.00 0.08 0.00 0.08 0.00 0.08 0.00 0.00 0.08 0.00 0.08 0.00 0.00 0.08 0.000000	\$239,9 Informed Phrazer Cost \$0.00 \$20.00 \$1.60 \$0.00 \$0.25 \$21.85 \$183,540.00 \$599,8 Tria Phrazer Cost	Conser w/d Qty (Hrs) 0.00 0.25 0.25 0.25 0.25 0.00 3,600 3,600 3,600 3,600 3,600 20,00 3,600 20,00 3,600 20,00 3,600	Non-E Phrazer Cost \$0.00 \$62.50 \$5.00 \$21.25 \$0.00 \$88.75 \$319,500.00 \$216, \$319,500.00 \$216, \$319,500.00 \$216, \$319,500.00	Inglish With Qty (Hrs) 0.00 0.08 0.08 0.08 0.08 0.25 360.00 Second Secon	Cost \$0.00 \$20.00 \$1.60 \$6.80 \$0.25 \$28.65 \$103,140.0 Phrazer Cost		
Cost Differe Cost Saving Resource RN MD Scribe Interpreter Phrazer Cost per Ye Cost Differe Cost Differe Cost Saving Resource RN	Rate \$60.00 \$250.00 \$250.00 \$20.00 \$1.00 \$1.00 \$1.00 \$1.00 \$20.00 \$1.00 \$20.00 \$1.00 \$20.00 \$1.00 \$20.00 \$1.00 \$20	w/c Qty (Hrs) 0.00 0.25 0.25 0.00 0.00 8,400 8,400 0.00 0.00 0.00 0.00 0.00 0.00 0.00	\$117,0 Eng Phrazer Cost \$0.00 \$62.50 \$5.00 \$0.00 \$0.00 \$567,50 \$567,000.00 \$383,4 Eng Phrazer Cost \$5.40	lish With Qty (Hrs) 0.00 0.08 0.00 0.25 0.00 0.25 0.00 0.25 0.00 0.25 0.00	\$239,9 Informed Phrazer Cost \$0.00 \$20.00 \$1.60 \$0.00 \$0.25 \$21.85 \$163,540.00 \$599,8 Tria Phrazer Cost \$1.80	Conser w/c Qty (Hrs) 0.00 0.25 0.25 0.25 0.25 0.00 3,600 3,600 3,600 3,600 20,000 20,00 20,00 20,00 20,00 20,00 20,0000 20,000 20,0000 20,00000000	Non-E Phrazer Cost \$0.00 \$62.50 \$5.00 \$21.25 \$0.00 \$88.75 \$319,500.00 \$216, \$319,500.000 \$319,500.0000\$3000\$	Image: second	Cost \$0.00 \$20.00 \$1.60 \$0.25 \$28.65 \$103,140.0 Phrazer Cost \$1.80		
Cost Differe Cost Saving Resource RN MD Scribe Interpreter Phrazer Cost per Ye Cost Differe Cost Differe Cost Saving Resource RN MD	Rate \$60.00 \$250.00 \$250.00 \$250.00 \$1.00 \$1.00 \$1.00 \$1.00 \$250.00 \$250.00	w/a Qty (Hrs) 0.00 0.25 0.00 0.25 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.09 0.00	\$117,0 Eng Phrazer Cost \$0.00 \$62.50 \$5.00 \$0.00 \$0.00 \$567,50 \$567,000.00 \$383,4 Eng Phrazer Cost \$5.40 \$0.00	lish With Qty (Hrs) 0.00 0.08 0.00 0.25 0.00 0.25 160.00 0.25 160.00	\$239,9 Informed Cost \$0.00 \$20.00 \$1.60 \$0.00 \$0.25 \$21.85 \$183,540.00 \$599,8 Tria Phrazer Cost \$1.80 \$0.00	Conser w/c Qty (Hrs) 0.00 0.25 0.25 0.25 0.00 3,600 3,600 3,600 3,600 20,000 20,000 20,000 20,000 20,000 20,00000000	Non-E Phrazer Cost \$0.00 \$62.50 \$5.00 \$21.25 \$0.00 \$88.75 \$319,500.00 \$216, \$319,500.00 \$216, \$319,500.00 \$216, \$319,500.00 \$216, \$319,500.00	Image: second system With Qty (Hrs) 0.00 0.08 0.08 0.08 0.08 0.08 0.08 0.08 0.08 0.08 0.08 0.08 0.08 0.08 0.09 Image: second system Image: second system <	Cost \$0.00 \$20.00 \$1.60 \$0.25 \$28.65 \$103,140.0 Phrazer Cost \$1.80 \$0.00		
Cost Differe Cost Saving Resource RN MD Scribc Interpreter Phrazer Cost per Ye Cost Differe Cost Differe Cost Saving Resource RN MD Scribe	Rate \$60.00 \$250.00 \$250.00 \$250.00 \$1.00 \$1.00 \$1.00 \$1.00 \$250.00 \$250.00 \$250.00 \$20.00	w/c Qty (Hrs) 0.00 0.25 0.25 0.00 0.00 8,400 8,400 0.00 0.00 0.00 0.00	\$117,0 Eng Phrazer Cost \$0.00 \$62.50 \$5.00 \$0.00 \$67.50 \$567,000.00 \$383,4 Eng Phrazer Cost \$5.40 \$0.00 \$0.00	lish With Qty (Hrs) 0.00 0.08 0.00 0.25 0.00 0.25 USO.00 0.25 USO.00 0.25 USO.00 0.25 USO.00 0.00 0.00 0.00	\$239,9 Informed Cost \$0.00 \$20.00 \$1.60 \$0.00 \$0.25 \$21.85 \$183,540.00 \$599,8 Tria \$1.80 \$0.00 \$1.80 \$0.00 \$1.80 \$0.00 \$0.00 \$0.00	Conser w/c Qty (Hrs) 0.00 0.25 0.25 0.25 0.00 3,600 3,600 3,600 0 3,600 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Non-E Phrazer Cost \$0.00 \$62.50 \$5.00 \$21.25 \$0.00 \$88.75 \$319,500.00 \$216,3 \$319,500.00 \$216,3 \$319,500.00 \$216,3 \$319,500.00 \$216,3 \$319,500.00 \$0.00 \$0.00 \$0.00 \$0.00	Image: state	Cost \$0.00 \$20.00 \$1.60 \$0.25 \$28.65 \$103,140.0 Phrazer Cost \$1.80 \$0.00 \$0.00		
Cost Differe Cost Saving Resource RN MD Scribe Interpreter Phrazer Cost per Ye Cost Differe Cost Differe Cost Saving Resource RN MD Scribe Interpreter	Rate \$60.00 \$250.00 \$250.00 \$20.00 \$85.00 \$1.00 counter car ence gs Rate \$60.00 \$250.00 \$250.00 \$250.00 \$20.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$20	w/cl Qty (Hrs) 0.00 0.25 0.00 0.25 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.09 0.00 0.00 0.00	\$117,0 Eng Phrazer Cost \$0.00 \$62.50 \$5.00 \$0.00 \$567,50 \$567,000.00 \$383,4 Eng Phrazer Cost \$5.40 \$5.40 \$0.00 \$0.00 \$0.00 \$0.00	lish Witt Qty (Hrs) 0.00 0.08 0.08 0.00 0.25 0.00 0.25 USO.00 0.25 USO.00 0.25 USO.00 0.25 USO.00 0.00 0.00 0.00 0.00	\$239,9 Informed Cost \$0.00 \$20.00 \$1.60 \$0.00 \$0.25 \$21.85 \$183,540.00 \$599,8 Tria \$1.80 \$0.00 \$1.80 \$0.00 \$1.80 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	Conser w/c Qty (Hrs) 0.00 0.25 0.25 0.25 0.25 0.00 3,600 3,600 3,600 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Non-E Phrazer Cost \$0.00 \$62.50 \$5.00 \$21.25 \$0.00 \$88.75 \$319,500.00 \$216, \$319,500.00 \$216, \$319,500.00 \$216, \$9.00 \$0.00 \$0.00 \$0.00 \$8.50	English With Qty (Hrs) 0.00 0.08 0.08 0.08 0.08 0.08 0.25 360.00 360.00 360.00 360.00 0.00 0.00 0	Cost \$0.00 \$20.00 \$1.60 \$0.25 \$28.65 \$103,140.0 Phrazer Cost \$1.80 \$0.00 \$0.00 \$0.00		
Cost Differe Cost Saving Resource RN MD Scribe Interpreter Phrazer Cost per Ye Cost Differe Cost Differe Cost Saving Resource RN MD Scribe Interpreter Phrazer	Rate \$60.00 \$250.00 \$250.00 \$20.00 \$85.00 \$1.00 counter ence gs Rate \$60.00 \$250.00 \$250.00 \$250.00 \$20.00 \$250.00 \$20.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$250.00 \$20.00 \$	w/cl Qty (Hrs) 0.00 0.25 0.00 0.25 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.09 0.00 0.00 0.00	\$117,0 Eng Phrazer Cost \$0.00 \$62.50 \$5.00 \$0.00 \$67.50 \$567,000.00 \$383,4 Eng Phrazer Cost \$5.40 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	lish Witt Qty (Hrs) 0.00 0.08 0.08 0.00 0.25 0.00 0.25 USO.00 0.25 USO.00 0.25 USO.00 0.25 USO.00 0.00 0.00 0.00 0.00 0.00	\$239,9 Informed Cost \$0.00 \$20.00 \$1.60 \$0.00 \$0.25 \$21.85 \$183,540.00 \$599,8 Tria \$183,540.00 \$599,8 Tria \$1.80 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	Conser w/c Qty (Hrs) 0.00 0.25 0.25 0.25 0.25 0.00 3,600 3,600 3,600 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Non-E Phrazer Cost \$0.00 \$62.50 \$5.00 \$21.25 \$0.00 \$88.75 \$319,500.00 \$88.75 \$319,500.00 \$88.75 \$319,500.00 \$89.00 \$0.00 \$0.00 \$8.50 \$0.00	English With Qty (Hrs) 0.00 0.08 0.08 0.08 0.08 0.08 0.25 360.00 360.00 360.00 360.00 0.00 0.00 0	Cost \$0.00 \$20.00 \$1.60 \$0.25 \$28.65 \$103,140.0 Phrazer Cost \$1.80 \$0.00 \$0.00 \$0.00 \$0.00		

Total Cost Savings: \$1,790,532.00



Increased Revenue Opportunities:

Phrazer effectively operationalizes and consistently applies reimbursable protocols across all demographies without interruption to patient flow and staff performance.

Description	Rate	Base Qty	Target %	Adj Qty	UM	Total	CPTCode**	Relative Value Units (RVU)
Smoking Cessation (3-10 min)	\$12.55	24,000	8%	1,920	ED Visit	\$24,086.50	99406	0.35
Smoking Cessation (>10 min)	\$26.17	24,000	8%	1,920	ED Visit	\$50,237.55	99407	0.73
Alcohol and/or substance abuse structured screening and brief intervention services (15-30 min)	\$33.69	24,000	20%	4,800	ED Visit	\$161,723.62	99408	0.94
Alcohol and/or substance abuse structured screening and brief intervention services (>30 min)	\$67.38	24,000	20%	4,800	ED Visit	\$323,447.23	99409	1.88
Annual Depression Screener	\$17.36	24,000	50%	12,000	ED Visit	\$208,320.00	G0444	

Total \$767,814.89 Revenue:

*The Medicare payment is determined by multiplying the RVUs by the Conversion Factor. At this writing, the CF for 2016 is \$35.843.

Example CPT Codes 99281-99285: ED visit for the evaluation and management of a patient requires the following key components: history, examination, medical decision making, and counseling/coordination of care. Phrazer accurately gathers the information (comprehensive History - History of Present Illness, Past, Family, and Social History, and Chief Complaint) and documents it in the EMR with a timestamp to meet the requirements for reimbursement. Phrazer provides additional benefits related to counseling/coordination of care activities by offering patient and family education.

Description	Rate	Requirements	CPT Code	Relative Value Units (RVU)
Level ED Exam	\$21.51		99281	0.6
Level II ED Exam	\$ 41.94		99282	1.17
Level III ED Exam	\$62.7 <mark>3</mark>	1 out of 3 elements required (Family/Social/Past Medical History)	99283	1.75
Level IV ED Exam	\$119.00	2 out of 3 elements required	99284	3.32
Level V ED Exam	\$175.63	(Family/Social/Past Medical History)	99285	4.9



Relative Revenue:

Phrazer is an established solution for operationalizing reimbursable protocols. Phrazer benefits include significantly increased compliance rate and patient coverage as well as reduction of downcoding. Though conventional methods have the same revenue opportunity they lack the ability to operationalize the effort. Further if conventional application could operationalize the service it would result in a net negative outcome due to cost of application.

Smoking Cessation								
	w/o Phr	azer	With Phrazer					
Qty 90%	Av Rate	Rev	Qty 90%	Av Rate	Rev			
3,256	\$19.36	\$63,036.16	3,256	\$19.36	\$63,036.16			
		Alcohol/Subs	stance A	buse				
	w/o Phr	azer	With Phrazer					
Qty 90%	Av Rate	Rev	Qty 90%	Av Rate	Rev			
8,640	\$50.53	\$436,579.20	8,640	\$50.53	\$436,579.20			
		Depression	n Scree	ner				
	w/o Phr	azer	With Phrazer					
Qty 90%	Av Rate	Rev	Qty 90%	Av Rate	Rev			
10,800	\$17.36	\$187,488.00	10,800	\$17.36	\$187,488.00			

Net Positive Revenue:

Reimbursement protocols provided via Phrazer result in significant net positive revenue instead of a net loss via traditional methods.

	Smoking C	Cessation	Alcohol/Subs	tance Abuse	Depression Screener		
	w/o Phrazer w/ Phrazer		o Phrazer w/ Phrazer w/o Phrazer w/ Phrazer		w/o Phrazer	w/ Phrazer	
Adj. Revenue	\$63,036.16	\$63,036.16	\$436,579.20	\$436,579.20	\$187,488.00	\$187,488.00	
Adj. Cost	\$240,000.00	\$20,160.00	\$600,000.00	\$50,400.00	\$750,000.00	\$63,000.00	
Net Revenue	-\$176,963.84	\$42,876.16	-\$163,420.80	\$386,179.20	-\$562,512.00	\$124,488.00	