

Phrazer/Kitsune Enabled CITE Journey Solutions - Financial Benefit Differentiated



Use this calculator to determine the financial benefits of fully integrated CITE solutions. Phrazer/Kitsune utilizing CITE Methodologies is the only medical grade solution that **normalizes the patient variable** through equal engagements across demographics offering continuity and quality of care. All areas in your facility become **active care zones** where patients are empowered to author their own chart and progress care. Phrazer/Kitsune's patented MRM features offer effective **improvements of staff application** and top of licensure performance.

Daily Cost per Phrazer/Kitsune CITE System	\$22
Number of Phrazer/Kitsune CITE Systems	100
Annual Cost for Phrazer/Kitsune CITE Systems	\$803,000
Return On Investment (ROI)	11742%

SUMMARY

Equal Engagement and Accuracy	\$83,509,388	Provide patient equity across demographics and achieve patient Bill of Rights & Civil Rights. Achieve unparalleled accuracy, continuity of care and eliminate medical errors.
Revenue Opportunities	\$2,905,400	Explore novel revenue pathways through reimbursement and PPV. Improve patient experience, throughput, patient flow and increase your annual revenue.
Consolidated Point Solutions	\$2,546,000	Eliminate risky consumer devices and consolidate costly point solutions. Experience new resource coordination benefits.
Efficiency and Harmonization	\$5,329,000	Normalize the patient variable and reduce charting time for staff. Empower staff to perform at top of licensure and spend more meaningful time with the patient. Transitioning to the CITE Journey Solutions boosts efficiency, offers the fastest “speed-to-treat”, increases patient and staff experience and “thaws” frozen opportunities and revenue.
Total Financial Benefit	\$94,289,788	

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FUNDAMENTAL BENEFITS	CONVENTIONAL METHOD	MODERN CITE METHOD
	TIME (PERCENT)	TIME (PERCENT)
Charting Time	30%	<3%
Patient Engagement Level	20%	90%
Patient-Staff Interaction	20%	90%
	DOOR-TO-PROVIDER TIME (MIN)	DOOR-TO-PROVIDER TIME (MIN)
Speed to Treat	60	3

The following calculation is based on the following assumptions.

Assumptions	
Number of patients per year	36,500
Number of patients per day	100
Annual revenue	18,250,000
Average amount spent per PPV	\$20
Shared revenue for PPV services	10%
Number of patient hours per day	8
Number of patient days per year	365
Patient hours increased per care team	2,920
Number of care teams	10
Increased throughput	10%

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EQUAL ENGAGEMENT AND ACCURACY	CONVENTIONAL METHOD				MODERN CITE METHOD				FINANCIAL BENEFIT
	AVG. COST PER INCIDENT	PERCENTAGE OF PATIENTS	# OF INCIDENTS PER YEAR	TOTAL COST PER YEAR	AVG. COST PER	PERCENTAGE OF PATIENTS	INCIDENTS PER YEAR	TOTAL COST PER YEAR	
Reduction of Medical Error	\$12,000	20%	7,300	\$87,600,000	\$12,000	1%	365	\$4,380,000	\$83,220,000
	AVG. ANNUAL PENALTY				AVG. ANNUAL PENALTY				
Reduce Readmission Rate	\$205,000				\$0				\$205,000
	ADDITIONAL COST PER TEST	PERCENTAGE OF PATIENTS	# OF ENCOUNTERS PER YEAR	ADDITIONAL COST PER YEAR	ADDITIONAL COST PER TEST	PERCENTAGE OF PATIENTS	# OF ENCOUNTERS PER YEAR	ADDITIONAL COST PER YEAR	
Testing for LEP Patients	\$6	40%	14,600	\$84,388	\$0	40%	4,000	\$0	\$84,388
ANNUAL BENEFITS									\$83,509,388

REVENUE OPPORTUNITIES	CONVENTIONAL METHOD				MODERN CITE METHOD				FINANCIAL BENEFIT
	AVG. REVENUE PER	PERCENTAGE OF PATIENTS	# OF ENCOUNTERS PER YEAR	REVENUE PER YEAR	AVG. REVENUE	PERCENTAGE OF PATIENTS	# OF ENCOUNTERS PER YEAR	REVENUE PER YEAR	
SBIRT+ Services	\$50	0	0	\$0	\$50	50%	18,250	\$912,500	\$912,500
	AVG. PATIENT SPENT ON PPV	PERCENTAGE PATIENTS	# OF PATIENTS USING PPV PER YEAR	REVENUE PER YEAR	AVG. REVENUE	PERCENTAGE PATIENTS	# OF PATIENTS USING PPV PER YEAR	REVENUE PER YEAR	
Pay-Per-View	\$0	0	0	\$0	\$2	80%	29,200	58,400	\$58,400
Sponsored content/ advertisements	\$0	0	0	\$0	\$10	80%	29,200	\$292,000	\$292,000
	AVG. REVENUE PER	PERCENTAGE OF PATIENTS	# OF ENCOUNTERS PER YEAR	REVENUE PER YEAR	AVG. REVENUE	PERCENTAGE OF PATIENTS	# OF ENCOUNTERS PER YEAR	REVENUE PER YEAR	
Patient Leave Without Being Seen	\$500	10%	3,650	\$1,825,000	\$500	1%	365	\$182,500	\$1,642,500
ANNUAL BENEFITS									\$2,905,400

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CONSOLIDATED POINT SOLUTIONS	CONVENTIONAL METHOD			MODERN CITE METHOD			FINANCIAL BENEFIT
	AVG. COST PER	UNIT	ANNUAL COST	AVG. COST PER	UNIT	ANNUAL COST	
Transcription Services (FTE, annual)	\$55,000	15	\$825,000	N/A	N/A	\$0	\$825,000
Language Services (FTE, annual)	\$65,000	15	\$975,000	N/A	N/A	\$0	\$975,000
Language Services (Phone/Video per minute)	\$2	20,000	\$40,000	\$2	2,000	\$4,000	\$36,000
Staff Competency Development (per)	\$1,200	1,000	\$1,200,000	\$500	1,000	\$500,000	\$700,000
Patient Experience Survey (per)	\$10	1,000	\$10,000	\$0	15,000	\$0	\$10,000
ANNUAL BENEFITS							\$2,546,000

EFFICIENCY AND HARMONIZATION	CONVENTIONAL METHOD			MODERN CITE METHOD			FINANCIAL BENEFIT
	REVENUE PER HOUR POTENTIAL	PERCENTAGE TIME SPENT ON BILLABLE ENGAGEMENTS	REVENUE PER HOUR YIELD	REVENUE PER HOUR POTENTIAL	PERCENTAGE TIME SPENT ON BILLABLE ENGAGEMENTS	REVENUE PER HOUR YIELD	
Revenue Yield Through Optimized Patient Flow (reduced LOS, time disposition to discharge, etc.)	\$200	30%	\$60	\$200	90%	\$180	\$3,504,000
	AVG. REVENUE PER PATIENT	ENCOUNTERS PER YEAR	ANNUAL REVENUE	AVG. REVENUE PER	ENCOUNTERS PER YEAR	ANNUAL REVENUE	
Throughput	\$500	36,500	18,250,000	\$500	40,150	20,075,000	\$1,825,000
ANNUAL BENEFITS							\$5,329,000