January 23, 2014

NV-HIE Self-Sustainability Plan Assumptions

HIGH RISK – If Unattainable or Incorrectly Estimated

1. Grant monies from DHHS will total approximately $206,000.

2. The Orion Health Annual Operating Fee of $300,000 due by 1/31/14 will be deferred to begin October 1, 2014.

3. The Cyber Insurance will be accrued monthly at $750 per month, as will all other insurance expenses.

4. A Director of IT will be added in beginning March 1, 2014

5. Revenues will be paid net 30.

MEDIUM RISK – If Unattainable or Incorrectly Estimated

1. Office space expense will expand with additional staff.

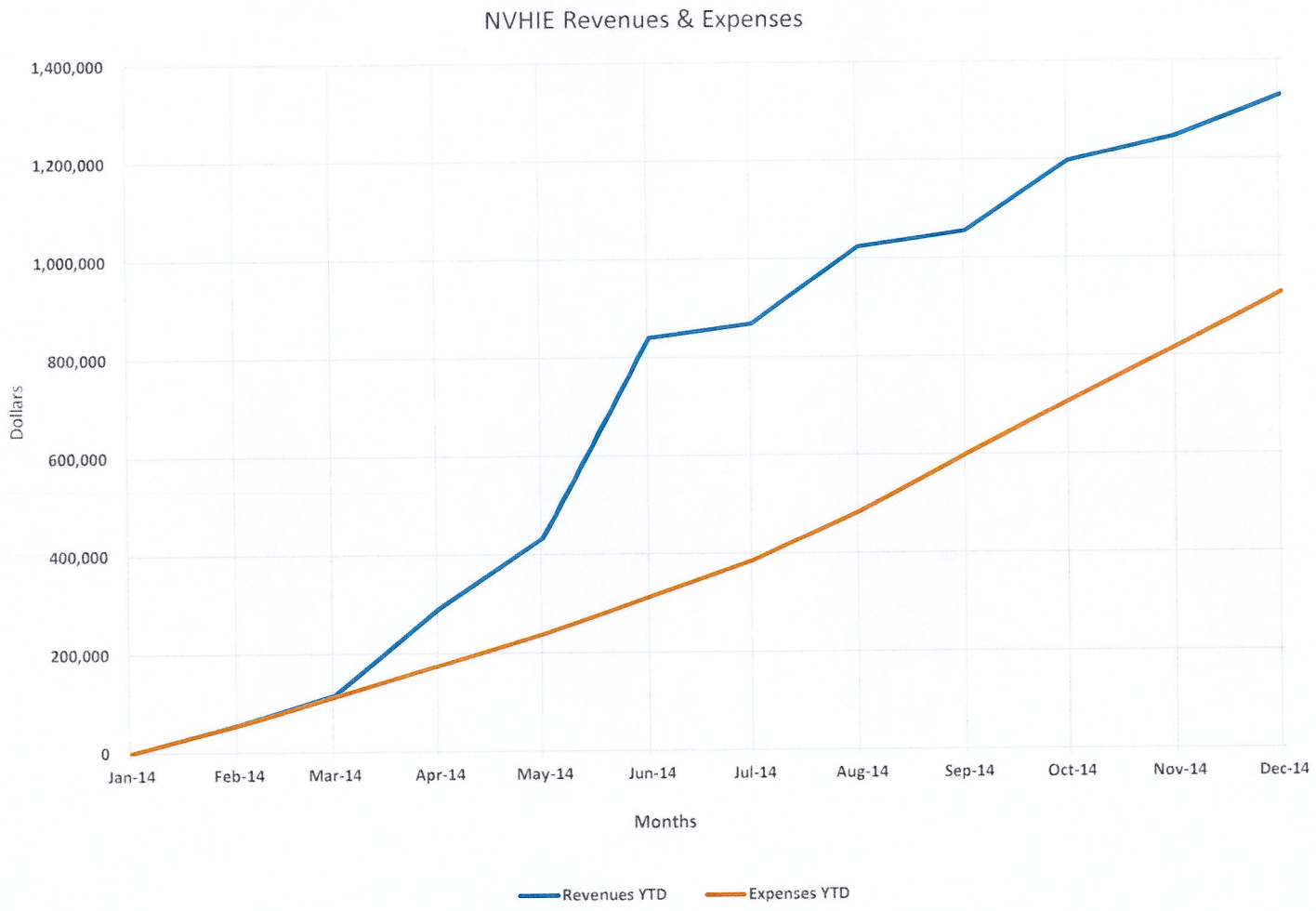
LOWER RISK – If Unattainable or Incorrectly Estimated

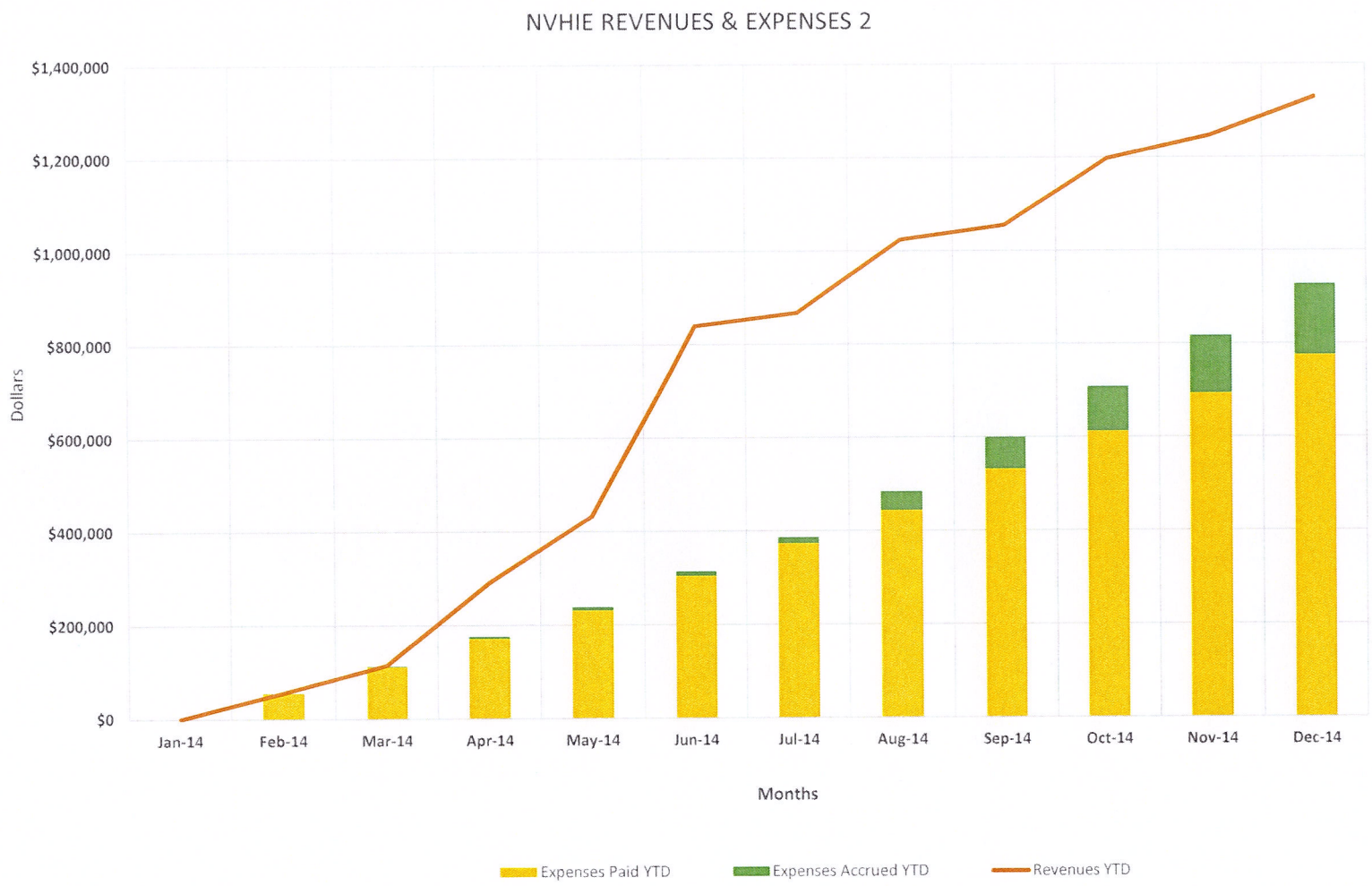
1. Effective February 8, 2014, the NV-HIE financials will be on an accrual basis.

2. The NV-HIE fiscal year will be changed in the bylaws to be coterminous with a calendar year (approved by the NV-HIE Board on 1/15/14), and large accounts payable will accrue throughout the year.

3. Two accounts will be added in 2015 that are discretionary: a Funded Depreciation account to provide for the planned replacement of future assets and an Improvement/Development account to dedicate revenue to the future enhancement of the NVHIE (i.e. additional functionality or new services to be determined). These will be added in 2015.

4. A Clinical IT Tech will be added in June and a Technical IT Tech in September 2014.


NVHIE Revenues & Expenses
1,400,000
1,200,000
1,000,000
800,000
600,000
400,000
200,000
0
Dollars
Jan-14
Feb-14
Mar-14
Apr-14
May-14
Jun-14
Jul-14
Aug-14
Sep-14
Oct-14
Nov-14
Dec-14
Months
Revenues YTD
Expenses YTD


NVHIE REVENUES & EXPENSES 2
$1,400,000
$1,200,000
$1,000,000
$800,000
$600,000
$400,000
$200,000
$0
Dollars
Jan-14
Feb-14
Mar-14
Apr-14
May-14
Jun-14
Jul-14
Aug-14
Sep-14
Oct-14
Nov-14
Dec-14
Months
Expenses Paid YTD
Expenses Accrued YTD
Revenues YTD

NEVADA HEALTH INFORMATION EXCHANGE
PROPOSED REVENUES BASED ON CLIENT PROJECTIONS

CLIENT CATEGORY	January-14	February-14	March-14	April-14	May-14	June-14	July-14	August-14	September-14	October-14	November-14	December-14	Total
Provider Practices (per licensed provider, PA & NP)													
Net Implementation	0	0	6,000	11,000	0	0	5,500	0	5,500	0	5,500	0	33,500
0-24 providers in practice	0	0	1,200	0	6,600	0	5,400	0	12,600	0	3,000	0	28,800
25-99 providers in practice	0	0	0	0	18,000	0	0	0	0	0	0	0	18,000
100+ providers in practice	0	0	0	0	0	0	0	0	0	0	0	0	0
Category Subtotal	**$0**	**$0**	**$7,200**	**$11,000**	**$24,600**	**$0**	**$10,900**	**$0**	**$18,100**	**$0**	**$8,500**	**$0**	**$80,300**
Acute Care Hospitals (per licensed acute care bed)													
Net Implementation	0	0	(11,225)	10,550	10,775	10,550	10,775	10,550	10,775	10,775	10,550	10,775	84,850
0-50 licensed acute care beds	0	0	2,700	0	2,160	1,620	2,592	0	2,700	0	2,376	0	14,148
51-150 licensed acute care beds	0	0	0	18,000	0	25,920	0	14,160	0	0	28,320	0	86,400
151+ licensed acute care beds	0	0	0	0	51,060	131,100	0	131,100	0	131,100	0	0	444,360
Category Subtotal	**$0**	**$0**	**($8,525)**	**$28,550**	**$63,995**	**$169,190**	**$13,367**	**$155,810**	**$13,475**	**$141,875**	**$41,246**	**$10,775**	**$629,758**
Specialty Facilities (per licensed care bed)													
Net Implementation	0	0	0	5,500	5,500	5,500	5,500	5,500	0	5,500	0	0	33,000
LTACH, Inpt Rehab, Inpt Psych, Inpt Chem Dependency	0	0	0	9,420	0	11,460	0	0	0	0	0	0	20,880
SNF	0	0	3,072	0	0	3,072	3,072	0	3,072	0	0	0	12,288
Other	0	0	0	0	0	0	0	0	0	0	0	0	0
Category Subtotal	**$0**	**$0**	**$3,072**	**$14,920**	**$5,500**	**$20,032**	**$8,572**	**$5,500**	**$3,072**	**$5,500**	**$0**	**$0**	**$66,168**
Ancillary Services Institutions (per Institution)													
Net Implementation	0	0	5,775	0	0	5,775	0	0	0	0	0	0	11,550
Laboratories	0	0	0	0	3,600	0	3,600	0	0	0	0	0	7,200
Imaging Centers	0	0	0	0	0	0	0	0	0	0	0	0	0
Home Health/Infusion Agencies	0	0	0	0	0	0	0	0	0	0	0	0	0
Dialysis Centers	0	0	0	0	0	0	0	0	0	0	0	0	0
Surgery Centers	0	0	0	0	0	0	0	0	0	0	0	0	0
Hospice	0	0	0	0	0	0	0	0	0	0	0	0	0
Pharmacy	0	0	0	0	0	0	0	0	0	0	0	0	0
Category Subtotal	**$0**	**$0**	**$5,775**	**$0**	**$3,600**	**$5,775**	**$3,600**	**$0**	**$0**	**$0**	**$0**	**$0**	**$18,750**
Other Organizations (per Institution)													
Net Implementation	0	0	5,000	24,775	275	0	0	0	0	0	0	11,550	41,600
Miscellaneous	0	0	0	0	1,000	0	0	0	0	0	0	0	1,000
Urgent Care	0	0	0	3,000	0	0	0	0	0	0	0	0	3,000
EMT Services	0	0	0	0	0	1,080	0	0	0	0	0	0	1,080
Correctional Facilities	0	0	0	0	0	180,000	0	0	0	0	0	0	180,000
Public Health Departments	0	0	0	25,000	0	48,384	0	0	0	0	0	0	73,384
NADCC	0	0	0	35,000	0	2,400	0	0	0	0	0	0	37,400
Public Institutions (school, safety, emergency, authorities) (VA, Military, SSA, Indian Health, CHIP)	0	0	0	0	0	0	0	0	0	0	0	0	0
Category Subtotal	**$0**	**$0**	**$5,000**	**$87,775**	**$1,275**	**$231,864**	**$0**	**$0**	**$0**	**$0**	**$0**	**$11,550**	**$337,464**
Payer, Health Plan, Employer and Health Fund Organizations													
One-Time Implementation Fee: $ 4500. Per Organization													0
Per Member	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$60,000	60,000
Category Subtotal	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**$60,000**	**$60,000**
Total Revenues	$0	$0	$9,450	$127,325	$93,470	$406,829	$27,867	$155,810	$31,575	$141,875	$49,746	$82,325	$1,126,272
Total Revenues YTD	$0	$0	$9,450	$136,775	$230,245	$637,074	$664,941	$820,751	$852,326	$994,201	$1,043,947	$1,126,272	