



Are You Ready To Embrace Newer Technologies? Proposal for Contract Review

Per your request, I have attached our response to your request to provide your practice with experienced advisory and consultative services relating to your future contract negotiations with one to two preferred Physician Technology Software vendors. This service is designed for those practices that have already made up their mind on which application they would like to purchase and install. As you are aware, the most tedious and important step of the entire process is contract negotiations. During contract negotiations, ACG should be able to increase installation assistance, improve the payment criteria, and establish quantifiable goals and objectives and, finally, ACG should be able to reduce the overall project costs by more than the fees paid to AC Group Inc.

AC Group's contract review process includes reviews of:

- The Actual Contract,
- Service Level Agreements,
- Pricing, Payment Schedules,
- Terms And Conditions,
- Training And Implementation Plans,
- Assignment Of Personal,
- Change Management,
- Testing And Verification,
- Termination Clauses,
- Dispute Resolution,
- Vendor Liability,
- Rate Increases,
- Medical Care Responsibility,
- Representations, Warranties, And Disclaimers
- Limitations Of Liability
- Confidentiality
- Proprietary Rights
- Internet Communications & Security
- Indemnification
- Compliance;
- Recordkeeping
- Compliance With Laws
- Sweeping Federal Regulatory Changes
- HIPAA
- State Regulations.
- Recordkeeping
- Audit Rights
- Logo Use.
- Force Majeure.
- Independent Contractor.
- Assignment
- Governing Law
- Notices

Why select AC Group:

AC Group, Inc. (ACG), formed in 1996, is a healthcare technology advisory and research firm designed to save participants precious time and resources in their technology decision-making. AC Group is one of the leading companies, specializing in the evaluation, selection, and ranking of vendors in the PMS/EMR/EHR healthcare marketplace. Twice per year, AC Group publishes a detailed report on vendor PMS/EHR functional, usability, and company viability. This evaluation decision tool has been used by more than 5,000 physicians since 2002. Additionally, AC Group has conducted more than 100 PMS/EHR searches, selections, and contract negotiations for small physician offices to large IPAs since 2003.

Hospitals, individual physicians, physician groups, PHOs and IPAs are actively searching for new technologies that will enable them to improve patient care, reduce costs and improve the overall "quality of life" for themselves and their families. One of the greatest challenges today is locating the "best" technology and software for the "best" price. With over 200 vendors selling ambulatory Electronic Medical Record (EMR) Systems and an additional 300+ selling other complementary applications and services, the technology marketplace is overwhelming to most healthcare organizations and physicians.

Our Advisory and Consultative offerings are numerous, and can be customized to your practice's unique priorities. As you will see later on in this document, the pricing is based on the size of the practice. Unlike other consultants who represent vendors, ACG is neutral, and we never receive compensation based on the vendor selected – we are third-party advisors to your practice. ACG believes that to thrive in the healthcare market, every physician group should have interaction with independent Healthcare IT futurists who do not represent any companies. Our proposal gives you the opportunity to interact with one of the top healthcare IT analysts and futurists throughout the project.

Please review the attached document, feel free to contact me if you have further questions.
Houston office (281) 413-5572 or by e-mail at mark.anderson@acgroup.org



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We offer clients the advantage of the finest industry research available anywhere, as well as a resource equally valuable -- the collective hindsight of hundreds of companies whose IT experiences we have monitored and analyzed in detail. AC Group can increase the effectiveness of your healthcare IT programs by providing recommendations for improving your organization's ability to address industry trends, market drivers, and new competitive threats. ACG is qualified to deliver these services based on:

- Our knowledge of the healthcare IT marketplace, which enables us to accurately analyze that market, taking the competitive landscape and industry drivers into consideration.
- Our understanding of user buying dynamics, via our ongoing syndicated research services with provider, payer, and vendor organizations. ACG leverages existing research and opinions formulated through extensive user interaction to provide timely analysis and real-world experiences.
- Our use of acknowledged healthcare IT industry experts gives us credibility in presenting our findings and recommendations to your senior management.
- ACG's experienced staff has been working with and in Provider and Payer organizations for 30+ years. We are not just researchers, we are former executive members of multi IDNs, Physician Groups, and Payer organizations and, thus, our staff represents the peers that you would be working with.
- Combined with our experience performing IT strategy engagements, ACG is well positioned and excited about assisting your organization on this initiative.

Pricing

Practice Size	1 Physicians	2 Providers	3 Providers	4 Providers	5 providers
Costs	\$500.00	\$900.00	\$1,250	\$1,550	\$1,800

Payment Schedule

A down payment of 50% required along with the signed agreement by the agreed upon effective date. The remaining balance will be billed at the end of the project. **Checks are to be made payable to AC Group, Inc.** If there are any questions concerning this agreement please contact AC Group at: (281) 413-5572 or by mail at:

AC Group, Inc.
118 Lyndsey Drive
Montgomery, TX 77316

AC Group, Inc. Tax ID #: 61-1313700

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Acceptance

On behalf of the AC Group, we look forward to assisting you and your practice in the healthcare marketplace. Please indicate, by signing below and return by fax to **1-832-550-2338**.

Number of Providers: _____ Contract Amount: \$_____.00

Approved by Name: _____ Date: _____

Approved by Signature: _____

Please review the attached document, feel free to contact me if you have further questions. I can be reached at my Houston office (281) 413-5572 or by e-mail at mark.anderson@acgroup.org

Respectively submitted:

Mark R. Anderson, FHIMSS, CPHIMS
Healthcare IT Futurist
CEO, AC Group, Inc.

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Mark R. Anderson, CPHIMS, FHIMSS

CEO and Healthcare IT Futurist

AC Group, Inc.

e-mail: mark.anderson@acgroup.org

Mr. Anderson is one of the nation's premier IT research futurists dedicated to health care. He is one of the leading national speakers on healthcare and physician practices and has spoken at more than 350 conferences and meetings since 2000. He has spent the last 30+ years focusing on Healthcare – not just technology questions, but strategic, policy, and organizational considerations. He tracks industry trends, conducts member surveys and case studies, assesses best practices, and performs benchmarking studies.

Besides serving at the CEO of AC Group, Mr. Anderson served as the interim CIO for the Taconic IPA in 2004-05 (a 500 practice, 2,300+ physician IPA located in upper New York). Prior to joining AC Group, Inc. in February of 2000, Mr. Anderson was the worldwide head and VP of healthcare for META Group, Inc., the Chief Information Officer (CIO) with West Tennessee Healthcare, the Corporate CIO for the Sisters of Charity of Nazareth Health System, the Corporate Internal IT Consultant with the Sisters of Providence (SOP) Hospitals, and the Executive Director for Management Services for Denver Health and Hospitals and Harris County Hospital District.

His experience **includes 32+ years working with Healthcare organizations, 20+ years working with physician offices, 7 years in the development of physician-based MSOs**, 17 years with multi-facility Health Care organizations, 15 years Administrative Executive Team experience, 6 years as a member of the Corporate Executive Team, and 9 years in healthcare turnaround consulting. Mr. Anderson received his BS in Business, is completing his MBA in Health Care Administration, and is a Fellow with HIMSS. Additionally, he serves on numerous healthcare advisory positions and has developed programs including:

- ❖ Developer of the Six-levels of Healthcare IT for Hospitals and the Physician Office
- ❖ Researcher and producer of the 2002-2008 PMS/EHR Functional rating system
- ❖ Advisory Board and Content Chairman – Future Healthcare, 2007-08
- ❖ Advisory Board and Content Chairman – Physician and Hospital Bonding Summit, 2008
- ❖ Advisory Board and Content Chairman - Healthcare IT Outsourcing Summit, 2002-08
- ❖ Advisory Board and Content Chairman - Patient Safety and CPOE Summit, 2002-06
- ❖ Advisory Board and Content Chairman – Consumer Driven Healthcare Conference, 2003, 2004
- ❖ Advisory Board and CPOE Chairman - Reducing Medication Errors, 2003, 2004, 2005
- ❖ Advisory Board of TETHIC 2003, 2004, 2005
- ❖ Advisory Board of NMHCC 2000, 2001, 2002, 2003, 2004, 2005
- ❖ Advisory Board of TCBI Healthcare Conference 2000 - 08
- ❖ Advisory Board of TEPR and MRI, 2000-08
- ❖ Past President of Local HIMSS Boards – Houston, Tennessee, Southwest TX
- ❖ Editorial Board of Healthcare Informatics 2001 - 06
- ❖ Judge, MSHUG ISA, 1999-2005, TEPR Awards, 2001-2002, TETHIE 2003-05, HDSC 2003-05
- ❖ National HIMSS Chapters Committee 2001 - 04
- ❖ National HIMSS Fellows Committee 2001, 2002, 2004
- ❖ National HIMSS Programs Workgroup Committee 2001, 2002, 2003, 2004, 2007

More about AC Group:

AC Group, Inc. (ACG), formed in 1996, is a healthcare technology advisory and research firm designed to save participants precious time and resources in their technology decision-making. AC Group is one of the leading companies, specializing in the evaluation, selection, and ranking of vendors in the PMS/EMR/EHR healthcare marketplace. Twice per year, AC Group publishes a detailed report on vendor PMS/EHR functional, usability, and company viability. This evaluation decision tool has been used by more than 5,000 physicians since 2002. Additionally, AC Group has conducted more than 100 PMS/EHR searches, selections, and contract negotiations for small physician offices to large IPA since 2003.

More than 500 healthcare organizations worldwide have approached their most critical IT challenges with the help of trusted advisors from ACG. Since 1972, ACG advisors have been helping healthcare professionals make better strategic and tactical decisions. This unmatched combination of market research and real-world healthcare assessment gives clients the tools they need to eliminate wasteful technology spending, avoid the inefficiency of trial and error, and discover a superior alternative to "guess" decisions. For our healthcare physician clients, ACG provides independent advisory and consultative services designed to assist physicians in evaluating and selecting technology to enable the creation of the "The Digital Medical Office of the Future".

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