



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

Per your request, I have attached our proposal to provide your organization 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 organizations 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 will increase installation assistance, improve the payment criteria, and establish quantifiable goals and objectives and, finally, ACG **will** reduce the overall project costs by more than twice the fees paid to AC Group Inc. If not, there will be NO charge for all of our services. On average, we have saved our **clients 2 to 9 times our costs.**

AC Group's contract review process includes reviews of:

- Acceptance
- Applicable Law
- Assignment
- Assignment Of Personal,
- Audit Rights
- Authorized users
- Bankruptcy
- Beneficiary
- Business Associate Agreement
- Cancellations
- Change Management,
- Client Responsibly
- Compliance With Laws
- Compliance;
- Confidentiality
- Data Migration
- Definitions
- Deployment
- Disclaimers
- Dispute Resolution,
- Duties of Client
- Exclusions
- Force Majeure.
- Future Purchases
- Governing Law
- HIPAA
- Indemnification
- Independent Contractor.
- Interface responsibilities
- Internet Communications & Security
- Jurisdiction and Venue
- Late payment terms
- Limitations Of Liability
- Logo Use.
- Maintenance Service Term
- Maintenance Services Severity Matrix
- Medical Care Responsibility,
- Notices
- Pricing – hardware
- Pricing – Interfaces
- Pricing – Software
- Pricing – Support
- Pricing Increases
- Pricing, Payment Schedules,
- Product Configuration
- Product Installation
- Product ownership
- Product Support
- Product Training
- Professional Duty
- Proprietary Rights
- Rate Increases,
- Recordkeeping
- Remedies
- Representations, Warranties, And Disclaimers
- Rescheduling Policies
- Response Time
- Restocking Policies
- Service Level Agreements,
- Severability
- State Regulations.
- Survivability
- Sweeping Federal Regulatory Changes
- Termination Clauses,
- Terms And Conditions,
- Testing And Verification,
- Third party Software
- Training And Implementation Plans,
- Up-time guarantees
- Vendor Liability
- Warranties

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



Level 3 Proposal for Contract Review

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.

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 Physician | 2 to 3 Physicians | 4 to 9 Physicians | 10 to 19 Physicians | 20 to 49 Physicians | 50 to 99 Physicians | Over 100 Physicians |
| Costs | \$500.00 | \$1,500 | \$5,000 | \$8,000 | \$12,000 | \$20,000 | \$30,000 |

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