

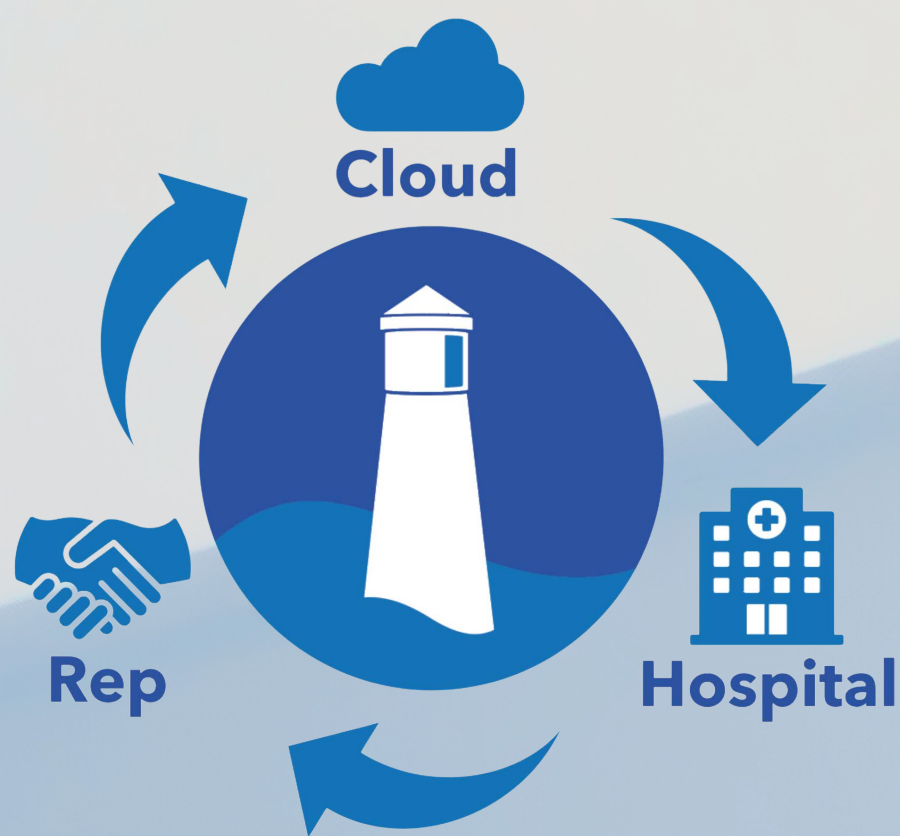


A SUCCESSFUL PARTNERSHIP

SEABRIGHT HEALTHCARE SOLUTIONS & EL CAMINO HEALTH

INTRODUCTION

Seabright Healthcare Solutions is a healthcare technology company that utilizes a unique combination of industry experience, knowledge, and proprietary technology to drive hard dollar cost savings, eliminate waste, and reduce sales rep interactions. Our Bill Only portal is a revolutionary app that brings efficiency to an antiquated, paper based process for implant procurement. Our app captures data at the point of service, utilizes a robust workflow engine for approvals and provides additional oversight without straining resources. We can help you reduce cost, mitigate risk, and streamline your implant procurement process.



CHALLENGE

Typically, implants account for 40-60% of a hospital's medical supply expense. The current bill only charge sheet process used to procure implants is antiquated, lengthy, and inherently error-prone. These issues, compounded by the fractured nature of communication between sales reps, procedural areas and Purchasing, lead to millions of dollars in avoidable expense and lost revenue.

- Charges at sales rep's discretion
- 100% paper-driven
- Strained hospital resources
- Lack of control in bill only process
- Off contract spending
- Few safeguards to mitigate risk
- Manual PO creation in MMIS
- Erroneous items and quantities
- Limited procedural expertise
- Multiple bills due to late sales rep submission



18% financial savings
in the first year



1,500 hour labor
reduction per facility



70% reduction
in time to PO delivery



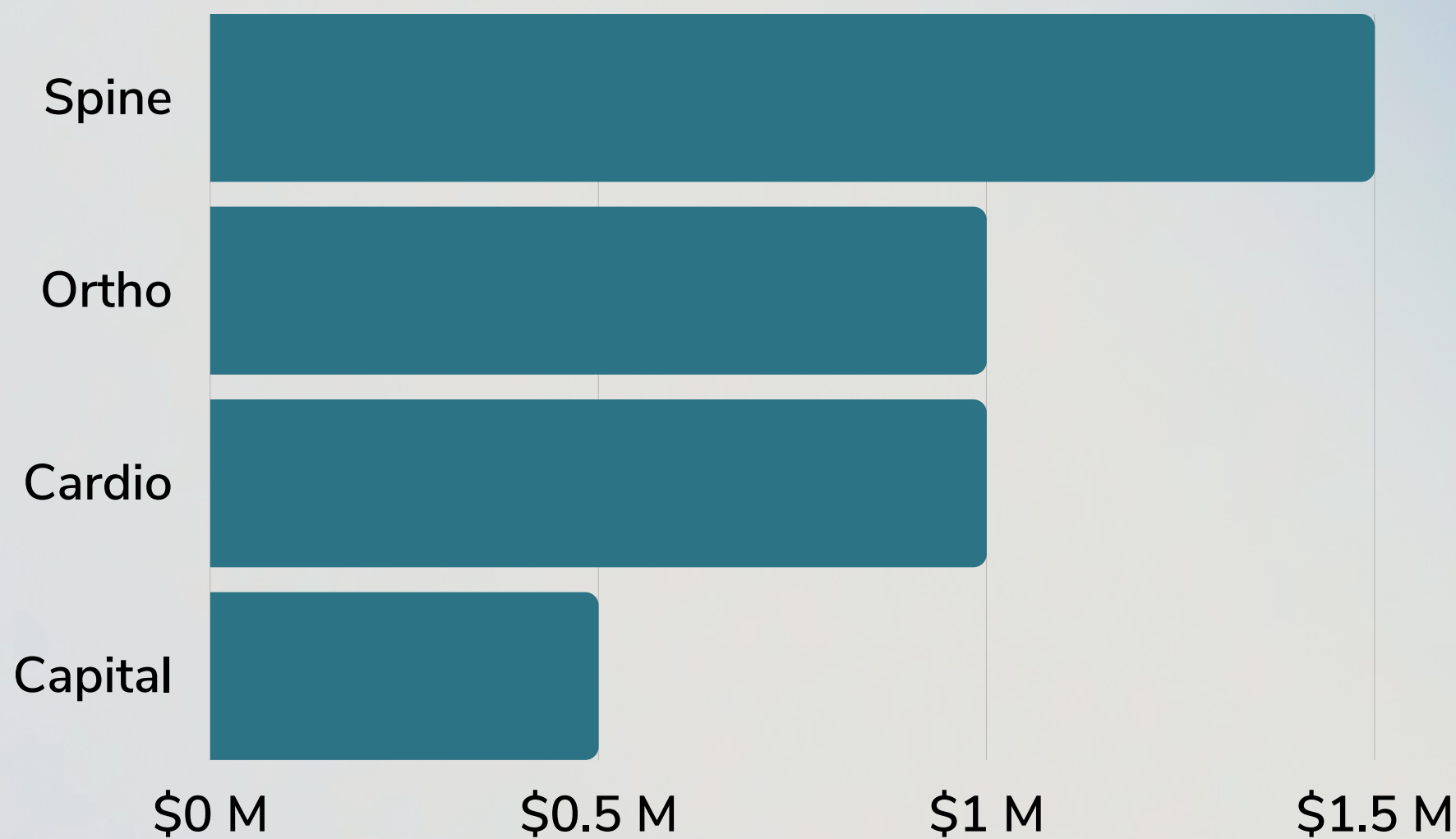
95% fewer sales rep
interactions



SEABRIGHT HEALTHCARE SOLUTIONS

RESULTS

Leveraging Seabright's analytics, proprietary algorithms and Bill Only portal, El Camino Health was able to bring together its internal team, independent physician partners, and suppliers to achieve \$4M in annual, recurring savings. In addition to the financial savings, El Camino Health digitized its bill only process. In doing so, El Camino Health gained significant labor savings and improved visibility into implant purchasing and consumption.



“Seabright gave us a perspective on our data we could not have gotten on our own. The power of the information combined with their distinct expertise allowed us to comfortably surpass our savings target.” Raquel Gonzalez, Enterprise Director Supply Chain, El Camino Health.

“Working with a partner like El Camino Health, in the heart of Silicon Valley, was a great way to prove our methods and technology. Our proprietary algorithms will change the way hospitals manage physician preference items, and the beauty of this is we can now do this prospectively with the launch of our Bill Only Portal.” - Bryan Hooppaw, CEO & Co-Founder, Seabright Healthcare Solutions.

SOLUTION

Our solutions drive significant cost savings, revenue optimization and digitizes the complex, inefficient and paper-based bill only process.

- Proprietary algorithms and AI driven technology and processes to optimize pricing for implants
- Digital charge sheet capture
- Added oversight and auditing capabilities
- Improved management of off contract spending
- Refined interaction between sales reps, procedural areas, billing departments and supply chain
- Per case capture of procedural cost and product utilization

ABOUT SEABRIGHT HEALTHCARE SOLUTIONS LLC

Seabright Healthcare Solutions provides comprehensive and sustainable answers to the growing challenges within the healthcare supply chain. Seabright's proprietary solutions reduce cost and mitigate risks associated with expensive physician preference items and put the power back in the hands of the provider. Seabright's software and service offerings close the loop on all aspects of the bill only process, providing tighter controls, lower cost, and critical data capture. Additional information can be found at www.seabrighthealthcare.com