

## Sample Actual Initial Practice Value - IPV Per NPI

Results below are taken directly from the sample physician's actual EMR.

Does not include services driven by medical necessity from AWW, HRA & CCM

PROGRAM	NUMBER OF PATIENTS	REIMBURSEMENT	TOTAL REVENUE - 1	TOTAL REVENUE - 2	TOTAL REVENUE - 3
RPM	117	\$116.00	\$13,572.00	\$13,572.00	\$13,572.00
CCM	331	\$74.87	\$24,781.97	\$24,781.97	\$24,781.97
TCM	58	\$231.36	\$13,418.88	\$13,418.88	\$13,418.88
BHI	117	\$54.00	\$6,318.00	\$6,318.00	\$6,318.00
AWV	28	\$82.08	\$2,298.24	\$2,298.24	\$2,298.24
ACP	28	\$71.81	\$2,010.68	\$2,010.68	\$2,010.68
TELEMEDICINE	46	\$76.00	\$3,496.00	\$3,496.00	\$3,496.00
TOTAL PROJECTED			\$65,895.77	\$65,895.77	\$65,895.77
ADD COMMERCIAL/ANCILLARIES + 50%			\$32,947.89	\$32,947.89	\$32,947.89
MONTHLY CLINIC REVENUE	389		\$98,843.66	\$98,843.66	\$98,843.66
MONTHLY PLATFORM COST**	389	Estimate	\$39,537.46	\$39,537.46	\$2,000.00
MONTHLY CLINIC PROFIT			\$59,306.19	\$59,306.19	\$96,843.66
12 MONTHS			\$711,674.32	\$711,674.32	\$1,162,123.86

Revenue to Provider -->

\$355,837.16

\$498,172.02

\$687,674.32

### BASE SPREADSHEET ASSUMPTIONS

Only Medicare, No Medicaid

Payment for copay provided

Commercial/Ancillary - Estimate Add 50%

Model 1	Model 2	Model 3
Turnkey Provider Model 50/50 Net All Costs Shared	License W/ Patient Engagement 70/30 Net + \$1K/Month	License/Self serve <span style="color: red;">No Patient Engagement</span> \$1K Per Provider Per Month \$1 Per Click With Minimum \$1K Per Month

\* Medicare does not allow percentage revenue shares. We have a flat rate that approximates this percentage

\*\* Top line program cost is 40% - 30% patient engagement, 7% billing & 3% instant results for patients