

## Product Packaging

- Main packages:
  1. **ActionOI** (for US-based hospitals and health systems)
  2. **ActionOI Practice Insights** (for physician practices, physician practice groups, and health clinics)
- Add-ons to Main Packages:
  1. **Data Submission Service**
  2. **Reporting Service**

## Pricing Details

Table 1: Pricing Details

Package	Price Structure	What it includes	Extra/Add-ons <i>(can buy as one-off, semi-regular, or regular/ ongoing basis)</i>
<b>ActionOI</b>	View the <a href="#">Pricing Guide</a> on SFDC	<ul style="list-style-type: none"> <li>• Operational and financial performance comparative database for hospitals and health systems</li> <li>• Membership-based</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Data Submission Service</b> <ul style="list-style-type: none"> <li>○ Clients use IBM Truven staff to prepare their data and submit it to the ActionOI warehouse (typically on a quarterly basis)</li> </ul> </li> <li>• <b>Reporting Service</b> <ul style="list-style-type: none"> <li>○ Clients use IBM Truven staff to create and generate reports from the tool and provides guidance on peer selection and report interpretation</li> </ul> </li> <li>• <b>Additional Client Support Visits</b> <ul style="list-style-type: none"> <li>○ On-site visits above and beyond those covered under Subscriber's package of services or not included in other value-add service selections.</li> </ul> </li> <li>• <b>Operational &amp; Financial Consulting</b> <ul style="list-style-type: none"> <li>○ Performance improvement consultation</li> </ul> </li> <li>• <b>Targeted Operational Assessment</b> <ul style="list-style-type: none"> <li>○ Management engagement training that targets gaps and leads to new departmental improvement projects.</li> </ul> </li> <li>• <b>Rapid Redesign Workshop</b> <ul style="list-style-type: none"> <li>○ Performance improvement for hospitals that do not currently have the resources in place to support performance improvement plans.</li> </ul> </li> </ul>
<b>ActionOI Practice Insights</b>		<ul style="list-style-type: none"> <li>• Operational and financial performance comparative database for physical practices, physician practice groups, and health clinics</li> <li>• Membership-based</li> <li>• Differences from <b>ActionOI</b>:               <ul style="list-style-type: none"> <li>○ Different Compare Groups that are more relevant to Physician Practices</li> <li>○ Relevant metrics to physician practice management (instead of acute-care based metrics)</li> </ul> </li> </ul>	