

HCCA Hawaii Regional Conference

Enhanced Visibility: How Artificial Intelligence Enables Contracting Compliance

October 2019

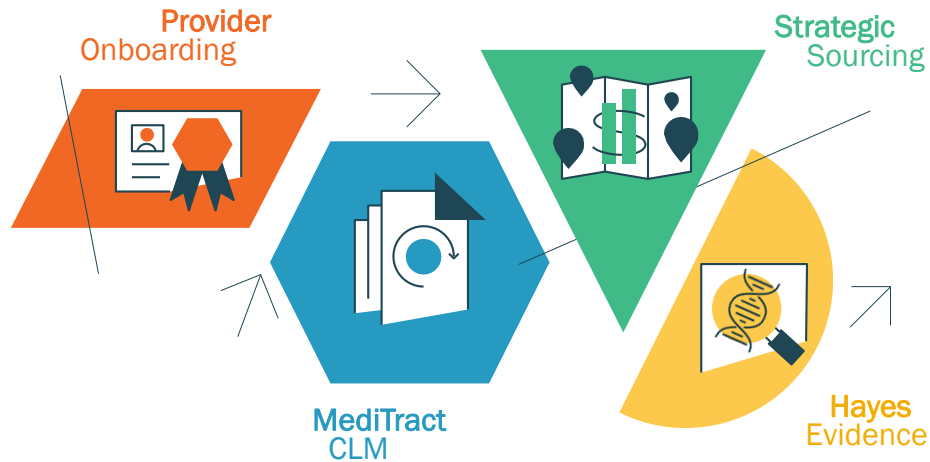
Think of us as the health system for
your health system.

*We empower healthcare organizations with **insights** and **technology** that lead to smarter decisions, streamlined processes, improved compliance, and additional revenue.*



TractManager Solutions

Our Solutions span 4 key areas each targeting a specific functions of a health system and people we serve. Our “One Platform” is the place where these functions come together to get work done.

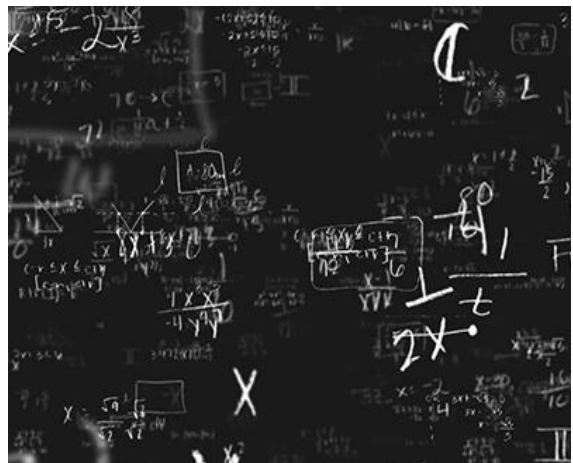
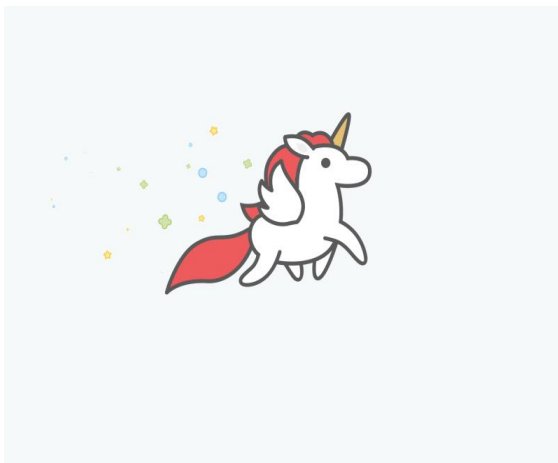


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Artificial Intelligence

Myth v. Reality



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The Compliance Challenge & Value of AI

In many cases,
you don't know
what you don't
know...

The data **WILL**
surprise you

And
It is **NEVER** in a
good way

AI gives you the ability to Review ALL contracts to:



identify and
mitigate risk



identify contract variability
resulting in excess spend



manage contracts by exception
to remediate



speed
to value

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Physician Compensation

Can you afford the Stark violation?

PHYSICIAN ANALYTICS



Here is the Physician Contract Analytics grouped into six categories namely: Faculty Profile, Salary Bonus and Incentives, Complete Restrictions, Department, Faculty Stats and Renewal Terms. Dive into the Visualization to view details on each distinct Physician.

Click on an icon below for more information.

Overview:	Physicians	Total Salary	Department	Auto Renewals	Complete Restrictions	Faculty Statistics
	50	\$10,416,814	29	YES 51 NO 12	May be Enforced 1 Yes 24 No 38	0.4 FTE 1 0.5 FTE 1 0.6 FTE 1 Full Time 42 PRN 18
Faculty Profile						
Complete Restriction Term						
Full-Time and Part-Time						
Salary and Bonus						
Auto Renewal Term						
Physicians by Department						

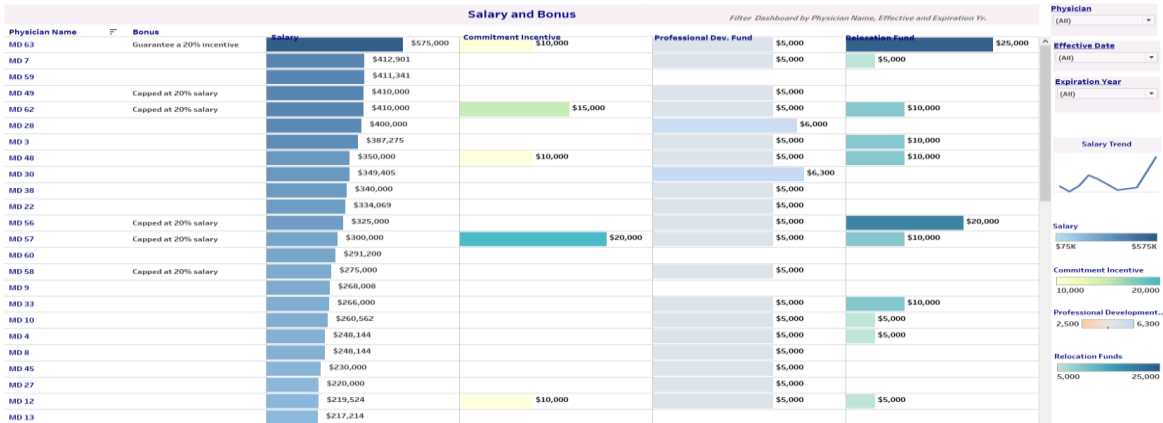
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Salary & Bonus

What does total compensation look like?

KNOW PHYSICIANS BASED ON THEIR SALARY, BONUS AND INCENTIVES



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Additional Comp

STRATEGIC INVESTMENT

Strategic Investment Details						Physician Name
Physician Name	Position Rank	Appointments	Laboratory Start-Up Details	Recruitment Incentive	Sum of Buyout Provis...	
MD 47	Senior Member on the Clinician Scientist Pathway	Clinical Sciences Division		\$1.0M (\$250,000 annual installments) - discretionary fund to support research	\$250,000	MD 47
MD 49	Senior Member on the Clinician Scientist Pathway	Clinical Sciences Division	1.0 million to be used for laboratory startup costs (paid out as \$250,000...	\$1.0M (\$250,000 annual installments) - discretionary fund to support research salary effort		MD 49
PHD 63	Senior Member on the Clinician Educator Pathway	Mason Chair in Breast Cancer	2.0 million dollars shall be provided to you for laboratory start-up (\$50...	\$500,000 for a Research Scholar Fund to support your research salary effort		PHD 63
MD 14	Assistant Member on the Clinician Educator Pathway	Clinical Sciences Division			\$250,000	2
MD 22	Assistant Member on the Clinician Educator Pathway	Clinical Sciences Division			\$250,000	2
MD 33	Assistant Member on the Clinician Educator Pathway	Courtesy appointment in the Department of Oncologic Sciences			\$250,000	2
MD 50	Assistant Member on the Clinician Educator Pathway	Primary appointment will be in G1 Oncology			\$250,000	2
MD 53	Assistant Member on the Clinician Educator Pathway	Secondary appointment in GU Oncology			\$250,000	2
MD 56	Senior Member on the Clinician Educator Pathway	Clinical Sciences Division			\$250,000	2
MD 60	Senior Member on the Clinician Educator Pathway	Department of Women's Oncology, Comprehensive Breast Program			\$250,000	2
MD 61	Assistant Member on the Clinician Educator Pathway	Department of Oncologic Sciences			\$250,000	2
MD 12	Assistant Member on the Clinician Educator Pathway	Clinical Sciences Division			\$250,000	2
None 4	Assistant Member on the Clinician Investigator Pathway	Department of Supportive Care Medicine			\$250,000	2
None 7	Associate Member, Level 1 on the Clinician Educator Pathway	Genitourinary Oncology Department			\$250,000	
None 10	Assistant Member - Level 1 on the Clinical Investigator Pathway	Department of Diagnostic Imaging and Interventional Radiology			\$250,000	2
PHD 52	Assistant Member on the Clinician Educator Pathway	Clinical Sciences Division			\$250,000	2
PHD 62	Assistant Member on the Clinician Educator Pathway	Clinical Sciences Division			\$250,000	2

Activate Windows
Go to Settings to activate Windows.

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Moffitt Physician DB Faculty Profile Salary, Bonus and Incentives Physicians Buyout Clauses Strategic Investment Complete Restrictions Full Time and Part Time db Full Time Details

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In Real Life

\$85,000,000 Fine
Whistleblower suit
Stacked physician comp
Violating fair market value

“wow-I wish I'd had that data two years ago...”

Doc still receiving Call pay payments
while no longer on staff



Stacked comp/medical
directorships for a Family
Practitioner making as much as
a radiation oncologist

Oncologist receiving a \$40 a month cell
phone reimbursement even though that
provision had been removed from
contracts
supposedly and making
\$1m salary



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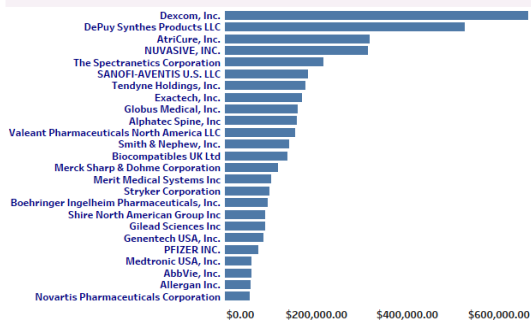
Sunshine Data

Are you looking?

ANALYTICS OF TOP 25 COMPANIES AND PHYSICIANS BY...



Top 25 Companies by Total Contributions



Click a bar above to view all company by Contribution

Top 25 Physicians by Payment

Physician Name	Number of Payments	Average Payment	Total Payment
Skyler, Jay	141	\$6,290.79	\$887,001.87
Wang, Michael	550	\$1,293.25	\$711,288.36
Vanni, Steven	160	\$2,986.03	\$477,765.12
Sherman, Andrew	219	\$1,447.82	\$317,072.22
Quinnan, Stephen	278	\$873.87	\$242,936.62
Glassberg, Marilyn	180	\$1,248.28	\$224,690.72
Carrillo, Rogerio	305	\$727.48	\$221,881.48
Narasayan, Govindarajan	123	\$1,696.70	\$208,693.80
De Marchena, Eduardo	10	\$17,858.34	\$178,583.37
Hoffman, James	478	\$364.28	\$174,125.98
Robinson, Raymond	38	\$4,457.50	\$169,384.88
Jahanzeb, Mohammad	214	\$760.62	\$162,771.93
Eismont, Frank	22	\$7,146.63	\$157,225.04
Yospovitch, Gil	81	\$1,866.79	\$151,210.22
Peterson, Eric	162	\$914.35	\$148,124.44
Martinez, Jose	532	\$254.96	\$135,636.48
Trent, Jonathan	166	\$791.14	\$131,328.45
Schiff, Eugene	115	\$1,119.72	\$128,767.98
Bhatia, Shivank	57	\$2,202.76	\$125,557.16
Jellinger, Paul	238	\$521.03	\$124,006.07
Kirsner, Robert	91	\$1,274.65	\$115,993.12
Abreu, Maria	79	\$1,436.68	\$113,497.96
Patin, Dennis	401	\$272.26	\$109,176.18
Perez, Victor	159	\$677.62	\$107,741.48
Gonzalez, Jose	760	\$140.25	\$106,592.01

Click anywhere above to view all Physicians

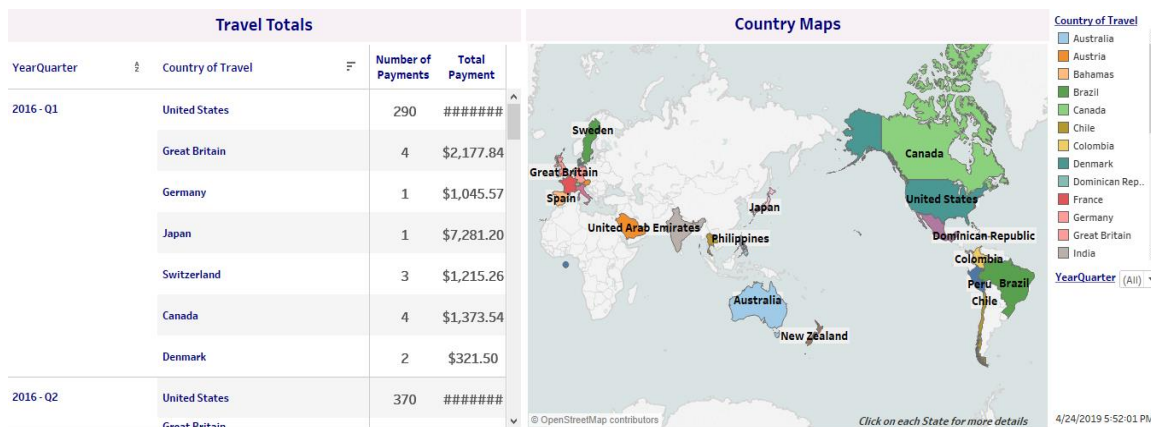
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Travel Payments

TRAVEL DATA BY COUNTRY



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Business Associate Agreements

Organization	# of Contracts	# of Documents	% of Contracts Missing BAA	Top 3 Contract Categories of Missing BAA
Mid Size Health System	1,536	4,650	12.5 %	IT Services / Software agreement Services agreements Equipment / Supply contracts
Small Community Hospital	926	1,932	18 %	Contracted services Payors Physician type contracts (e.g. purchased services, professional services, etc.)
Mid Size Physician Group Practice	232	328	33 %	Facility Service Agreements Health Services Agreement Affiliation Agreements

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Other Compliance Related Use Cases

How our menu of solutions will look on the new website



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Smarter Decisions. Smarter Healthcare.