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Corporate Overview
Making eCare a Reality

www.confer.com

eCare: The Evolution of eHealth

Information Dissemination → **Transaction Processing** → **Process Automation**

eContent

drkoop.com™

Medscape®

eConnectivity eCommerce

POINTSHARE℠

Healtheon

planetRx.com

eCare

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About Confer

- Founded in 1994
- Ecare: Process-based application solutions for care management
  - Web-based DM, CM, UM, Self-Care
- 25 customers
  - Anthem BCBS, Caremark, Genesis, Kronos, Magellan, Matria, Mercy Health, PacifiCare, SCAN Health, Simione Central ...
- Unique technology with 5 US patents
  - XML-based Internet solutions
- Premier partners
  - Dell, FCG, M&R, Microsoft, Oracle, Optimed, PwC, ...

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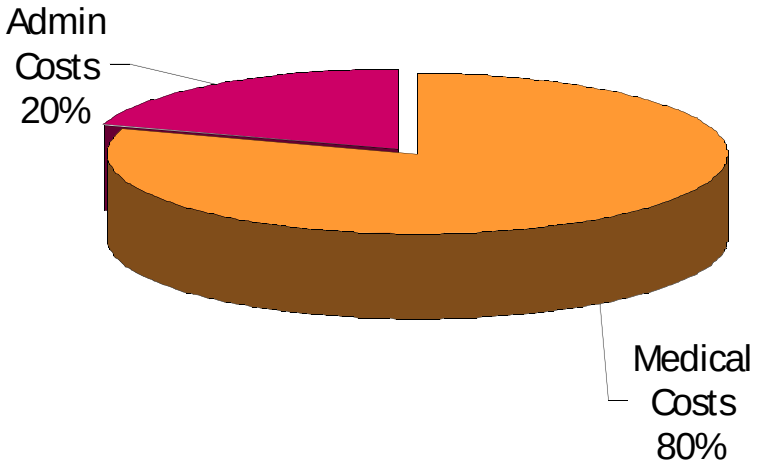
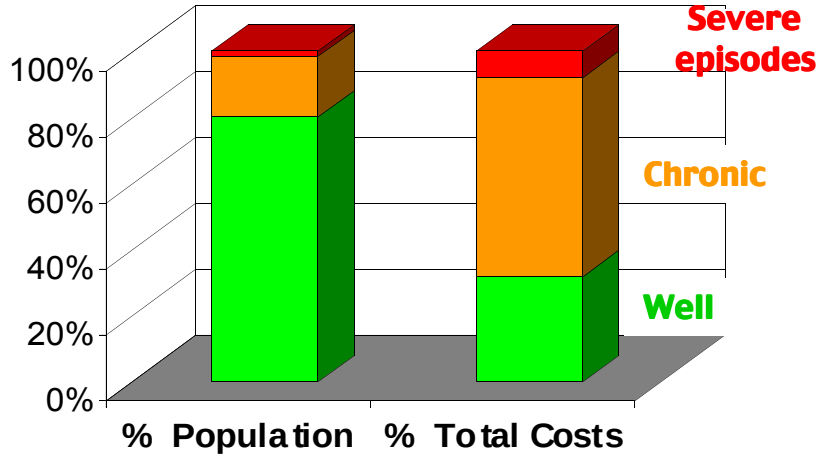
Today's Healthcare Environment



Medical costs continue to dominate



Costs driven by chronic population & severe episodes

90,000 avoidable deaths

3.0M medical errors

High public exposure to quality challenges

Sources: Piper Jaffrey, HCFA, IOM

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Previous Approaches Fail

Conventional healthcare solutions

- Years to deploy, a nightmare to change
- Can't prove outcomes and ROI
- Applications don't fit the customers' processes
- Not interoperable; can't integrate
- Doesn't leverage the power of the web
  - "web-enablement" isn't the answer

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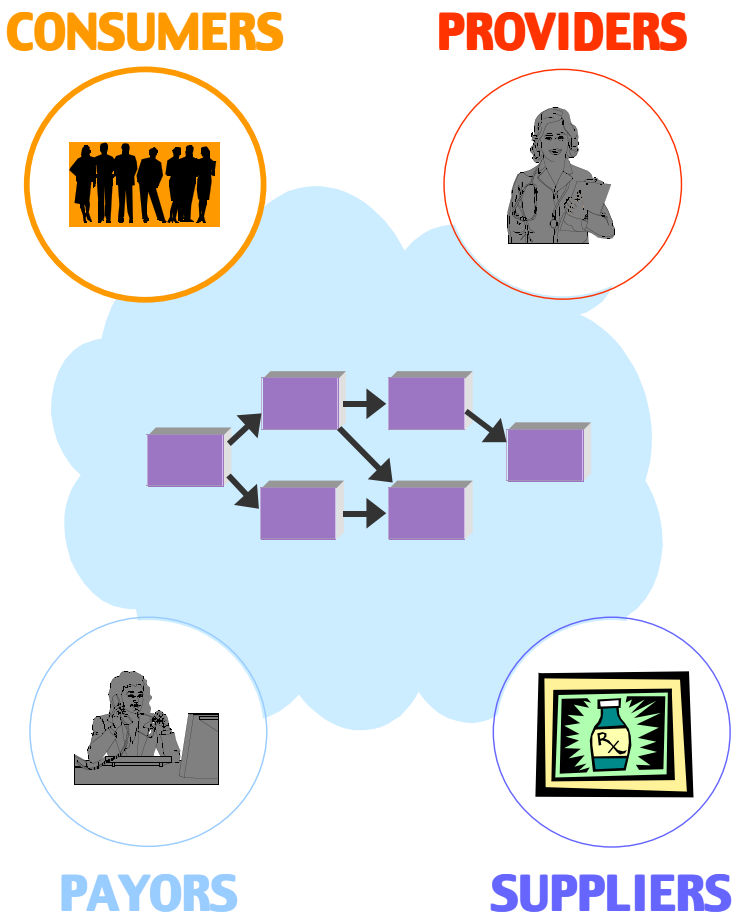
Confer eCare Solutions



eProcess applications that:

- Automate Care Management
- Integrate Care Constituents
- Reinforce Decision Making
- Coordinate Care Delivery
- Deliver Care Status & Reporting

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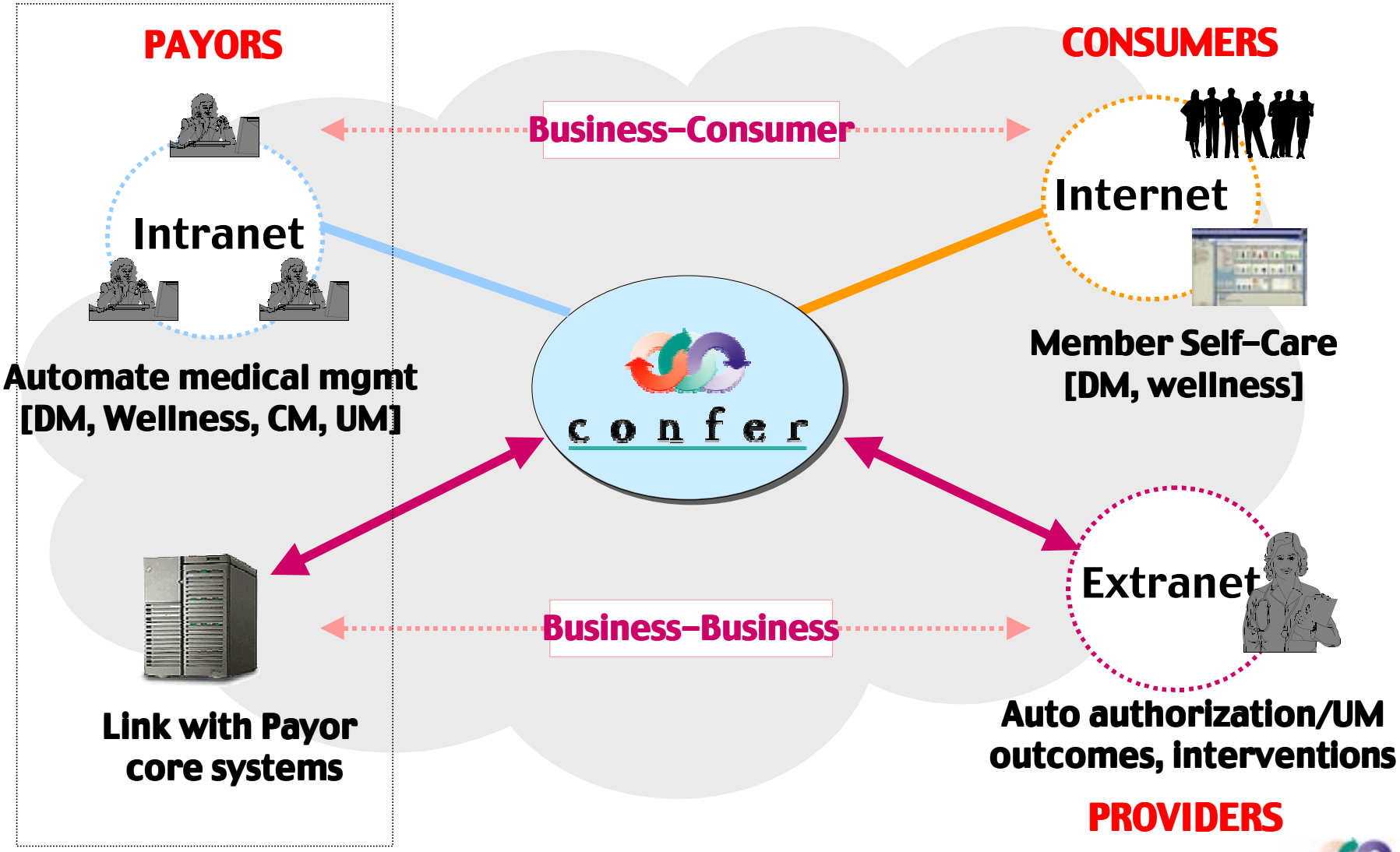
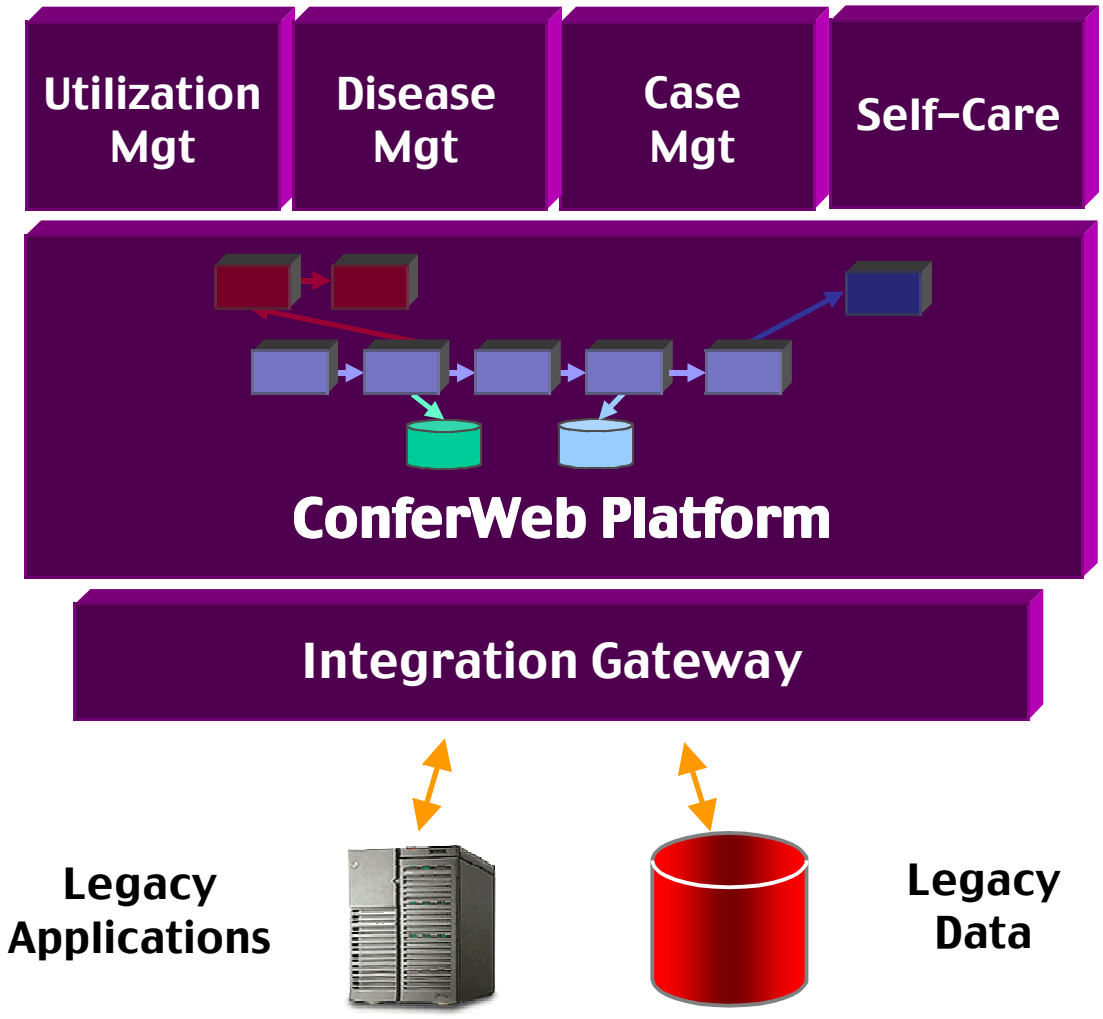
The ConferWeb System



Confer Products & Architecture



- ConferWeb™ Adaptive Applications
- ConferWeb™ Platform
- ConferWeb™ Integration Gateway

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ConferWeb Benefits

- **Reduces costs**
  - Lowers medical costs by automating disease mgmt protocols, supporting effective interventions and improving compliance
  - Lowers admin costs by eliminating rules-based manual tasks, increasing employee productivity and involving providers/consumers
- **Automates data collection and integration**
  - Simplifies data capture and integration with existing systems
  - Automates/standardizes reporting of costs and outcomes
- **Improves quality, retention & relations**
  - Engages consumers, payors and providers in care

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Sample of Key Confer Partners

- Named #1 Oracle worldwide eBusiness healthcare partner
- Implementation partner with First Consulting Group, PwC
- Microsoft Certified Solution Partner for Healthcare
- Exodus strategic hosting and business partnership
- Health Hero partnership for device-based disease mgmt
- Embeddable guidelines

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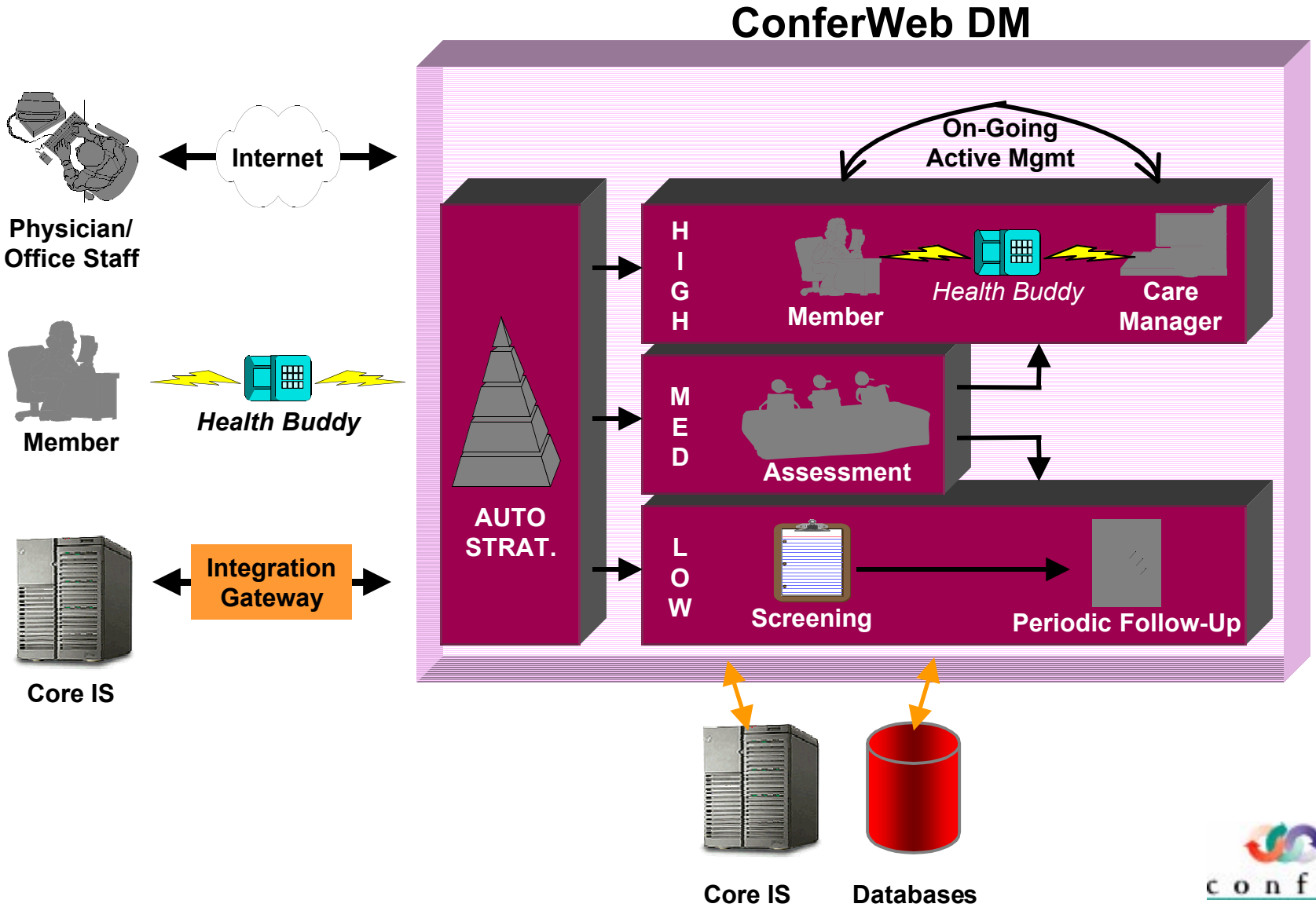
Health Hero/Confer@Work