

New York Health and PRM Analytics
Premier servicing contract

This internal contract covers the division of labor, roles, responsibilities and revenue between the NY Health and PRM practices in regards to the servicing of the Premier reseller agreement.

Revenue Sharing

Premier revenue sharing will be according to the calculations agreed to and documented in the accompanying Excel workbook.

Client Contact

PRM and NY Health will both maintain appropriate channels of communication with Premier. NY Health will be the primary contact for any of Premier's clients. PRM will be the primary contact with Premier's data and integration teams.

Implementation

Medicare ACO Clients (i.e. CCLF data sources)

NY Health staff will be responsible for authoring and maintaining each client implementation. PRM staff will be available to assist as needed. PRM will charge hourly fees to NY Health for any client-specific assistance.

PRM will be responsible for maintaining the existing CCLF implementation library.

Non-Medicare ACO Clients (i.e. non-CCLF data sources)

PRM staff will be responsible for authoring and maintaining each client implementation.

Production

NY Health staff will be responsible for production work. This would include tracking receipt of data, execution of pipelines, and final deliverable peer reviews. PRM staff will be available to assist as needed. PRM will charge hourly fees to NY Health for any client-specific assistance.

PRM will make available any production-related enhancements developed to NY Health. PRM will consider NY Health production feature requests, but PRM will be responsible for prioritizing these feature requests. NY Health may offer to pay PRM's hourly development costs to get a feature implemented sooner than PRM would otherwise do so.

Development

Each practice will be responsible for the development work supporting any intellectual property (IP) owned by that practice. NY Health is the IP owner for Post-Acute Care analytics and ACO Insight. PRM is the IP owner of the enhanced Premier data feed. PRM will be responsible for maintaining the already implemented, publically available IP (e.g. AHRQ-PQIs, CMS-HCCs). For the IP owned by other Milliman practices, the following development responsibilities will apply:

- PRM
 - HCG Grouper
 - Waste Calculator
- NY Health
 - HCG Benchmarks
 - DRG Benchmarks
 - CCHGs

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PRM and NY Health will be responsible for any license fees for any IP they have development responsibility over, except for those explicitly called out in the revenue share calculations (i.e. Waste Calculator and CCHGs). PRM will charge hourly fees to NY Health for any development assistance related to NY Health assigned IP above.

Compute and Storage Infrastructure

PRM will be responsible for supplying the compute and storage infrastructure required to service the Premier contract. PRM staff will be responsible for all configuration, maintenance and troubleshooting.

Report Hosting

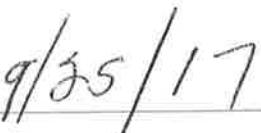
This contract does not cover any aspect of report hosting. Each practice will be responsible for any report hosting costs incurred as part of the Premier contract for their IP.

Hourly Rates

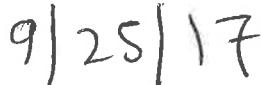
For the remainder of CY2017, PRM staff will charge \$100 per hour for any assistance with implementation, production and development as outlined above. In January of 2018 the rate will raise to \$200 and then raise 3% every January thereafter.

I acknowledge the receipt of this contract and agree with the scope and terms.


Signature


Date


Signature


Date

	Totals	Revenue Split Percentages			New York	PRM	Royalties	New York	PRM	Royalties
One-Time Fees:										
Implementation (CCLF)	\$5,000	50%	50%	0%				\$2,500	\$2,500	\$0
Implementation (non-CCLF)	\$0	10%	90%	0%				\$0	\$0	\$0
Annual Base Data Fees (with implicit forces):										
Base Processing Fee	\$18,000	40%	60%	0%				\$7,200	\$10,800	\$0
Datamart Fee	\$8,100	20%	80%	0%				\$1,620	\$6,480	\$0
HCC Risk Scores	\$1,200	10%	90%	0%				\$120	\$1,080	\$0
HCG Benchmarks	\$4,800	45%	45%	10%				\$2,160	\$2,160	\$480
PAC/Grouping/Benchmarks	\$2,400	90%	10%	0%				\$2,160	\$240	\$0
Key Claims Metrics	\$2,400	10%	90%	0%				\$240	\$2,160	\$0
Waste Calculator	\$0	10%	10%	80%				\$0	\$0	\$0
CCHGs	\$0	10%	10%	80%				\$0	\$0	\$0
PRM Oppourtunity Prospective Scores	\$0	10%	90%	0%				\$0	\$0	\$0
PRM Conditions to Consider	\$0	10%	90%	0%				\$0	\$0	\$0
PRM Medicare ACO Analytics (CCLF Only)	\$0	10%	90%	0%				\$0	\$0	\$0
PRM Increase on PMPM Add-on fees:								10%		
Annual PMPM Add-on Data Fees (with implicit forces):										
Base Processing Fee	\$0	30%	70%	0%				\$0	\$0	\$0
Datamart Fee	\$0	10%	90%	0%				\$0	\$0	\$0
HCC Risk Scores	\$0	0%	100%	0%				\$0	\$0	\$0
HCG Benchmarks	\$0	37%	55%	8%				\$0	\$0	\$0
PAC/Grouping/Benchmarks	\$0	80%	20%	0%				\$0	\$0	\$0
Key Claims Metrics	\$0	0%	100%	0%				\$0	\$0	\$0
Waste Calculator	\$0	9%	20%	71%				\$0	\$0	\$0
CCHGs	\$0	9%	20%	71%				\$0	\$0	\$0
PRM Oppourtunity Prospective Scores	\$0	0%	100%	0%				\$0	\$0	\$0
PRM Conditions to Consider	\$0	0%	100%	0%				\$0	\$0	\$0
PRM Medicare ACO Analytics (CCLF Only)	\$0	0%	100%	0%				\$0	\$0	\$0
Annual Base Product Fees (Marginal over data fees)										
ACO Insight - Basic	\$10,200	90%	10%	0%				\$9,180	\$1,020	\$0
ACO Insight - Enhanced	\$0	90%	10%	0%				\$0	\$0	\$0
PRM Care Coordinator Report	\$0	10%	90%	0%				\$0	\$0	\$0
PRM Physician Risk and Credibility Adjusted Report	\$0	10%	90%	0%				\$0	\$0	\$0
Annual PMPM Add-on Product Fees (Marginal over data fees)										
ACO Insight - Basic	\$0	80%	20%	0%				\$0	\$0	\$0
ACO Insight - Enhanced	\$0	80%	20%	0%				\$0	\$0	\$0
PRM Care Coordinator Report	\$0	0%	100%	0%				\$0	\$0	\$0
PRM Physician Risk and Credibility Adjusted Report	\$0	0%	100%	0%				\$0	\$0	\$0
Discounts										
Product Discounts	\$0	90%	10%	0%				\$0	\$0	\$0
Datafeed Discounts	\$0	48%	51%	1%				\$0	\$0	\$0
Annual Total	\$47,100							\$22,680	\$23,940	\$480
Total across entire contract duration	\$146,300							\$70,540	\$74,320	\$1,440
								48%	51%	1%