# 2023 OCHIN Epic Products and Services Price Book

# OCHIN

#### Putting You and Your Patients at the Center

You work tirelessly to provide quality, affordable health care for everyone you serve. OCHIN is here to help you meet your clinical, financial, and operational goals as a trusted health equity partner and reliable source of industry insight and innovation. Our comprehensive portfolio of integrated solutions and our human-centered approach are backed by over 20 years of practice-based research and solutions expertise to help you expand patient access and improve outcomes—while fostering efficiencies that alleviate clinician burden and streamline operations and care delivery.

#### **Supporting Your Communities**

As an OCHIN member, you're part of a thriving, learning, expanding collaborative dedicated to addressing your community's needs. As a recognized leader in equitable health care innovation, OCHIN supports more than 22,000 providers reaching over six million patients across 45 states. We'll work with you to tailor your options in a way that meets the unique needs of your patients, your organization, and your diverse community— connecting everyone to a more robust and dependable circle of care. Our enduring mission is equipping you with peace of mind, confidence, renewed focus, and a representative voice that puts you at the center of sustainable health care transformation. **Welcome to OCHIN**.

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#### **OCHIN Ambulatory Hosted Epic**

#### Technology

- Epic Practice Management:
- Cadence Scheduling
- Resolute Professional Billing
- Prelude Registration
- EpicCare Electronic Medical Record
  Visit Navigators: OB/GYN, Primary and
- Specialty BH, HIV, Ophthalmology/Optometry
- OCHINLink electronic access for care coordination, planning, chart review
- Wisdom Electronic Dental Record
- MyChart Patient Portal
- Willow Outpatient Pharmacy Module
- Compass Rose Care Coordination and Management Program
- COVID-19 Mobile Testing App
- COVID-19 Mobile Vaccination App
- eSignature Pads
- Patient Messaging and Texting
- Secure Chat Instant Messaging
- Scanned Material Storage
- Advanced Scheduling centralized call center scheduling across your organization; slot utilization reporting

#### Managed Infrastructure

- Managed Data Center Infrastructure
- Product Upgrades and Ongoing Enhancements
- Disaster Recovery and Auditing
- Encryption and Transmission
- Incident Protection and Detection
- Infrastructure management
- Epic License and Maintenance Fees

#### Support

- Member Care Team/Customer Care Manager
- Help Desk/Tier one break-fix support
- Workgroup participation
- Monthly Operations meeting
- OCHIN Newsletter
- Access to knowledge base (workflows, best practices, guidebooks)
- Access to online Learning Management System (LMS) training
- Invitation to annual conference
- Invitation to Progressive Leaders Workshop Webinar series
- Third-Party Technology Partner negotiation for services and addons
- OCHIN Epic Price Maintenance **Product/Service** \$2.75/Visit \$2.66/Visit **Practice Management** \$4/Visit \$1.88/Visit EpicCare EMR \$4/Visit Wisdom EDR \$1.88/Visit \$1.06/Script Cost per Script Willow Outpatient \$0.06/Claim **Pharmacy Module** 0-12k = \$3 RelayHealth License Buy-Up: 12,001-25k = \$2.75 **Claims Adjudication** \$1 per 25.001-100k = 2.50 (Required for Willow) dispensed 100,001-150k = \$2.25 \*Minimum Implementation medication 150k+ = \$2.00 of 12K Scripts (including refills) Beginning 5/1/23 - \$5 per **Compass Rose** \$20,000 quarter per active patient enrolled **Department Build** \$2,250/Dept. -Rush Department Build \$4,500/Dept. Visit Navigators -Additional E-Signature Documents \$170/Each (3 included in Install) Haiku and Canto (Mobile applications) Additional Epic Tools: Chart Gateway, \_ Rover - Bugsy - Care Companion \$2.60/Pt/Year Beginning 5/1/23 -\$5.20/Pt/Year Members who have more than 50% of their patients on **MyChart Patient Portal** MyChart will not be charged for MyChart licenses over 50% level\* Beginning 5/1/23 -**MyChart** discount program will be discontinued

MyChart Customization (Organization -specific branding, menu items, images, and contacts)	\$15,000	\$5,000/Year
OCHINLink (EpicCare Link)	-	\$500/Month
COVID-19 Mobile Testing App	-	-
COVID-19 Mobile Vaccine App	-	-
Scanned Material Storage	-	Visit Volume: 0-20k = \$500 20-40k = \$750 40-60k = \$1,000 60-80k = \$1,500 80-100k = \$2,000 100-150k = \$2,500 150-200k = \$3,000 200-300k = \$3,500 300k+ = \$4,000
Advanced Scheduling	\$0.75/Call	\$0.25/Call

\*This calculation is done based on  $\operatorname{Epic}\nolimits's$  definition which includes any recent COVID patients

# **OCHIN Acute Care Hosted Epic**

OCHIN Epic Product/Service	Description	Price	Maintenance
EpicCare Inpatient Clinical System Including EHR, Order Entry / CPOE, Clinical Documentation, MAR, Interdisciplinary Care Plans, Clinical Pathways, Bugsy Infection Control, Clinical Case Management, Willow Inpatient Pharmacy, Inventory Supply Tracking, Rover, ICU, HIM Deficiency Tracking, ASAP Emergency Department and EpicCare for Hospital Outpatient Services. Grand Central & Prelude Registration	Each day a patient is admitted (in a bed) at midnight according to daily census	\$325/Visit	\$120/Visit

OCHIN Epic Product/Service	Description	Price	Maintenance
Including Financial Assistance & Transfer Center			
Same Day Stays (Same Day Stays, Observations, Day Surgeries) EpicCare Inpatient, Willow Inpatient, ICU, Grand Central, ASAP, HIM, Bugsy Infection Control	Admissions to an inpatient facility where the patient is assigned a bed, but not counted in Inpatient days or Skilled Nursing days	\$150/Bed Day	\$40/Bed Day
Swing Bed Days EpicCare Inpatient, Willow Inpatient, ICU, Grand Central, ASAP, HIM, Bugsy Infection Control	Each day of an Inpatient admission into a Swing Bed	\$120/Bed Day	\$30/Bed Day
Long Term Care Module EpicCare Inpatient, Willow Inpatient, ICU, Grand Central, ASAP, HIM, Bugsy Infection Control	Each day of an admissions into a Long-Term Care or Skilled Nursing Facility status	\$52.32/Bed Day	\$13.77/Bed Day
Emergency Room EpicCare Inpatient, Willow Inpatient, ICU, Grand Central, ASAP, HIM, Bugsy Infection Control	Each Emergency Room visit	\$120/Visit	\$30/Visit
Urgent Care – Hospital EpicCare Inpatient, Willow Inpatient, ICU, Grand Central, ASAP, HIM, Bugsy Infection Control	Each Urgent Care visit when the Urgent Care operates like an ER (medium to high acuity walk-in care, without scheduled appointments) under the hospital's Tax ID and bills on a UB (HB).	\$120/Visit	\$30/Visit
Dorothy and Comfort	Each Home Health and/or Hospice day	\$27.34/Day	\$24.95/Day
Beacon	Each Oncology Infusion and/or Oncologist visit	\$194.60/License	\$35.60/License
Hospital-Based Outpatient	Each Outpatient visit that is not admitted into an Inpatient Bed (Outpatient Physical Therapy, Speech Therapy, Occupational Therapy, etc.)	\$5/Visit	\$3/Visit
Stork: Labor and Delivery	Each live birth	\$474/Live Birth	\$212/Live Birth
Optime Operating Room and Anesthesiology	Each active room (Operating Room, Day Surgery Room, Procedure Room, etc.) that is	\$115,280/Room	\$2,4883/Room

OCHIN Epic Product/Service	Description	Price	Maintenance
	managed by the Optime system		
Radiant Radiology	Each ordered Radiology procedure	\$15.04/Ordered Procedure	\$7/Ordered Procedure
Beaker Labs	Each ordered test/3.65	\$2/Vial	\$1/Vial
Hospital Billing Accounts	Billing Accounts for each Inpatient, Nursery, Inpatient/Outpatient Surgery, ICU, Inpatient Swing bed, Skilled Nursing Facility/Long- Term Care admission if on a UB claim	\$38.83/Account	\$8.62/Account
Other Hospital Billing Accounts	Billing Accounts for ER, Urgent Care (hospital based), Observations and Outpatient (Same Day Stays - Day Surgery plus Outpatient Radiology/Lab/Therapy) claims billed on a UB	\$38.83/Account	\$8.62/Account
Epic Access Licenses - Cache/Citrix Bundle:		\$1350/License Type	-
This pack fee includes Iris, Windows Client Access License, Terminal Server Client Access License and Citrix License fee. These are concurrent licenses. These licenses are the bridge connecting user workstation to OCHIN Epic Hyperspace.	License Types: • Volume Based on Bed Days • Volume Based on Outpatient Visits • Volume Based on Beaker Lab Volume • Volume Based on Emergency Room Visits		
3M (Hospital Coding- Encoder)	Includes the following: Codefinder: ICD-10 Code Lookup using a logic tree Coding Reference: References Module embedded in CRS to assist coders with information on the spot. Includes: AHA Coding Clinic, AMA CPT Assistant, Drug References and Anatomy guides Coding Reference Advantage: References Module embedded in CRS to assist coders with information on the spot. Includes: Coders Desk Reference for ICD-10 Diagnosis and Procedures, HCPCS Level II, and	\$12,438	\$1,500

OCHIN Epic Product/Service	Description	Price	Maintenance
	Cardiovascular References <b>Connections Software Basic</b> : Interface between 3M and the EMR eliminating double entry. Allows systems to communicate <b>HCPCS/CPTfinder</b> : Provides the 5 digit HCPCS/CPT code <b>Medical Necessities for APC</b> : Checks medical necessities compliance at the point of coding. Great ROI tool for denials <b>C&amp;RS 1&amp;T</b> : Installation and Training		
American Society of Anesthesiologists: CPT-ADA Crosswalks		\$1,375/Per Provider	\$25/Per Provider
OCHINLink	Optional Functionality - This allows for non-Epic hospitals and clinic providers to have read only access to your patient records. No limit to number of hospitals or clinics for connection.	-	\$600/Month
MyChart Patient Portal	Patient portal with organization -specific branding, menu items, images, and contacts	\$15,000/Member	\$5,000/Member
MyChart Bedside	Portal to allow patient/clinician engagement while admitted to the hospital	-	\$5.25/Annual License
MyChart Active Patient	Fee per active MyChart account	-	\$2.60/Patient/Annual License

## **Required Ambulatory Licenses**

License	Description	License Fee	Annual Maintenance
Cache License Pack	Includes Cache, Windows Client Access, Terminal Server Client Access, Citrix Licenses. These are concurrent licenses; when you add EMR, you only have to buy an incremental number of additional licenses	\$1,350	-
OnBase Concurrent Viewing	View scanned documents in Epic	\$462	\$83

Some third-party licenses are required for certain Epic functionality.

License	Description	License Fee	Annual Maintenance
Clarity Designer	Access to OCHIN library of reports or create custom reports	\$805	\$264
Clarity Scheduler	Access to OCHIN library of reports	\$575	\$156
Javelin	A connection method used to query directly against the Clarity database to create/run ad hoc queries or browse tables to determine where desired data might be stored	-	-
OnBase Front Desk Scanning	Scan ID cards, Insurance Cards, Consents, etc. One license needed per workstation using this function	\$1,500	\$300
OnBase Indexing	"Indexing Only" station license One license needed per scanner used	\$711	\$75
OnBase Scanning	High Capacity Scanning station licenses (Hyland's Workstation Client and Disconnect Scan Client); Kofax NOT included One needed per scanner used	\$2,440	\$249
Medication File Maintenance	FirstDataBank medication file fee	\$160/ Provider/Year	-

Note: Prices may be subject to change when vendors and Preferred Technology Partners change their pricing.

## **Required Acute Care Licenses**

Some third-party licenses are required for certain Epic functionality.

License	Description	License Fee	Annual Maintenance
Cache License Pack	Includes Cache, Windows Client Access, Terminal Server Client Access, Citrix Licenses. These are concurrent licenses; when you add EMR, you only have to buy an incremental number of additional licenses	\$1,350	-
OnBase Concurrent Viewing	View scanned documents in Epic	\$462/License	\$83/License
	Standard OCHIN Formula: 25 bed hospital: 4 total licenses 26-50 bed: 8 total licenses 50-75 bed: 12 total licenses 75-100 bed: 16 total licenses		
OnBase Front Desk Scanning	Scan ID cards, Insurance Cards, Consents, etc. One license needed per workstation using this function	\$1,500	\$300
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Medication File Maintenance	First DataBank medication file fee	\$160/ Provider/Year	-

Note: Prices may be subject to change when our vendors and Preferred Technology Partners change their pricing.

#### **Claims Ingestion Services**

Effective January 1, 2021, claims ingestion fees take effect for all members, on a tiered basis based on the member's visit volume as described below. All members are subject to this fee, with no opt-out, once we start receiving claims data on the member's behalf. This service entitles members to unlimited claims ingestion from any number of feeds.

Member Size	Annual Claims Subscription Fee
0-49K annual visits	\$3,000
50K – 150K annual visits	\$4,000
>150K visits	\$5,000

## **Ambulatory Interfaces**

OCHIN provides a number of interfaces to support communication between systems.

Interface	Description	Development	Annual Maintenance
ADT - In/Out Complex	Patient Registration ADT (in or outbound complex)	\$125/Hour	40% of Total Development Cost (\$1,428 min)
ADT - Out No Transformation	Patient Registration ADT (outbound no transformations)	\$3,600	\$1,428
CCD	CCD exchange uses Care Elsewhere functionality that is charged on an annual subscription basis	· 33.120	
CERM	Care Everywhere Referral Management (closed loop)	No charge	No charge
Dentrix Bundle - ADT/DFT/SIU	Dentrix combo ADT/DFT/SIU	\$3,600	\$3,098
Immunization Registration (Current State)	Immunization VXU/VXQ - bidirectional (Immunization Registry in your current state)	\$1,200	\$1,428

Interface	Description	Development	Annual Maintenance
Immunization Registration (New State)	Immunization VXU/VXQ - bidirectional (Immunization Registry a new state)	\$1,200	\$1,428
Immunization Registration (Oregon)	Immunization VXU/VXQ - bidirectional (Immunization Registry in Oregon)	\$1,200	\$1,428
ORM and ORU - Existing Lab (LabCorp, Quest)	Bidirectional lab order and result ORM and ORU (LabCorp, Quest)	\$8,000	\$3,360
Existing Interface	Existing Interface – Lab, Radiology, Third-Party	\$18,000	\$7,200
New Interface	New Interface – Lab, Radiology, Third-Party	\$25,000	\$8,000
ORU - In/Out (Unsolicited)	Lab Results ORLL - inbound or outbound		40% of Total Development Cost (\$1,428 min)
State PHL	Interface with State Public Health Lab	\$125/Hour	\$1,428
Prescription Drug Monitoring (PDMP)	See Third-Party Integration: Bamboo Health PDMP	, .	
SIU - Out Complex Appointment Scheduling SIU - outbound comp		\$125/Hour	40% of Total Development Cost (\$1,428 min)
SIU - Out No Transformation	Appointment Scheduling SIU - outbound no \$3,600 transformations		\$1,428
Transcription and Medical Documents MDM - In (Unsolicited)	scription and Medical uments MDM - In MDM (unsolicited)		\$1,428

## **Acute Care Interfaces**

Interface	Description	Development	Annual Maintenance
АНТ	Long-Term Care Solutions	\$8,000	\$3,200
Butterfly	Ultrasound Interface	\$8,000	\$3,200
Мауо	Reference Lab	\$8,000	\$3,360
MUSE	ECG Database Management	\$8,000	\$3,200
ОВІХ	Fetal monitoring	\$30,000 + Vendor Costs to be scoped	\$30,000 + Vendor Costs to be scoped
Nuance PowerShare	Image sharing functionality between entities in a cloud-based network	\$26,000	\$62,000/year + \$2.50 /Report
Nuance PowerScribe	Cloud-based voice-driven virtual assistant	\$32,000	\$55,000/year +

Interface	Description	Development	Annual Maintenance
			\$1.05 /Report
Dhilling	PACS	\$8,000	\$3,200
Phillips	Vitals	\$8,000	\$3,200
Рухіз	Medication Dispensing Solution- for both orders and results)	\$8,000	\$3,200

## **Imaging and Lab Solutions**

Interface	e Description Development			
	Specialized transfusion management system.	Standard Cost:	Standard Cost:	
SafeTrace (Blood Bank)		\$49,713	\$21,143/year	
	Additional Costs to be scoped: Data Conversion - \$50,000 (optional)	*subject to vendor scoping	*subject to vendor scoping	
Sectra PACS	Imaging Solution	\$55,375	\$4.86/image	
Data Innovations	Lab Instrument Middleware <u>Additional Devices</u> - Implementation: \$8,700/Device - Maintenance: \$1,625/Device	\$87,031/8 Devices	\$16,256/8 Devices	
	Training Class	\$2,500/seat	N/A	
Telcor	Point of Care Middleware <u>Additional Devices</u> - Implementation: \$500/Device + vendor cost - Maintenance: vendor cost	\$9,844	\$6,000	
Cours Collect	Income Desision Conservation	Per Exam: \$7,375	\$0.38/exam	
CareSelect	Image Decision Support	Subscription: \$7,625	\$7,325/year	

## Third-Party Add-On Integration with Technology Partners

The products and services below are available to add onto OCHIN Epic member contracts:

Add-On	Description	Setup and Configuration	Maintenance
AMN Healthcare Language Services	Interpreter Services for Telehealth, video, and audio	-	Spoken Interpreter Service: \$1.26/Min Sign Language Interpretation: \$2.12/Min

Add-On	Description	Setup and Configuration	Maintenance
			Deaf Services: \$5.50/Min
Antony	Dentel imperies colutions	\$2,500	\$500/Year
Apteryx	Dental imaging solutions	\$0 for members using MiPACS	\$500/Tear
AristaMD	eConsult Services	-	-
	Simple, real-time text messaging between clinic schedulers and patients to automate and personalize patient communications	\$9,500	\$0.11/Reminder only \$0.32/Visit unlimited w/ texting
Artera (formerly WELL)	Artera Community Outreach	\$3,500	\$0.11/Message
	Artera Community Outreach Add-On Messages (Additional to original scope)	-	\$0.16 Message
	Artera Analytics Plus	-	\$65/User/Month
Bamboo Health PDMP	Gateway only (funded state): \$0 annual fee (non-funded state): \$48/provider annual fee (cost pass through via quarterly invoice from Bamboo Health) NarxCare Upgrade (funded state): \$0 annual fee (non-funded state): \$67/provider annual fee (cost pass through via quarterly invoice from Bamboo Health)	-	\$1,860/Year
	Gateway and NarxCare (funded state): \$0 annual fee (non-funded state): \$115 (48+67) per provider annual fee (cost pass through via quarterly invoice from Bamboo Health)		
CareMessage	Population outreach text and voice messaging	\$15,000	Interface: \$14,000/Year + CM Pass-Through Based on Patient Volume + Max Patient Cost/Year 5,000 \$6,000 10,000 \$11,400 15,000 \$16,200 20,000 \$20,400 30,000 \$28,800 40,000 \$36,000 50,000 \$42,000 60,000 \$42,000 60,000 \$46,800 70,000 \$52,500 80,000 \$57,600 90,000 \$66,000 125,000 \$78,750 150,000 \$90,000 175,000 \$99,750

Add-On	Description	Setup and Configuration	Maintenance
			200,000 \$108,000
Dentrix	Dental imaging solutions		\$500/Year
Digital Diagnostics IDx-DR	Autonomous AI diabetic retinopathy and macular edema detection system	\$8,000 + \$1,200/Location	\$3,200/Year + \$12,000/Location/Yr
DISC SmartFiler	Automated indexing solution	\$12,000	\$0.19/Page + \$0.03/Page- For Non-Barcoded Document Separation via RightFax Workflow + \$0.045/Page for 4-hour turnaround +\$0.045/Page for Order and Encounter Matching +\$0.03/Page for Advanced Provider Matching from Document
Doximity Dialer	Telehealth Connector	\$500	\$2,400/Year
ePDMP (Wisconsin)	Prescription Drug Monitoring (PDMP)	-	\$1,860/year
Exact Sciences Cologuard	Colorectal screening ORU/ORM interface	\$3,600	\$1,360/Year
Exact Sciences cologuard	Acute Colorectal screening ORU/ORM interface	\$8,000	\$3,200
FDB- Federal Drug Database	MedKnowledge	\$4,941	\$8,010 /25 Beds/Year
	Per Medicare Certified Bed	-	\$9,461/25 Beds/Year
Findhelp (formerly Aunt Bertha)	Integrated Social Service Resource Locator	\$15,000	\$500/Month
Hillrom	Initial Setup and Configuration	\$2,750	\$1,200/Year
(formerly Welch Allyn)	Hillrom VITALS	\$13,438	\$750/Year
IBM	Merative Medication Reference Solution	\$1,500/Bed/ Year	\$104/Per staff bed per year
Imprivata Electronic Prescribing of Controlled Substances (EPCS)	RequiredCID Setup: \$236.91Hands-free Authentication (ICC): \$10.89/Month- 36-Month subscriptionHands-free Authentication (Epic): \$7.72/Month- 12-Month SubscriptionAnnual DigiCert License for ID Proofing for EPCS:\$3.39/MonthOptional	\$25/ Provider	-

Add-On	Description	Setup and Configuration	Maintenance
	Fingerprint Reader FIPS/EPCS: \$160.55 USB Reader Bluetooth: \$168.30 OneSpan Premium V License: \$0.73/User/Month DigiPass Go7 Series Token: \$64.35 OneSign and CID EPCS Remote Training Bundle: \$5,148	Ambulatory	
Imprivata OneSign Single Sign-On	Required Software (36-month subscription)Single Sign-On and Authentication:\$5.21/User/MonthG4 Virtual Appliance Subscription: \$95/MonthOptional Software (36-month subscription)Confirm ID for Remote Access: \$1.69/monthSelf-Service Password Reset License:\$0.66/User/MonthVirtual Desktop Access License: \$1.08/User/MonthFingerprint Biometric Identification License:\$0.68/User/MonthMobile Device Access Support License:\$8.10/User/MonthOptional HardwareIMP-80 Reader: \$189.09IMP-NV75 Reader: \$100.98IMP-NV75 Reader: \$107.91IMP-60 Reader: \$144.54TrainingImprivata Education Subscription: \$7,128	Ambulatory <u>Small Org.</u> < 50K annual visits \$12,000 <u>Medium Org.</u> < 100K annual visits \$17,000 <u>Large Org.</u> < 200K annual visits \$22,000 <u>Extra Large Org.</u> ≥ 200K annual visits \$27,000 <u>Acute Care</u> Existing SSO Client: \$12,000 New SSO Client: \$20,000	Cost pass through for software/hardware. Scoping needed
Kromoc	InPatient Discharge/Check Out	\$15,500	\$14,100
Krames	InPatient Content Linking	Included	Included with Krames
LogiCoy	/ Prescription Drug Monitoring (PDMP)		\$1,200/Year + \$240/Single Provider + \$900/Up to 5 Providers + \$1,200/Up to 10 Providers + \$1,500/Up to 15 Providers + \$2,000/Up to 30 Providers + \$3,000/Up to 50 Providers + \$6,000/Up to 100 Providers

Add-On	Description	Setup and Configuration	Maintenance
MediQuant	Data archiving solution	TBD as quoted	TBD as quoted
		-	RN: \$84.98/Hr +5% Non-OCHIN Members
	Medical Staff Augmentation Services- Base	-	LPN/LVN: \$58.86/Hr +5% Non-OCHIN Members
Medix		-	MA. \$39.18/Hr +5% Non-OCHIN Members
	Medical Staff Augmentation Services- Premium Premium required in the following states: California, Connecticut, Hawaii, Maryland, Massachusetts, New Jersey, New York, Oregon, Rhode Island, Washington	-	RN: \$92.24/Hr +5% Non-OCHIN Members
		-	LPN/LVN; \$63.88/Hr +5% Non-OCHIN Members
		-	MA: \$ 45.40/Hr +5% Non-OCHIN Members
Midmark Devices	Integrated EKG, spirometer, and VITALS	\$2,750	\$1,200/Year
Natera	OB Lab	\$5,000	\$2,000
Nuance Dragon Medical One (DMO)	Voice recognition/mobile dictation solution Setup includes training for all licensed providers. <u>Additional Training</u> Provider: \$300/4 attendees, \$50 per additional attendee EHR Support Analyst NMC Training: \$150/2 attendees, \$50 per additional attendee	\$5,000	\$105 Provider/Month
	DAX: Ambulant clinical intelligence solution (add-on to Dragon license)		\$1,400 Provider/Month
	PowerMic	-	\$199 each 3-ft & 9-ft cord

Add-On	On Description		Maintenance
OmniCell IVR	Interactive voice response for medication management for Willow	\$6,500	\$1,200/Year
Paylocity	HRIS Solution         Add-ons         Compensation - \$12.00/employee/year         Performance - \$21.00/employee/year         Expense - \$12.00/employee/year         Surveys - \$9.00/employee/year         Learning Management - \$12.00/employee/year         Optional Services         Historical Check Detail: \$1,800/Active Employee	\$70,615	\$299/Active Employee Year
RightFax	Enterprise faxing and document distribution	\$10,000	\$0.045/Page Except AK: (\$0.16/Pg) Additional fax line after Go-Live: \$500 per line
Rubicon	eConsult Services	-	Interface \$75/Month + <u>End-User</u> - <u>Cost/Month</u> 10-25\$220 26-50\$200 51-100\$180 100+\$160
ScribeAmerica	TeleScribe	\$500	Cost pass through: Live Scribe: \$22/hour (32 hour/week commitment)
ScribeAmerica	Speke	\$500	Subscription: \$500/provider/month + \$8/Completed Encounter
Sphere Credit Card Integration			\$0.20/Transaction + Cost pass through for hardware
Tableau licenses		-	\$750/User/Year
TriNet Medical SRX	Inventory Management	\$7,000	\$3,720/year. Plus cost pass through

Add-On	ld-On Description		Setup and Configuration	Maintenance	
					for licenses and hardware. Scoping needed
TriZetto (Ambulatory)	Claims Clearinghouse - Included in your OCHIN contract, streamlines patient eligibility verification, claims processing, and payment			\$25 at Install or \$50 after Install +15% OCHIN admin fee	\$19/Month TriZetto fee + 15% OCHIN administrative fee
	Claims Cleari	ng House- Set Up (	one-time fee)	\$969	\$19/Month TriZetto fee + 15% OCHIN administrative fee
TriZetto (Acute)	Clearing Hou	se Admission Notif	ication	\$17,438	\$0.15 + 15% OCHIN Fee = \$0.17/ transaction
			Straight Lease	-	\$860/Month
	AccuVax vaccine refrigeration and storage system unit		Unit Purchase and Lease	\$27,608	\$516/Month
			Prepaid 5-Year Lease	\$49,020	-
			Purchase with 5- Year Agreement	\$57,020	\$1,000/Month
			Straight Lease	-	\$320/Month
		Temperature Monitoring	Unit Purchase and Lease	\$3,648	\$256/Month
TruMed AccuVax & AccuShelf	AccuShelf	тм	Prepaid 5-Year Lease	\$18,240	-
	inventory		Straight Lease	-	\$235/Month
Contact OCHIN Business Development for additional	control system	Medication and Material	Unit Purchase and Lease	\$2,679	\$188/Month
AccuVax products and services		Management (MM)	Prepaid 5-Year Lease	\$13,395	-
			Software License (only)	\$12,540	\$220/Month
	Optional Ser	vices and Hardware			
	Automatic Reordering - \$1,995 or \$35/unit/month EDI (from TruMed to Member System) - \$15,000 or \$25/unit/month				
	integration - 340B Applica Internal Lithi	ng door and tempe \$1,425 or \$25/unit tion - \$2,850 or \$5 um Battery Upgrad 5/unit/month	/month 0/unit/month		

	External Lithium Battery Upgrade (12 to 24 hrs) - \$11,400 or \$200/unit/month CentralWarehouse Hub (requires CentralWarehouse Unit) - \$8,550 or \$150/unit/month CentralWarehouse Unit - \$1,311 or \$23/unit/month LTE for MM - \$2,280 or \$40/unit/month Additional DDL - \$1,995 or \$35/unit/month AccuShelf Cart - \$5,700 or \$100/unit/month		
	<u>Optional Hardware</u> POSx Terminal - \$1,095 Handheld Zebra Scanner - \$375 Digital Data Logger - \$145 Fingerprint Scanner - \$120		
	Integration price per unit	-	\$100/Unit/Month 60-month commitment or \$5,700
	Interface price	\$5,500	\$2,200/Year
Unite Us	Integrated Social Service Resource Locator	\$15,000	Unite Us Subscription: \$8,000/Year OCHIN Maintenance: \$1,000/Year
Zoom	Zoom video conferencing solution	\$2,000	\$0.01/Minute Call Out Functionality: \$0.03/Min/Particip ant
Custom Scoping	Custom scoping is available if a member is interested in a third-party tool or solution for which OCHIN has a known solution, but they are seeking another option. If requested, the Member will be charged for related custom scoping and any related implementation at a rate of \$150/Hr.	\$150/Hr	

Note: Prices may be subject to change when our vendors and Preferred Technology Partners change their pricing

#### Welcome Tablets

Welcome Tablet Setup Includes:

- Patient Registration, Check-In, check-out
- AUDIT, DAST, CRAFT, SBIRT, PHQ-9, and MSPQ Questionnaires
- Up to 15 hours custom questionnaire build time
- MyChart sign up prompt
- Allergy verification
- Medication verification
- Ambulatory: three (3) consents
- Acute: Ten (10) consents
- Two (2) hours of training

Ambulatory	Implementation	Maintenance
Welcome Tablet Setup	\$4,500	\$800
Additional Tablet Training	\$125/Hr <sup>(1)</sup>	
Consent Forms	\$300/Each	
Acute	Implementation	Maintenance
Welcome Tablet Setup	\$4,500	\$800
Additional Tablet Training	\$125/Hr <sup>(1)</sup>	
Consent Forms	\$170/Each	

#### **OCHIN+ Learning and Workforce Development**

OCHIN offers a continuum of learning opportunities to help members use our products, improve efficiency, and close knowledge gaps to meet your organization's evolving needs.

	Description	Price
	Role-specific end user and Super User virtual training courses covering recommended workflows and functionality in key domains, including practice management, clinical, billing, and reporting.	
<ul><li>Epic Training</li><li>Open Cohort</li><li>Closed Cohort</li></ul>	<b>Open Cohort</b> trainings are pre-scheduled and available to the Collaborative; multiple members may attend one course section. Offerings subject to OCHIN's course schedule.	\$200/Person/8-Hr Day
	<b>Closed Cohort</b> trainings will be coordinated with you directly and attended only by your organization's staff. Minimum of five participants in a Closed Cohort training.	
	A series of courses for report designers to exploring Epic's database structure and tables to prepare them to write custom reports for their organization. Content is provided in an On Demand course plus a review workshop session with a trainer. Participants must have a Clarity Designer License to attend.	
Clarity Training	<ul> <li>Database Concepts (On Demand course) – free</li> <li>Clarity General Tables - \$150/attendee</li> <li>Clarity Clinical Tables - \$250/attendee</li> <li>Clarity Financial Tables - \$200/attendee</li> <li>Clarity Wisdom Tables - \$150/attendee*</li> </ul>	Varies by course
	* Clarity Wisdom Tables is available to members using Wisdom.	

	Description	Price
Epic Proficiency Training	Member staff can obtain an Epic Self-Study Proficiency by attending training courses facilitated by OCHIN. Proficiencies offered include Prelude and Cadence, EpicCare Ambulatory, and Resolute Professional Billing and are subject to OCHIN's course schedule.	\$200/Person/8-Hr Day
	<i>Note:</i> Participants must meet Epic course, exam, and project requirements to obtain Self-Study Proficiency status.	
Enhanced Support	Revenue Cycle Bootcamp, Practice Operations and Quality Reporting, and EHR Trainings are currently no cost. Ad-hoc SOWs for individual	\$250/1 Day
		\$375/1.5 Days
	consults and one-on-one webinars or in-person sessions are charged	\$450/2 Day
	hourly staff rates	Ad-hoc SOWs: \$150/Hour
Billing Coaching and Consulting	Billing and Revenue Cycle workflow sessions customized to meet member needs, blending the How and Why of completing tasks in the Epic billing system using the member's live charges/claims/accounts. Can include Financial and Operational reporting and dashboards in a one-on-one or group setting.	\$150/Hr

Training	Tier 1: < 15,000 visits per year; and max training patients = 300	
Environment	Tier 2: 15,000-50,000 visits per year; and max training patients = 600	No Charge
System (TES)	Tier 3: > 50,000 visits per year; and max training patients = 600	

# **Reporting Service**

Leverage OCHIN's reporting resources and expertise for your organization's initiatives.

Reporting Service Description		Development/ Initial Fee	Annual Maintenance
	Monthly export	\$1,320	\$1,200
340b Report	Weekly export	\$1,320	\$1,440
	Daily export	\$1,320	\$2,160
Report Subscription	12-month subscription	\$110/Hour (\$90/Hour if over 15 Hours/Month)	-
Service	6-month subscription	\$115/Hour (\$95/Hour if over 15 Hours/Month)	-
	Daily extract	\$2,500	\$12,000
Clarity Replication	Weekly extract	\$1,900	\$8,460
	Monthly extract	\$1,900	\$4,800
Custom Reporting	Custom reporting	\$125/Hour	Maintenance fees may apply

Reporting Service	Description	Development/ Initial Fee	Annual Maintenance
Patient Load and Attribution	Load and attribute patient data	\$5,000	\$1,200
Two-time Clarity Database Replication	Two replications for members transitioning off OCHIN Epic	\$5,000	-
Extracts	Daily Export	\$8,800	\$3,600
	Clarity General Tables	\$150/Attendee	-
Clarity Training	Clarity Clinical Tables	\$250/Attendee	-
	Clarity Financial Tables	\$200/Attendee	-
Elevance Data Extract	Clarity extract including EMR file and Lab file	\$1,250	\$1,200

## **Data Conversion Ambulatory**

OCHIN can transfer your organization's data from your legacy system into OCHIN Epic.

Organization Size/Visit Volume	Standard Data Conversion Cost	Dental Data Conversion Cost	MANDATORYY: PAMI Data Reconciliation	Data Abstraction
Small (0–49,000 visits per year)	\$75,000	\$10,000	\$15,000	
Medium (49,000–99,999 visits)	\$150,000	\$20,000	\$15,000	\$20,000
Large (100,000–199,999 visits)	\$250,000	\$30,000	\$15,000	For 160
XL (200,000–299,999 visits)	\$400,000	\$40,000	\$15,000	Hours
XXL (≥300,000 visits per year)	\$500,000	\$50,000	\$15,000	

Additional Demographic Load: \$15,000

## **Data Conversion and Archiving Acute Care**

Service	Description	Install Price	Maintenance Price
Demographic Load		\$15,000	-
Medical Data Conversion and Automatic Reconciliation Script of Demogrpahic Load, Med, Allergies, Immies, Problem List	Hospital or other Acute Setting	\$115,000	-
Medical Data Conversion and Automatic Reconciliation Script of Demogrpahic Load, Med, Allergies, Immies, Problem List	AMB clinic when there is a different EMR than the Acute Care site	TBD	TBD

Service	Description	Install Price	Maintenance Price
	Small clinics (0-49,000 visits): \$90,000 Medium (49,000-99,999 visits): \$165,000 Large (100,000-199,999 visits): \$265,000 XL (200,000-299,999 visits): \$415,000 XXL (>/= 300,000 visits): \$515,000		
Dental Data Conversion*		TBD	-
TwoPoints*	Prescription Data Conversion	To be scoped	-
Mediquant	Data Archiving	To be scoped	To be scoped
URL Link to existing archive solution		-	-

\*Individual projects to be scoped and priced accordingly.

#### **Abstracting Services**

OCHIN can provide abstracting services if there is data that you would like OCHIN staff to assist in abstracting into the OCHIN Epic system for an hourly rate of \$125. For more information please contact Business Development.

#### **OCHIN Billing Services (OBS)**

Revenue cycle management with or without coding. Each clinic is assigned a billing manager who is responsible for tracking goals and ensuring the needs of your organization are met.

Includes:

- End-to-End Revenue Cycle Management
- Proficiency in Medicaid, Medicare, commercial, workers' comp, and no fault
- Electronic and paper claims submission
- Secondary insurance billing
- Payment posting and
   reconciliation
- Denial review and management
- Patient inquiries
- Monthly review of A/R reports and trends

	OCHIN Billing Services Pricing		
	<ul> <li>Implementation/LCT Support</li> </ul>		
New	<ul> <li>Billing Staff: \$125/Hour</li> </ul>		
Contracts	<ul> <li>Revenue Cycle Management</li> </ul>		
001111 0010	Staff Augmentation and		
	Leadership: \$150/Hour		
	• Billing Rate: 5.65% (6.5% as of 5/1/23)		
	• Coding: 0.6% (0.5% as of 5/1/23)		
New	• Capitation \$5.00 per encounter (\$6 per		
Contracts	as of 5/1/23)		
Full-	<ul> <li>New Implementation/LCT</li> </ul>		
Service	Support we can add to new		
Billing	contracts going forward.		
	<ul> <li>New to OCHIN On-Boarding</li> </ul>		
	OBS Member: \$25,000		

 Ability to take overall, or only specific parts, of the revenue cycle

	<ul> <li>Existing OCHIN Member Implementation to OBS \$12,500</li> </ul>
<200K Annual Encounters	<ul> <li>Billing Rate: 5.65% (6.5% as of 5/1/23)</li> <li>Coding: 0.6% (0.5% as of 5/1/23)</li> <li>Capitation \$5.00 per encounter (\$6 per as of 5/1/23)</li> </ul>
200-300K Annual Encounters	<ul> <li>5% of Collections (6% as of 5/1/23)</li> <li>0.5% of Coding</li> <li>\$4.75 per Capitated Encounter (\$5.50 per as of 5/1/23)</li> </ul>
>300K Annual Encounters	<ul> <li>4.5% of Collections (5.5% as of 5/1/23)</li> <li>0.5% of Coding</li> <li>\$4.50 per Capitated Encounter (\$5.50 per as of 5/1/23)</li> </ul>

## **OCHIN Broadband Network Services (OBNS)**

Solution for network connectivity—with a reliable, scalable, and robust broadband infrastructure, the path to integrated Health IT solutions is wide open.

- High-speed broadband access to medical grade networks
- 65% subsidy from the FCC for non-recurring, eligible installation costs to build and deploy connectivity within the broadband network
- 65% subsidy from the FCC for eligible monthly connectivity services
- 24x7 Network Operations Center and monitoring
- One-time fee for network router priced separate

Annual Price per Location					
% of Subsidy Fee Minimum Maximum Cap					
Clinic	15%	\$2,000	\$6,000	\$80,000	
Small Hospital (CAH/25 Beds)	20%	\$4,000	\$20,000	\$80,000	
Medium Hospitals (26-400 Beds)	20%	\$5,000	\$40,000	\$80,000	
Large Hospital (401+ Beds)	20%	\$5,000	\$40,000	\$80,000	

#### **OCHIN Risk Assessments, HIPAA Training, and Cybersecurity Assessment Services**

#### **Risk Assessment**

Includes:

- Onsite walk through
- Onsite interviews
- Identify and document potential threats and vulnerabilities to PHI
- Document review
- Assess current security measures
- Determine the likelihood of a threat occurring
- Determine potential impacts of threats

	Practice	Total Staff	Risk Assessment Typical Price Range
Level 1	Single Practice	1–24	\$5,000–\$6,000
Level 2	2 Sites	25–49	\$6,000–\$7,000
Level 3	3–4 Sites	50–99	\$8,000-\$12,000
Level 4	5+ Sites	100+	\$15,000-\$30,000

Additional EHR(s)	\$1,000/EHR (up to 5)	
Additional Locations	\$1,000–\$3,000/Location (depending on size)	

#### **HIPAA** Training

Includes:

- Interactive educational programs on privacy, security, and regulatory compliance topics
- In-person or live, recorded instructorled webinar
- Discounted follow-up webinars

HIPAA Training Pricing			
On-Site Training	\$150/hour		
One-Hour Webinar (with Recording)	\$500 each		
One-Hour Follow-Up Webinar (with Recording)	\$150 each		

#### **Cybersecurity Assessment Services**

Silver Package includes:

• Automated network vulnerability scan to identify potential weaknesses

Gold Package includes:

- Automated external IT infrastructure vulnerability test
- Manual assessment of identified weak
   points

Platinum Package includes:

- Rigorously targeted security assessment of all IT infrastructure, including:
  - o Vulnerability scan
  - External penetration test
  - o Internal penetration test
  - Full-spectrum simulated (harmless) attacks

Diamond Package includes Platinum services plus:

- Social engineering assessments
- Scenario-driven engagements
- Vulnerability re-test
- 40 hours of consultation services

Cybersecurity Assessment Packages			
Silver Vulnershility Scan Only	\$2,500		
Silver: Vulnerability Scan Only Includes 16 Hosts (i.e., URLs or IP Addresses)	Add Hosts		
	(+16): \$500		
Gold: External Test	\$8,000		
Includes 16 External Hosts	Add Hosts		
	(+16 Ext): \$1,600		
	\$20,000		
Platinum: External and Internal Test	Add Hosts		
Includes 16 External and 756 Internal Hosts	(+16 Ext): \$1,600		
	(+756 Int): \$6,000		
	\$35,000		
<b>Diamond:</b> Comprehensive Custom Program	Add Hosts		
	(+16 Ext): \$1,600		
	(+756 Int): \$6,000		
Cybersecurity Consultation Services: \$150/			
On-demand Professional Services	Minimum 20 Hours		

## **OCHIN Ambulatory Medical Billing and Coding Certification**

OCHIN's medical and billing coding certification program is 16 weeks long and at the conclusion, assuming testing is successfully completed, participant will receive both an AAPC Medical Billing certification as well as an AAPC Medical Coding certification and their first year's AAPC membership fee.

Program	Cost: Tuition and Class Materials
Medical Billing and Coding Certification (16 weeks)	\$4,000/Student (Same for OCHIN Members and Non-OCHIN Members)
Either Program (8 weeks)	\$2,500/Student (Same for OCHIN Members and Non-OCHIN Members)

#### **OCHIN Professional Services**

Additional services are billed on time and materials via a statement of work (SOW), including:

- Custom workflows and reporting
- Interfaces to external systems (i.e., labs, devices, outside registries, radiology, etc.)
- Compliance consultation

OCHIN Staff Rates	Description	Hosted Member Rate	Non-Hosted Member Rate
Acute Care Go Live Support	<ul> <li>workflow engineer assigned to attend your go-live</li> <li>- 5k per go-live week</li> </ul>	\$5,000	
Analysts/Trainers/Billers	<ul> <li>Billing/Coding Support Services (OBS)</li> <li>Billing Training</li> <li>Billing Staff Augmentation</li> <li>Level 1 and Level 2 EHR/EPM Analysts</li> <li>EHR/EPM Training</li> <li>EHR Support Analyst Augmentation</li> </ul>	\$125/Hour	\$150/Hour
Developers/Workflow Engineers	<ul> <li>Epic Developer</li> <li>Epic Implementation Consultant</li> <li>Interface Analyst</li> <li>Cache Developer</li> <li>Web Developer</li> <li>Manager</li> <li>Report Writer</li> <li>Workflow Engineer</li> <li>Quality Improvement</li> </ul>	\$125/Hour	\$150/Hour
Project Manager/ Specialized Staff	<ul> <li>Project Manager</li> <li>Master Trainer</li> <li>Practice Facilitator</li> <li>Compliance Specialist</li> <li>Network Technician</li> <li>Data Abstraction</li> </ul>	\$125/Hour	\$150/Hour
Project Manager Augmentation	Augmented Project Management Services	\$15,000/Month	N/A

OCHIN Staff Rates	Description	Hosted Member Rate	Non-Hosted Member Rate
Professional Staff	<ul> <li>Revenue Cycle/Billing Management Coding</li> <li>Security Risk Assessment and Penetration Testing</li> <li>IT and Network Engineering</li> </ul>	\$150/Hour	\$175/Hour
Executive Professional	<ul> <li>Executive Augmentation Service</li> <li>Network Architecture</li> <li>Legal Advice</li> </ul>	\$200/Hour	\$225/Hour

\*25% hourly rate discount for full-time, month-long engagements. Excluding OBS as of 5/1/23

#### **OCHIN Credentialing Services**

#### **Provider Enrollment**

Includes:

- Plan Credentialing/Recredentialing
- Medicare/Medicaid Enrollment and Revalidation
- NPI/CAQH Registration and Updating
- Provider Maintenance Services for Client's Active Health Care Providers:
  - Sanctions Monitoring: Continuous monitoring and immediate notification to the client about adverse actions that may impact a provider's ability to render patient care.
  - Expirables Maintenance: Ongoing tracking and updating of expiring provider credentials (license, malpractice insurance, DEA, board certification, health status and PPD, as applicable).

#### **Medical Staff Credentialing Verification**

In accordance with the client's specific regulatory requirements, OCHIN will manage the application process, collect credentials information, perform primary source verification, and prepare credentialing packets.

Medical staff includes: Licensed Independent Practitioner (LIP), Other Licensed or Certified Practitioner (OLCP), and/or Other Clinical Staff (OCS). Pricing depends on practitioner type.

Tier 1 Includes:

- Online Portal Access
- Application and Attestation Content

Provider Enrollment Pricing				
Service	Unit Cost Unit Cost Unit Cost			
	OBS	Non-OBS	Non-OCHIN	
Provider	\$1,000/	\$1,100/	\$1,200/	
Enrollment	Provider	Provider	Provider	
Annual	\$1,100 as	\$1,210 as	\$1,320 as of 5/1/23	
Maintenance	of 5/1/23	of 5/1/23		
(Up to 100)				
Provider	\$800/	\$900/	\$1,000/	
Enrollment	Provider	Provider	Provider	
Annual	\$880 as	\$990 as of	\$1,100 as of 5/1/23	
Maintenance	of 5/1/23	5/1/23		
(100+)				

\*10% increase as of 5/1/23

Medical Staff Credentialing Verification Pricing			
Service Level	Unit Cost		
Initial Credentialing – Tier 1 (LIP)	\$85/Packet		
	\$93.50/Packet as of 5/1/23		
Initial Credentialing – Tiers 1 and 2 (LIP)	\$105/Packet		
	\$115.50/Packet as of 5/1/23		
Initial Credentialling – Tier 1 (OLCP and OCS)	\$60/Packet		
	\$66.00/Packet as of 5/1/23		
Initial Credentialling – Tiers 1 & 2 (OLCP and	\$80/Packet		
OCS)	\$88.00/Packet as of 5/1/23		

- Primary/Secondary Source Verification: Provider Credentials, Education and Training
- Malpractice and Sanctions History
- Collection of Privileging Forms and CME Certificates
- NPDB Query
- Credentialing Cycle Management

Tier 2 Includes:

- Collection of Health Status (Fitness for Duty, Immunization, and Vaccination Records)
- Peer References

Recredentialing – Tier 1 (LIP)	\$65/Packet
	\$71.50/Packet as
	of 5/1/23
Recredentialling – Tiers 1 and 2 (LIP)	\$85/Packet
	\$93.50/Packet as
	of 5/1/23
Recredentialling – Tier 1 (OLCP & OCS)	\$50/Packet
	\$55.00/Packet as
	of 5/1/23
Recredentialling – Tiers 1 and 2 (OLCP & OCS)	\$70/Packet
	\$77.00/Packet as
	of 5/1/23
Expedited (Fast-Track) Credentialing	\$20/Packet
	\$22.00/Packet as
	of 5/1/23
Credentialing Cancellation	\$15/Packet
	\$16.50/Packet as
	of 5/1/23
Ongoing Maintenance Services	\$5/Provider/
	Month
	\$5.50/Provider/
	Month as of
	5/1/23
Ad-Hoc Verification	\$5/Verification
	\$5.50/Verification
	as of 5/1/23

## **Travel for OCHIN Staff**

All travel in support of members is the financial responsibility of the member.

#### **Unsupported Printers**

Service	Description	Small/Medium Organizations (0 – 99,999 annual encounters)	Large Organizations (>100,000 annual encounters)
All printers, including label printers	• If members choose to go live on OCHIN Epic with printers that are not supported by OCHIN within the OCHIN Hardware Recommendations listing and that the OCHIN Systems team determines they are not currently supported by Epic, there will be a one-time fee associated with supporting that unlisted equipment. If a printer is currently not on the supported hardware list, OCHIN will test the printer for free.	\$25,000	\$50,000

## **Termination Pricing**

When a member leaves the OCHIN Collaborative, data access and export services are available:

Epic Access Extension	Read or Read/Write access post-termination	Read: \$500/Month Read/Write: \$1,000/Month
Bulk Scanned Document Export	Documents scanned in last three years*	\$5,000
Clarity Database Replication	Two replications: pre and post	\$5,000
Dragon Maintenance Early Termination Fee	If applicable, for remainder of 24-month term	= Remaining monthly charges

\*Included fields: Document Type, Patient MRN, Patient Name, Department, Provider, Date of Service, and Scan Description. Extraction and mapping required on client side.