PHILIPS
RESPIRONICS

Care Orchestrator

Integration package

Caution: U.S. federal law restricts these devices to
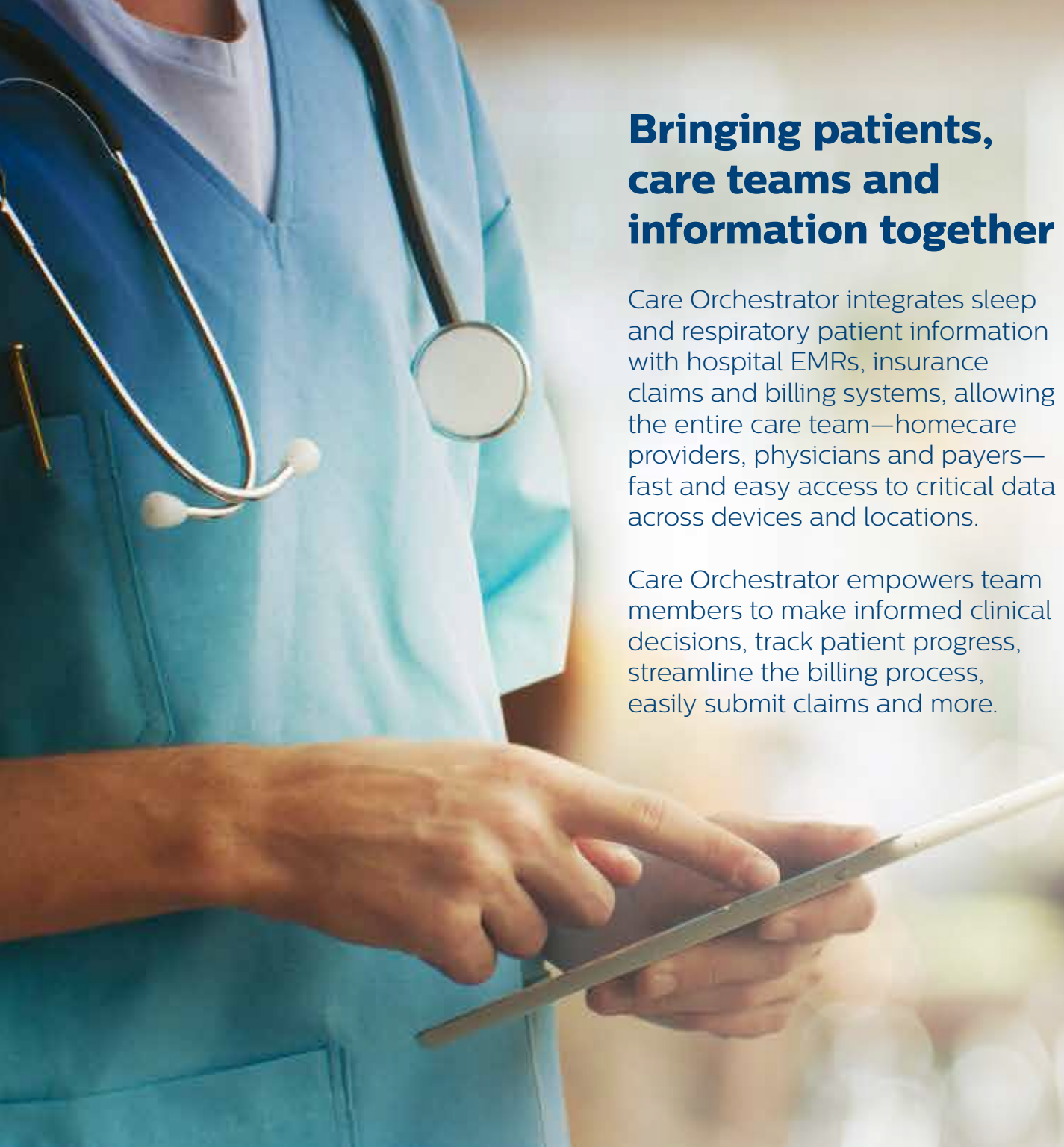sale by or on the order of a physician.

RRDPGH ML 4/15/20 PN 1145893 MCI 4109713 v00
1010 Murry Ridge Lane, Murrysville, PA 15668
800 345 6443 • 724 387 4000

PHILIPS
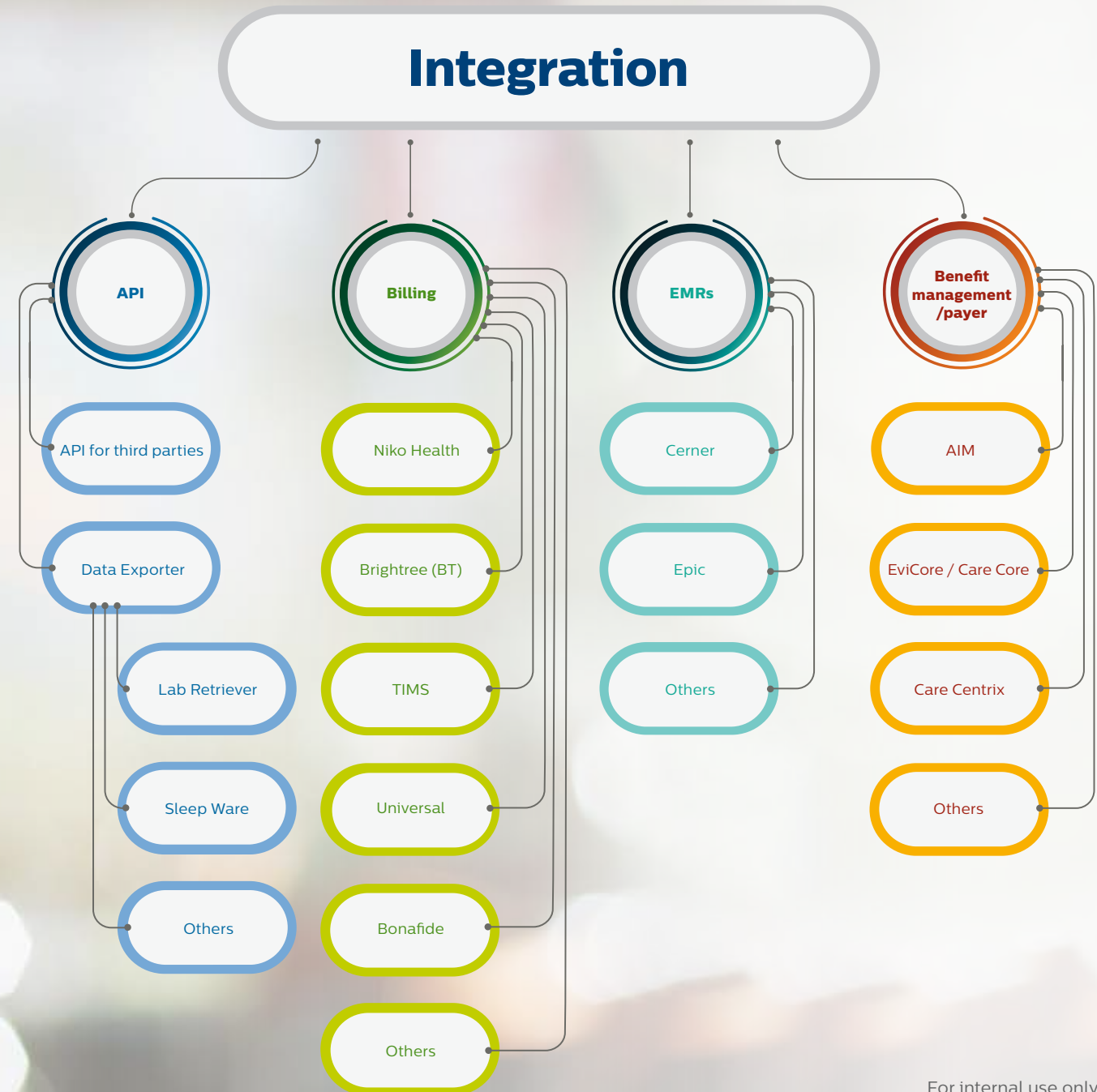
Bringing patients, care teams and information together

Care Orchestrator integrates sleep and respiratory patient information with hospital EMRs, insurance claims and billing systems, allowing the entire care team—homecare providers, physicians and payers—fast and easy access to critical data across devices and locations.

Care Orchestrator empowers team members to make informed clinical decisions, track patient progress, streamline the billing process, easily submit claims and more.

Integration

API
- API for third parties
- Data Exporter
- Lab Retriever
- Sleep Ware
- Others

Billing
- Niko Health
- Brightree (BT)
- TIMS
- Universal
- Bonafide
- Others

EMRs
- Cerner
- Epic
- Others

Benefit management /payer
- AIM
- EviCore / Care Core
- Care Centrix
- Others

For internal use only

Application program interface (API)

Description
With Care Orchestrator's application program interface you can retrieve therapy reports, summarize compliance data and, through patient rules, receive updates and notifications if the patient has achieved compliance. Also, you can insert and/or update patient demographics by allowing external applications to access your CO database.

Time frame
Approximately one week after agreement is signed

Benefit
By entering patients into one platform you can save time, minimize errors and optimize workflows

Process
1. Account manager initiates the process, by having customer review, complete and sign interoperability services addendum agreement

2. Agreement internal check

3. Account manager receives account and API document from Philips integration team and sends to customer

Features
· Full customization of patient fields (check the API document)
· Assign device
· Check patient compliance
· Retrieve pdf reports
     · Best 30-day compliance report option
· Add/retrieve patient notes
· Assign external entities (like physicians)
· Retrieve authorized physician list
· Retrieve reminders and tasks

Cost
· Bundled

Organizational type
· DME provider
· Physician

API process

1 Account manager/program manager (AM/PM) initiates the API process:
· AM emails sales enablement (SE) with account name and number requesting interoperability services addendum for API
· Email subject line should read "(Region)—CO—DME name—Sold to number"

2 AM/PM receives customized interoperability services addendum from SE
· AM reviews and assists customer to complete and signs agreement
Note: Complete customer integration has been requested in the services section (2.1) and account info to create the integration key is in the payment section (3) of the agreement

3 AM/PM sends completed interoperability services addendum to SE team: (SRC.salesenablement@Philips.com) for confirmation (approximately one day)

4 SE sends completed interoperability services addendum to customer support for documentation (approximately one day)

5 Integration team (dl_PH_XYS_Encore_Integration_Team@philips.com) creates the account and document, sends to AM/PM (approximately two days)

6 AM/PM sends account info and API document to customer

For internal use only

Data exporter

Description
Data exporter can generate patient therapy data for a given time period within your database

Time frame
Approximately two weeks after agreement is signed

Benefit
Customers can receive data in the format of their choice to import into another system

Process
1. Account manager initiates the process by having customer review, complete and sign Interoperability services addendum agreement
2. Agreement internal check
3. Operation team generates report template (approximately one week)
4. Integration support team notifies the exporter function and accesses SFTP to account manager (approximately two days)
5. Account manager sends info to customer

Features
- XML Export
- CSV Export
- Secure File Transfer Protocol (SFTP)
- Usage, AHI and other key data fields
- Customizable data range

Cost
- Bundled

Data exporter

1 Account manager/program manager (AM/PM) initiates the API process:
- AM emails sales enablement (SE) with account name and number requesting interoperability services addendum for API
- Email subject line should read "(Region)—CO—DME name—Sold to number"

2 AM/PM receives customized interoperability services addendum from SE
- AM reviews and assists customer to complete and signs agreement

Note: Complete customer integration has been requested in the services section (2.1) and account info to create the integration key is in the payment section (3) of the agreement

3 AM/PM sends completed interoperability services addendum to SE team: (SRC.salesenablement@Philips.com) for confirmation (approximately one day)

4 SE sends completed interoperability services addendum to customer support for documentation (approximately one day)

5 Operation team generates report template (approximately one week)

6 Integration support team notifies the exporter function and accesses SFTP to AM (approximately two days)

7 AM/PM helps customer to set up data exporter in CO

For internal use only

Electronic medical records (EMR)

Description
EMR is a healthcare informatics solution that affects all areas of the healthcare environment by connecting across clinical and non-clinical domains. EMR addresses challenges with patient care, safety, hospital management, supply and financials.

Time frame
Approximately two to three months based on customer bandwidth

Benefit
By entering patients into one platform you can save time, minimize errors and optimize workflow

Process
1. Account manager initiates the process by having customer review, complete and sign interoperability services addendum agreement

2. Integration support team communicates with customers for details

Features
· Entire pdf download report(s) of your choice can be routed into a specified patient Epic folder
· Text fields can also be routed into specific patient folders and this is helpful for research and/or retrospective analysis
· 25 therapy data fields (usage, leak, pressure settings) are provided as data in Care Orchestrator (CO)
· Provides patient support for standardized workflows and clinical decision support
· EMR integration is offered in Care Orchestrator
· Provides patient support for standardized workflows and clinical decision support
· Integrated operations such as scheduling and bed management
· Create patients in CO when sleep therapy is ordered

Cost
· $5,000 for initial start up
· $2,500 annually

EMR process

1 Account manager/program manager (AM/PM) initiates the API process:

· AM emails sales enablement (SE) with account name and number requesting interoperability services addendum for API
· Email subject line should read "(Region)—CO—DME name—Sold to number"

2 AM/PM receives customized interoperability services addendum from SE

· AM reviews and assists customer to complete and signs agreement

Note: Complete customer integration has been requested in the services section (2.1) and account info to create the integration key is in the payment section (3) of the agreement

3 AM/PM sends completed interoperability services addendum to SE team: (SRC.salesenablement@Philips.com) for confirmation (approximately one day)

4 SE sends completed interoperability services addendum to customer support for documentation (approximately one day)

5 Integration team contacts customer for details (account manager, program manager as coordinator)

For internal use only

Billing integration

Description
Integration for Brightree, TIMS, Universal (still in beta), Bonafide and Niko Health

Time frame
If vendor is already integrated with Care Orchestrator (CO), approximately two weeks after agreement is signed; if not, our integration team will meet with the third-party vendor to determine next steps

Benefits
· Generate patient therapy reports from billing system in CSV or XML format
· Receive indication when patient has achieved CMS compliance
· Remove duplicate entries for billing in CO

Process
1. Account manager initiates the process by having customer review, complete and sign Interoperability services addendum agreement

2. Agreement internal check

3. Account manager receives account and API document from Philips integration team and sends to customer

4. For Brightree, account manager needs to get authorization from Brightree

Features
One button click to create patients in CO by pulling fields from billing system

· Patient demographics (Name, DOB, address, phone, e-mail, insurance number)
· Device serial number
· Notes
· Clinician, PCP, sleep doctor, sleep lab, custom fields*

Cost
· Brightree – $15 per patient/month with a minimum of 35 patients or flat rate of $1,000/month
· All others – $250/month

*Check interoperability services addendum for the full list of billing systems, or ask integration team for check

Billing integration process

1 Account manager/program manager (AM/PM) initiates the API process:

· AM emails sales enablement (SE) with account name and number requesting interoperability services addendum for API
· Email subject line should read "(Region)—CO—DME name—Sold to number"

2 AM/PM receives customized interoperability services addendum from SE

· AM reviews and assists customer to complete and signs agreement

Note: Complete customer integration has been requested in the services section (2.1) and account info to create the integration key is in the payment section (3) of the agreement

3 AM/PM sends completed interoperability services addendum to SE team: (SRC.salesenablement@Philips.com) for confirmation (approximately one day)

4 SE sends completed interoperability services addendum to customer support for documentation (approximately one day)

5 Integration team (dl_PH_XYS_Encore_Integration_Team@philips.com) creates the account and document, sends to AM/PM (approximately two days)

6 AM/PM sends account info and API document to customer

7 AM/PM send key and authorization form to Brightree and gets confirmation from them (only for Brightree)

8 AM/PM can ask integration team for training material if available

Get authorization from Brightree:

1 Account manager: send key received from integration team and form below to therapysetup@brightree.com

2 Brightree: complete the info and send to main point connector program manager, then send to individual program manager

Sample of training materials that account manager/program manager sends to customer

Email subject: Philips Respironics Integration Request

Integrator user: ABC DME

Integrator key: _____

Customer: ABC DME

Address: _____

Main contact: _____

Title: _____

Email: _____

Phone: _____

brightree

EncoreAnywhere Customer Authorization
Consent to Share Brightree Database Information, including Patient Information

Dear Customer,

Benefit management (insurance/payers)

Description
Provides easy access to compliance data for insurance provider to verify and reimburse Care Orchestrator (CO) customers

Time frame
Approximately one week to enable access after agreement is signed

Benefit
Ability to share information with insurance providers to streamline reimbursement process

Process
1. Account manager initiates the process by having customer review, complete and sign interoperability services addendum agreement

2. Agreement internal check

3. Integration team will give approval for access to the insurance companies

4. Account manager helps customer to set up through CO

Features
· When DME submits claim for reimbursement, insurance agencies will be able to automate insurance checks
· Enable insurance companies access for customers to streamline reimbursement when compliance is met

Cost
· Bundled

Benefit management process

1 Account manager/program manager (AM/PM) initiates the API process:

· AM emails sales enablement (SE) with account name and number requesting interoperability services addendum for API
· Email subject line should read "(Region)—CO—DME name—Sold to number"

2 AM/PM receives customized interoperability services addendum from SE

· AM reviews and assists customer to complete and signs agreement

Note: Complete customer integration has been requested in the services section (2.1) and account info to create the integration key is in the payment section (3) of the agreement

3 AM/PM sends completed interoperability services addendum to SE team: (SRC.salesenablement@Philips.com) for confirmation (approximately one day)

4 SE sends completed interoperability services addendum to customer support for documentation (approximately one day)

5 Integration team provides final approval for access to the insurance companies

6 AM/PM helps customer to set up through CO platform

Other 3rd parties

Other third parties

Description
- Philips has the ability to connect with a variety of third parties, such as Sonmoware, Itamar and Medadept, for providing solutions

Time frame
- Approximately two weeks after paper work is signed

Benefits
- Varies by platform due to connectivity
- Philips provides access to utilize API so third party can take advantage of the following features
  - Generate patient therapy reports from billing system
  - Receive indication when patient has achieved CMS compliance
  - Remove duplicate entries for billing in Care Orchestrator

Features
- Automated workflows
- In-lab or home sleep testing options
- Single sign-on for physicians
- Patient and device tracking

Process
If Philips works with vendor
1. Account manager initiates the process by having customer review, complete and sign interoperability services addendum agreement
2. Agreement internal check
3. Account manager gets account and API document from Philips integration team and sends them to customer
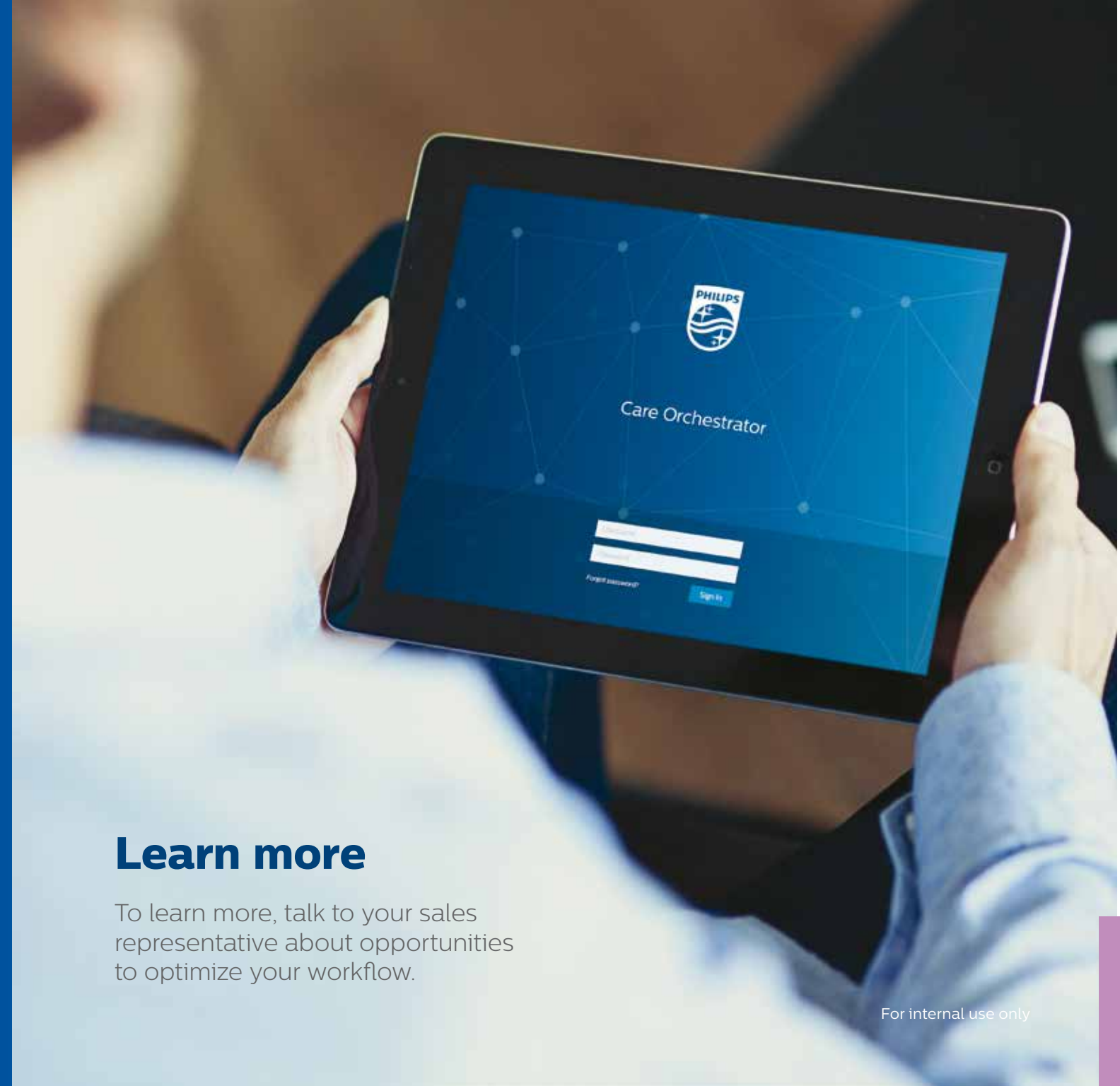
If Philips does not work with vendor
1. Talk with integration team

Cost
- $250 per month
- Payment will vary due to the strategic partnership with Philips

Learn more

To learn more, talk to your sales representative about opportunities to optimize your workflow.

Interoperability services addendum

2. **SERVICE OFFERINGS**.

   2.1.   **The Services.**

Service Selections*	
☐ Electronic Communications @ ☐ Data Exporting Web Services** @ ☐ Company Merger*** @ ☐ Company Split**** @ ☐ Batch Export Utility** @ ☐ CareCore/eviCore Addendum to BAA @ ☐ EMR HL7 format ☐ Other approved software @ _____ ☐ Other approved software _____	**Billing Integration (select one)** ☐ Bonafide Integration ☐ Brightree Integration# ☐ TIMS Integration ☐ Universal Integration ☐ Other approved Integrations _____
*Service option descriptions are set forth in Exhibit A, attached hereto. ** See Exhibit C for additional necessary customer information if selected ***See Exhibit B for additional necessary customer information if selected ****See Exhibit A for additional necessary customer information if selected @ Pricing does not apply # Pricing for Brightree Integration is offered at a discounted rate for users of PAMS. The discount shall apply only to the period during which the Customer uses both Brightree Integration and PAMS. See your representative for details.	

3. **PAYMENT.**

   3.1. **Pricing for Services.** Pricing for Services selected in Section 2.1, if applicable, shall be as set forth on the then-current US Purchaser List Price unless otherwise offered by Philips Respironics. Philips Respironics may revise pricing at any time, if applicable.

   3.2. **Invoice.** Respironics will invoice the Customer for charged services as indicated above, and payment shall be due as indicated thereon. Respironics shall invoice Customer monthly and Customer shall pay such invoices in accordance with Customer's current payment terms with Respironics. Customer represents that its current account information with Respironics is as follows:

   Account Name: Click here to enter Account Name
   Account Number: Click here to enter Account Number
   Account Mailing Address: Click here to Account Mailing Address
   Account Representative:
   Open Purchase Order Number*:   Click here to enter Open Purchase Order Number

   (*Not required for Brightree Integration.)