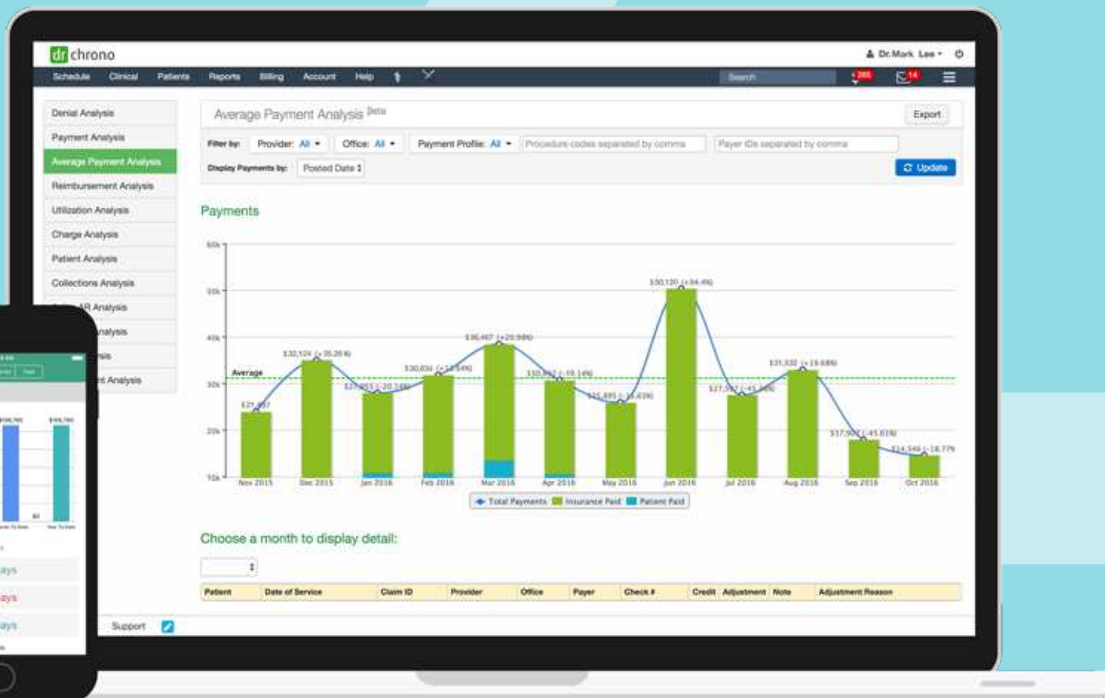


# THE $\Delta$ UCTUS GROUP

## PROJECT PROPOSAL



Thursday, July 12, 2018



## DESCRIPTION

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The Auctus Group offers a unique value proposition for the practice management consulting and revenue cycle management verticals. By focusing on sound financial processes and practice operations as the backbone of their service offerings for exclusively cosmetic medical practices, The Auctus Group is able to leverage the experience with and exposure to countless iterations of said practices. Simply put, The Auctus Group is the only company doing what they are doing the way they are doing it.

Dr. Chrono offers a unique solution to a crowded space. By focusing on user experience and ease of use/convenience, Dr. Chrono is able to stand out. By leveraging the Apple product line as well as an open architecture model, Dr. Chrono becomes a clearly differentiated system with a unique selling proposition.

Dr. Chrono's technology and usability coupled with the service and quality of the consultative Auctus approach can provide a dynamic one-two punch in financial services for the medical community, specifically aesthetics. For those practices seeking a premier technology with excellence in hands-on service, this partnership would offer an unbeatable solution. We appreciate the opportunity to present a proposal outlining this possibility.

## OBJECTIVES

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- ✓ Develop a concierge level revenue cycle management (RCM) service offering for Dr. Chrono clients.
- ✓ Integrate TAG as a white-labeled service RCM offering, **Dr. Chrono Concierge RCM**
- ✓ Offer transactional consulting service menu to concierge level clients.

## SCOPE

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As outlined in **Objectives**, the partnership will consist of **two** primary offerings driven at providing a **premier concierge level** services to meet the needs of the aesthetic medical practice clients of **Dr. Chrono**. Additionally, the preferred partnership would allow for additional sales channels via Auctus representatives as well as additional resources on product development/implementation/training/consulting as needed at the discretion of the **Dr. Chrono** team. This partnership would serve as a proof of concept resulting in an iterative process and workflow allowing for expansion of the platform to other and all specialities. Service offerings will include:



Revenue  
Cycle  
Management



Patient Call  
Center



Training/  
Implementation/  
Consulting



Product  
Sales  
Partner

## TIMEFRAME

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### Phase 1 • 2018Q4–2019Q1

**TAG** to develop exclusive **Dr. Chrono** billing team, build RCM service model and integrated workflow funnels between partnership companies.

### Phase 2 • 2019Q1–2019Q2

**TAG** to develop implementation, training and consulting service offerings for **Dr. Chrono** platform including interactive learning management system. To be leveraged internally to establish proficiency and externally as training offering for concierge clients.

### Phase 3 • 2019Q2+

**TAG** to develop sales channel for **Dr. Chrono** product and launch full partnership offerings.

# REVENUE CYCLE MANAGEMENT SERVICES

## SERVICE MODEL

OFFER TIERED RCM SERVICES WITH HIGH LEVEL SPECIALITY EXPERTISE, HANDS ON PARTNERSHIP WITH PRACTICES, FOCUS ON COMMUNICATION/SERVICE AND EXPANDED RCM SERVICE OFFERINGS.

TAG WOULD PROVIDE INTEGRATED SUPPORT VIA AN EXCLUSIVE EXTERNAL **DR CHRONO** TEAM PRESENTED AS AN INTERNAL RESOURCE.

## PRICING MODEL

7-10% CUSTOMIZED TIERED PACKAGES

**SUGGESTED REVENUE SHARE STRUCTURE**

CONTINGENCY RATE OF BILLING REVENUE SPLIT IN PERPETUITY. SPLIT TO BE CALCULATED OFF OF NET PROFIT FOR THE SERVICE LINE.



## Plans for every level of support

Our customized plans drive revenue and improve results.

Choose your plan to get started today.



### PERFORM

7%

of receivables

**Includes:**

- Full revenue cycle management
- Coding, charge entry, schedule QA
- Payment review and posting
- Denials management/appeals
- Patient inquiry call center
- Collections management
- Custom reporting package



### GROW

8% +1

of receivables

**Includes:**

- Full revenue cycle management
- Coding, charge entry, schedule QA
- Payment review and posting
- Denials management/appeals
- Patient inquiry call center
- Collections management
- Custom reporting package

+ Contracting/credentialing, authorizations, or benefits estimation



### ACCELERATE

9% +2

of receivables

**Includes:**

- Full revenue cycle management
- Coding, charge entry, schedule QA
- Payment review and posting
- Denials management/appeals
- Patient inquiry call center
- Collections management
- Custom reporting package

+ 2 of 3 - Contracting/credentialing, authorizations, or benefits estimation

ask us

custom package

**Includes:**

- Full revenue cycle management
- Coding, charge entry, schedule QA
- Payment review and posting
- Denials management/appeals
- Patient inquiry call center
- Collections management
- Custom reporting package

+ ALL 3 - Contracting/credentialing, authorizations, or benefits estimation - plus more to meet your customized needs

# TRAINING AND CONSULTING SERVICES

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## SERVICE MODEL

REMOTE CONSULTING SERVICES MINIMIZING DIRECT P2P TRAINING AND LEVERAGING LMS SYSTEM.
ON-SITE EMBEDDED TRAINING PROGRAM W/ REMOTE F/U AS UPSELL ALTERNATIVE
CONSULTING SERVICE OFFERINGS GUIDED TOWARDS MODULE ENGAGEMENT.

## PRICING MODEL

STANDARD REMOTE	PER EMPLOYEE
ON-SITE TRAINING	5-10K/WEEK
CONSULTING SERVICES	PER PROJECT

## SUGGESTED FEE SPLIT

PER PROJECT PRICE SPLIT OF NET
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# DR CHRONO PRODUCT SALES CHANNEL

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## SERVICE MODEL

TAG TO DEVELOP UNIQUE AND EXCLUSIVE INTERNAL SALES CHANNEL AS PREFERRED PARTNER AND PROMOTER OF DR CHRONO.
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## SUGGESTED FEE SPLIT

TAG EMPLOYEES TO RECEIVE SALES COMMISSIONS IN LINE WITH CURRENT DR CHRONO SALES STRUCTURE.
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# KEY PLAYERS

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Project Lead  
John Gwin, Founding Partner • The Auctus Group



Project Lead  
Kyle Battles, Founding Partner • The Auctus Group



Project Coordinator  
Aileen Soriano, Director of Business Development • The Auctus Group

# APPROVAL SIGNATURES

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Axel Perez  
VICE PRESIDENT OF RCM  
DR CHRONO

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DATE

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John Gwin  
FOUNDING PARTNER  
THE AUCTUS GROUP

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DATE



THE ΔUCTUS GROUP