



Executive Summary

PRODUCTS AND SERVICES

PointRight Inc. is the industry leader in providing data-driven analytics and decision support services to long term care, assisted living and insurance carriers. We utilize MDS, survey, financial, staffing, claims, public and proprietary data to ensure excellence in processes and outcomes. Using some of the largest and best databases in the industry, our nationally recognized clinical staff, researchers, and technologists expertly translate disparate data into usable information and insight.

Founded in 1995 and based in the Boston area, we work closely with our clients to help them make confident decisions that dramatically improve their financial, clinical, regulatory and operational performance. Our unrivaled proprietary databases and predictive modeling techniques enable us to bring disparate data together to identify opportunities while mitigating risk.

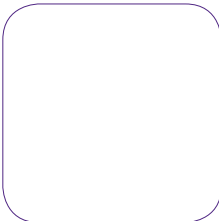
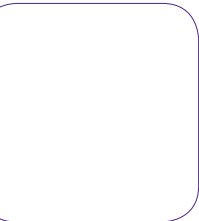
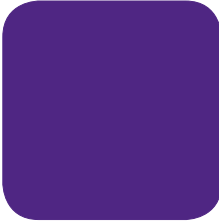
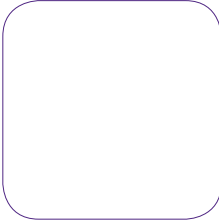
Our services are provided to more than 1,700 nursing homes, including four of the top ten national chains. Web-based tools are complemented by education, training, support and consultation by a staff of clinical and industry experts with an unrivaled depth of practical and theoretical knowledge.

HEALTHCARE

PointRight offers proven products and services that enable long term care providers to improve regulatory compliance, quality of care, and clinical and administrative operations for substantial gains in profitability. The focal point of our Healthcare offerings for long term care providers is data accuracy as it relates to risk management, clinical performance, reimbursement and regulatory compliance. We have three flagship offerings.

Data Integrity Audit™ (DIA) is a patented Web-based tool that analyzes 100% of MDS assessments *prior* to state submission. Instant feedback is given on inconsistencies and documentation requirements. DIA provides multi-facility summaries, an MDS census summary, aggregate performance data and reimbursement information including money at risk and money left on the table. DIA is the perfect tool to ensure accurate MDS-based reimbursement.

Performance Portfolio is a suite of real-time and monthly reports that present a detailed analysis of clinical performance at the corporate level, facility and bedside, snapshots of QM/QI performance, data integrity and compliance, early identification of resident risk factors and descriptive modeling scales. Our RADAR report features unique predictive scales intended to highlight residents with the highest risk of falling, developing a pressure ulcer, dying within six months or being re-hospitalized.



Risk Management Event Reporter (RME Reporter®) is a comprehensive web-based risk management tool for reporting, tracking, analyzing, and managing incidents, complaints and record requests at skilled nursing or assisted living facilities. Events involving visitors, staff and residents at every facility are easily tracked, cross-referenced, combined and analyzed to identify trends and create proactive risk management programs. Relationships between events and other outcomes become readily apparent, whether within one facility or across multiple facilities. Important documents can be stored electronically to provide an audit trail.

INSURANCE

PointRight analyzes liability risks for the insurance industry using predictive models and underwriting decision support that enable insurance carriers to more quickly and accurately analyze and manage the risks that shape their bottom line. When coverage is bound the same model-based risk analysis helps focus risk management and optimize the use of risk management dollars using PointRight Web services and account management. When a claim is made, PointRight provides an evaluation that leverages the model-based risk analysis. All Insurance services are data driven and aligned in three categories, Risk Analysis, Risk Management, and Loss Evaluation.

CONSULTING

PointRight integrates expert, hands-on consulting services into all our product offerings. We also partner with clients on custom projects that leverage our expertise, databases and analytics. Our proprietary models enable us to help clients predict future revenue, future professional liability losses and their relationships to specific facility behaviors, nurse staffing ratios with liability and expected rates of hospitalization, and mortality and other adverse resident events.

EXPERTISE

In-house clinical expertise at PointRight is grounded in an extraordinary 200-plus years of combined experience in caring for patients and operating clinical departments. PointRight staff members include physicians, registered nurses, clinical professors and clinical research directors from many of the nation's leading institutions, including Harvard Medical School, Stanford University, Massachusetts Institute of Technology, Brown University Center for Gerontology and Healthcare Research, Georgetown University, Boston University, Hebrew Senior Life's Institute of Aging Research, and New England Research Institute.

As respected contributors to the growing body of knowledge in our fields, many of our clinicians and researchers are nationally recognized experts who frequently contribute to industry journals and present at regional and national industry conferences.

PointRight Inc.
 (Formerly LTCQ, Inc.)
 420 Bedford Street
 Suite 210
 Lexington, MA 02420

T: 781-457-5900
 F: 781-674-2254
www.PointRight.com