

**Alight for Healthcare** provides a flexible, easy-to-use forecasting and planning solution that enables finance teams to streamline plans and more effectively communicate to management. Created by the team that developed Pillar, which set the standard for enterprise planning software, Alight for Healthcare provides visibility into the *key drivers* that most impact your organization's bottom line. Alight is rated #1 in customer satisfaction amongst all vendors in performance management.\*

## Driver-Based Planning

Alight for Healthcare forecasts and plans are developed according to your exacting standards using known and defined metrics (drivers). Plan using your organization's significant drivers and assumptions such as patient admissions, length of stay, outpatient visits, payor mix, and contractual rates. Make "tops down" adjustments using percentages for merit increases, drug cost inflation, supplies cost inflation, etc. Use historical trends for revenue and expense per unit of service as a planning foundation for future time periods.

## Rolling Forecasts

With Alight for Healthcare, you cut forecast cycles drastically, and measurably improve *analysis* of the numbers and *insights* into the business. Difficult planning issues — for example, building and maintaining driver models, managing the collaboration process, and integrating statistical and financial actuals — all are handled seamlessly.

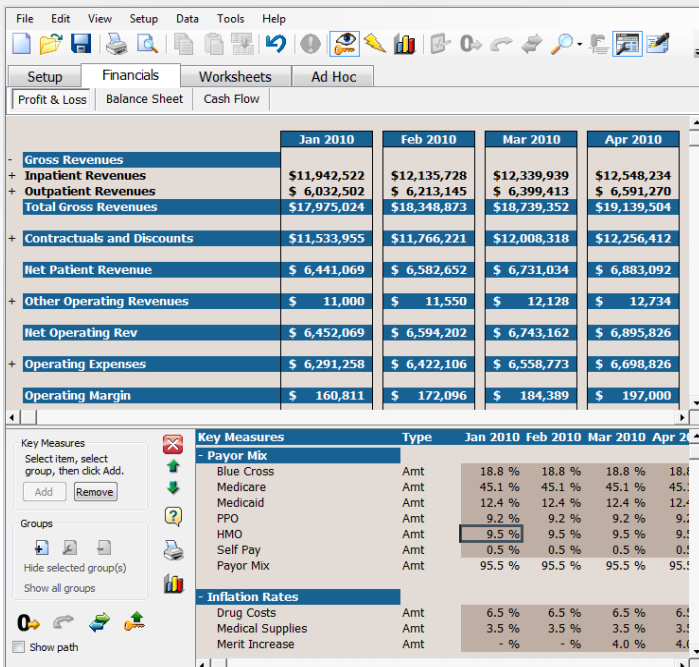
Alight for Healthcare changes the planning experience by delivering innovative structures and interfaces that make forecasting an efficient and effective process — heavy on analytics, light on maintenance.

## Long Range Planning

Alight for Healthcare lets you create any type of long range or strategic financial model — with fewer errors and with a seamless transition between strategy and rolling forecasts. Features include flexible and customized time periods, easy to use modeling interfaces, and automated balance sheet.

**"Alight has let me implement a totally new culture for planning and analysis; it's changing how we run this organization. We're now at \$450,000 in documented improvements."**

**Raymond Wolfe, CFO**  
Pittsburgh Mercy Health System



	Jan 2010	Feb 2010	Mar 2010	Apr 2010
<b>Gross Revenues</b>				
+ Inpatient Revenues	\$11,942,522	\$12,135,728	\$12,339,939	\$12,548,234
+ Outpatient Revenues	\$ 6,032,502	\$ 6,213,145	\$ 6,399,413	\$ 6,591,270
<b>Total Gross Revenues</b>	<b>\$17,975,024</b>	<b>\$18,348,873</b>	<b>\$18,739,352</b>	<b>\$19,139,504</b>
<b>Contractuals and Discounts</b>	<b>\$11,533,955</b>	<b>\$11,766,221</b>	<b>\$12,008,318</b>	<b>\$12,256,412</b>
<b>Net Patient Revenue</b>	<b>\$ 6,441,069</b>	<b>\$ 6,582,652</b>	<b>\$ 6,731,034</b>	<b>\$ 6,883,092</b>
<b>Other Operating Revenues</b>	<b>\$ 11,000</b>	<b>\$ 11,550</b>	<b>\$ 12,128</b>	<b>\$ 12,734</b>
<b>Net Operating Rev</b>	<b>\$ 6,452,069</b>	<b>\$ 6,594,202</b>	<b>\$ 6,743,162</b>	<b>\$ 6,895,826</b>
<b>Operating Expenses</b>	<b>\$ 6,291,258</b>	<b>\$ 6,422,106</b>	<b>\$ 6,558,773</b>	<b>\$ 6,698,826</b>
<b>Operating Margin</b>	<b>\$ 160,811</b>	<b>\$ 172,096</b>	<b>\$ 184,389</b>	<b>\$ 197,000</b>

Key Measures	Type	Jan 2010	Feb 2010	Mar 2010	Apr 2010
<b>Payor Mix</b>					
Blue Cross	Amt	18.8 %	18.8 %	18.8 %	18.8 %
Medicare	Amt	45.1 %	45.1 %	45.1 %	45.1 %
Medicaid	Amt	12.4 %	12.4 %	12.4 %	12.4 %
PPO	Amt	9.2 %	9.2 %	9.2 %	9.2 %
HMO	Amt	9.5 %	9.5 %	9.5 %	9.5 %
Self Pay	Amt	0.5 %	0.5 %	0.5 %	0.5 %
Payor Mix	Amt	95.5 %	95.5 %	95.5 %	95.5 %
<b>Inflation Rates</b>					
Drug Costs	Amt	6.5 %	6.5 %	6.5 %	6.5 %
Medical Supplies	Amt	3.5 %	3.5 %	3.5 %	3.5 %
Merit Increase	Amt	- %	- %	4.0 %	4.0 %

## Scenario Analysis

Alight for Healthcare incorporates the most robust feature set of any planning package for managing scenarios, a fundamental requirement for forecasting and long range plans. You can create and compare up to 100 different scenarios and switch between scenarios in real time. You can also change values and underlying structures across multiple scenarios in a single operation, a huge time saver when analyzing many scenarios in one session.

## Reporting

You can set up any type of standard or ad hoc report, "slicing and dicing" the data by as many as eleven custom dimensions. Using dimensions, you can select filters for real-time profitability analysis by facility, admitted patients, outpatient services, specialty, department, or payor. You can also create highly formatted reports and assemble them into report books for export to Excel and PDF.

\* *The 2010 BPM Partners Pulse Survey.*



## Customers

Alight has over 200 customers across many business segments including healthcare, non-profit, higher education, technology, and manufacturing.

**Healthcare customers include Kaiser Permanente, Pittsburgh Mercy, Tuft's Medical Center, St. Mary's Health System, Arizona Regional Medical Center, Clarendon Health System, and Texas Spine & Joint Hospital.**

## Implementation

Proper software selection is important. Too many packages end up sitting on the shelf, embarrassing the implementation team and wasting time and money. There are two fundamental issues: 1) is this software easy enough for finance staff to implement without heavy-duty IT involvement or technical consulting? and 2) when support is needed, is the vendor there with quality training and an accessible team?

Alight for Healthcare is designed for implementation by the finance team with minimal IT support. Installation takes just a few minutes. Setting up financial statement rollups and account structures is straightforward. And building complex activity driver models, typically a difficult and frustrating process with spreadsheets, takes a fraction of the time.

Alight for Healthcare delivers a first-class training experience with over 10 hours of online automated training materials backed by an easy-to-follow implementation manual. Our in-house consultants are world-class planning experts with years of experience and hundreds of successful customer implementations to their credit. Implementation timeframes are measured in weeks, not months.

## Configurations and Pricing

Alight for Healthcare is configured and flexibly priced for healthcare organizations of all sizes. You can buy a permanent license for Alight for Healthcare in three configurations:

**Alight for Healthcare Desktop** — fully functional planning and analysis software for a single user with a desktop installation.

**Alight for Healthcare Enterprise** — robust file server architecture with process controls and security for multiple users.

**Alight for Healthcare Site License** — Enterprise configuration with unlimited users.

**Pricing** — based on a sliding scale of number of users, starting as low as \$5,000 plus a 20% annual support fee. Call us today to discuss your specific requirements.

## Getting Started

Ask about the **Alight for Healthcare Evaluation Program** — where prospective clients start development of their financial model and confirm that critical requirements can be met *before making a purchase decision*.



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**"It was clear that Alight's structures for scenarios would be an important tool for 'what-if' analysis.**

**During executive review meetings, we had top executives modifying model assumptions and making decisions in real-time.**

**Building the same model in Excel would have been a maintenance nightmare."**

**Larry Van Kuran**  
Kaiser Permanente

**"The software is easy to move around in. I also like the dimensions and the filters components that let me quickly view specific subsets of data—with everything flowing quickly and directly into the financial statements."**

**Marisa Johnson**  
St. Mary's Health System