

Competitive Comparison

	<div></div>	Competition
ABSTRACTION SERVICES		
Quality (IRR)	98-99%	<95% internal
Weekly case review	<div>✓ Up-to-date review with our experts</div>	<div>✗</div>
Concurrent abstraction & submission	<div>✓ Data submitted on-time each week</div>	<div>✗ Varies but often quarterly</div>
Clean-up (Presubmission)	<div>✓</div>	Upcharge (billable hourly)
Submission	<div>✓</div>	Upcharge (billable hourly)
Catch-up	<div>✓</div>	Independent of backlog —behind by months, in reality
Submission weekly with clean-up as you go	<div>✓</div>	<div>✗</div>
Regular check-in	<div>✓ Weekly/Bi-weekly/Monthly</div>	<div>?</div>
Feedback loop	<div>✓ Weekly report including what's missing</div>	<div>✗ Contract SLA updates at a high level</div>
Preparation of reports of NCDR results for other internal meetings	<div>✓</div>	Upcharge (billable hourly)
Contract rider	<div>✗</div>	Potentially increases price per case based on complexity of systems and/or complexity of cases
Expert review	<div>✓ Regular abstractor feedback, sharing of best practices, direct MD meetings, expert consulting (eg, work with clinical team to identify OFIs)</div>	Upcharge (billable hourly)
Individual case and metric review	<div>✓</div>	<div>?</div>
Direct MD meetings	<div>✓ Sharing benchmarks, explanation of metrics, registry expertise</div>	<div>✗</div>
Expert consulting	<div>✓ Example Work with clinical team to identify OFIs</div>	<div>✗</div>
Time to value	Case completion within a week of abstractor EMR access*	Varies but can take months

*Post-quality sign-off