

Gray Matter Overview

Microsoft One Commercial Partner

2019

The Business Problems We Solve

- | Enable **delivery** of value in care
- | Improve **quality** and outcomes
- | Optimize **cost** and increase affordability
- | Improve patient and provider **experience**

Our Three-Part Approach

Data services layer that aggregates and integrates disparate data silos

Data and analytics solutions for insights on targeted use cases

Advisory services to highlight what the data is “saying” and how to make data insights *actionable*



But before arriving at cloud-based, predictive and prescriptive analytics – you have to solve foundational challenges first



We helped our clients

leverage actionable insights
from advanced analytics in a
rapid, scalable way.

blue  of california

 Trinity Health

 KAISER
PERMANENTE®

  **BlueCross
BlueShield**
Minnesota

N  **NOVANT**
HEALTH


AmeriHealth.

Horizon.  

Henry Ford
HEALTH SYSTEM

AARP®

 **Independence
Blue Cross**


Carolinas HealthCare System

 **Medtronic**

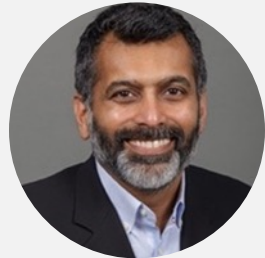

beacon
health options



Foundation of Expertise – Our Core Team



Sheila Talton
President/CEO



Balu Nair
Chief Technology Officer



Michael Dulin, MD, PhD
Chief Medical Officer



Dwight Curtis
Chief Financial Officer



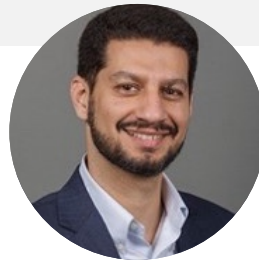
Tim Reagan
VP, Provider Services



Tony Wicks
VP, Advisory Services



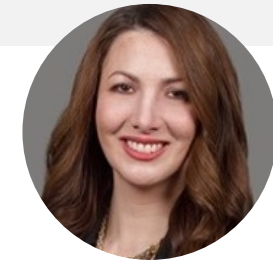
Tanya Travers
VP, Marketing



Tushad Driver
VP, Product



Michael Kaiser
VP, Advisory Services



Ananda Billings
Director, Sales



Integrated Advisory and CoreTechs® Solutions

ADVISORY SERVICES

- Analytics Operating Model and Capability Development
- Data & Information Governance and Tools & Technology Architecture
- Use Case Identification & Development

Best Practices & Standards

CUSTOMER SUCCESS

- Implementation of Analytics Infrastructure and Operating Systems
- Product Adoption via Best Practices and Knowledge Sharing
- Gray Matter Analytics Framework for Continued Improvement

Use Cases & Gaps

SOLUTION INNOVATION

- Solution Design Across the Value-Based Care Continuum
- Focus on Clinical, Financial and Operational Outcomes
- Roadmap Integration

Design & Pilot

CORETECHS®

- Enterprise-wide Analytics Platform on Client or Gray Matter Cloud
- Analytics Solutions Portfolio Across the Care Continuum
- Analytics as a Service Model

Platform & Solutions



Competitive Differentiators



Mastered Analytics-Ready Data Set

We provide our clients with a mastered analytics-ready data set that they can utilize and leverage internally across different users and stakeholders.



Enterprise-Wide AaaS Platform

Unlike other point-to-point solutions, our standardized, enterprise-wide approach for our Analytics as a Service (AaaS) allows you to quickly deploy and scale targeted analytics solutions.



Use Your Commercial Cloud

Your commercial cloud is used as an analytics portal at an enterprise scale, to help eliminate redundant solutions, lower costs, and keep your valuable data in-house, instead of shipping it off to vendors.



Solutions Across the Continuum

Our solutions focus on the value-based care continuum across payer and provider domains, integrating Advisory Services and Product Solutions, which is essential to improved outcomes.



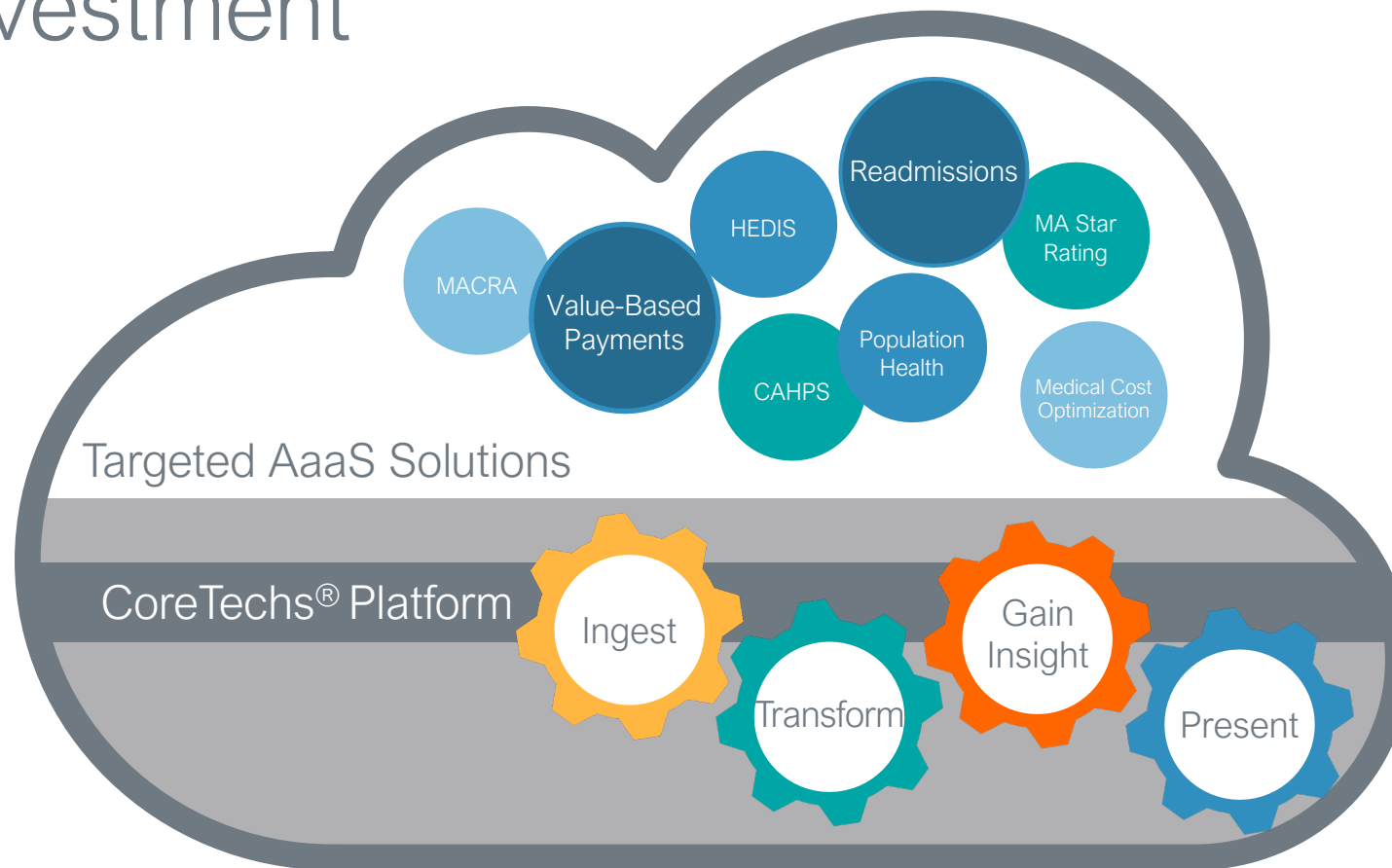
Speed to Market / Cost

Gray Matter deploys our healthcare analytics solutions in around 90 days. We provide costs upfront, with a clear understanding of what you're investing in.



Deploy “Cloud-Native” Analytics Solutions Rapidly with Limited Investment

Data Sources / Assets



Features

- Dashboards
- Reports
- Predictive insights
- API
- Workflow integration
- Operational support

Expert Involvement

- **CoreTechs®** development, support and data scientists
- **Advisory** and solution setup



CoreTechs® | A Platform that Powers Payer & Provider Analytics



Analytics Platform

Provide **SCALABLE, FLEXIBLE** and **SECURE CLOUD-based** platform



Targeted Solutions

Solve **HEALTHCARE** business challenges and meet business goals



Analytics as a Service

Deliver **TARGETED** cloud-based **ANALYTICS** services and **MEASURES**



CORETECHS®

- **DATA ACQUISITION:** Rapid, nimble data acquisition / mastering
- **DATA QUALITY:** Dynamic record linkage from multiple source systems to create a golden record with a 'single source of truth'
- **ANALYTICAL INSIGHT:** Supervised, unsupervised, machine learning to generate reusable library of metrics
- **SECURITY AND SCALABILITY:** Highly secured, auditable, HIPAA-compliant multi-tenant cloud-based platform
- **EXTENSIBILITY AND ADAPTABILITY:** Reusable MeasuresLibrary™ and Member / Patient 360 data services for workflow integration
- **INTEROPERABILITY:** Source-neutral platform with support for multiple data formats and APIs with multiple consuming endpoints
- **USABILITY:** Single, consistent user interface on web and mobile with configurable dashboards and API access for workflow integration



Shift from Data Warehouse Centric to Analytics Platform Cloud Centric



Infrastructure



Software



Data focus



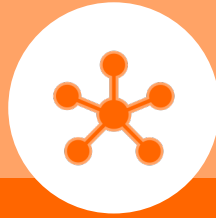
Data platform



Driver



Processing / Storage



Data Warehouse

Specialized, on-premise data centers

Proprietary, vendor lock-on

Storage and transformation

Star-schema structured warehouse

Data structures and data marts

Siloed



Cloud "AaaS"

Commodity hardware in cloud

Open source and portable

Integration and Orchestration

Data lake, structured and unstructured

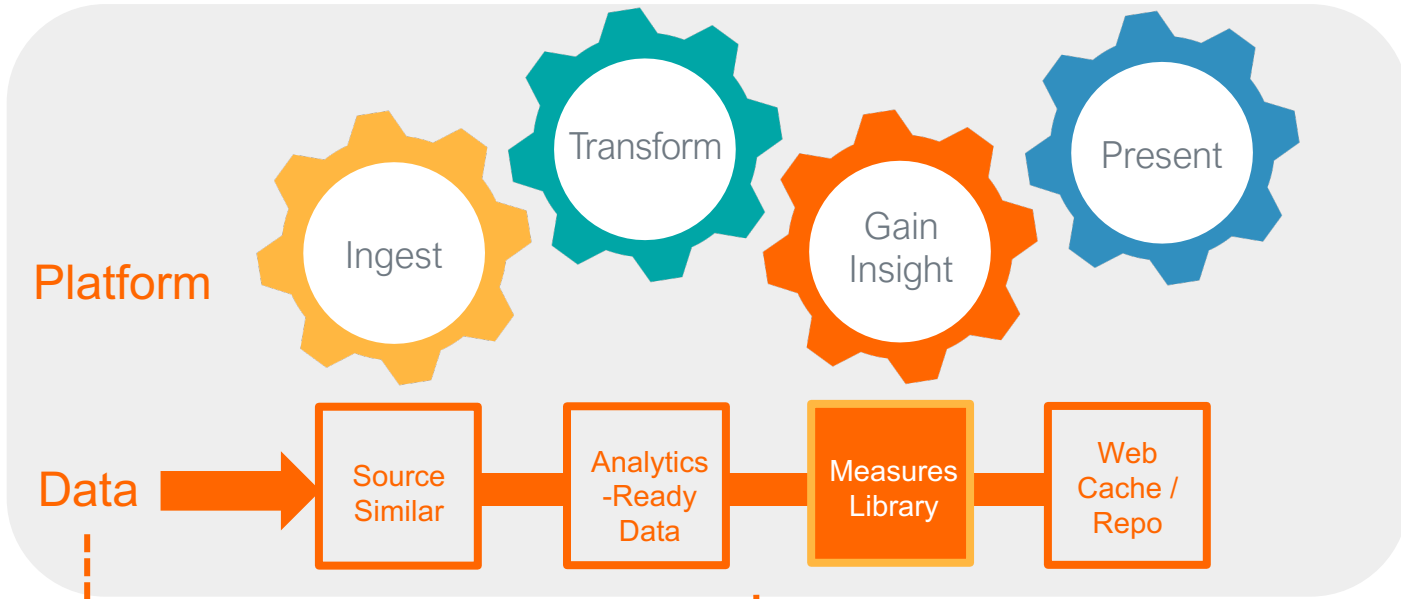
Business use case

Single pipeline



CoreTechs® | Analytics-Ready Data Set for Customer Use

CoreTechs®



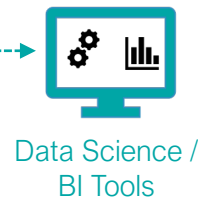
Workflow integration
Data analysis
Reporting
Dashboards

User Personas



Your Data Asset

Deployed under Your defined governance process





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