



Exhibit A

This proposal would become Exhibit A of the Software as a Service End User License Agreement.

Medicat Hosted Cost Proposal
for
Virginia Military Institute

ORIGINAL

September 26, 2018 Jay Spivey

Medicat Hosted Patient Health Management Solution

Medicat's hosted subscription cost proposal is simple, transparent and represents our one-solution approach as your "Partner in College Health." There are no hidden current or future costs. Every capability described in this Proposal is in full production.

Medicat's hosted system avoids the up-front cost of purchasing the software, the servers and the IT staff support required to maintain the servers, provide redundant backups, coordinate software updates and upgrades and monitor database security. You simply subscribe to Medicat's 'Software as a Service' solution. Because Medicat is confident that your experience will be satisfactory, we do not require a long-term subscription commitment.

Medicat's hosted solution sets the industry standard with a **99.99% Service Level Guarantee of less than 5 minutes of downtime per month**. Medicat's private cloud infrastructure is housed within a Tierpoint SOC 2 Type II and SOC 3 facility, certified as Tier III by the Uptime Institute, in Research Triangle Park, North Carolina. Medicat deploys two independent, fully duplicated datacenters, one for Production and the other as a Hot Standby, each with fault tolerant, solid state hardware enabling stateful (real time) internal failover of all SAN and network components. Should the Production datacenter suffer a non-recoverable interruption, Medicat users would be immediately redirected to the Hot Standby datacenter.

Medicat has also taken **geographic redundancy** to the next level with a pre-built Warm Standby Disaster Recovery site at a comparable TierPoint facility in Chicago, Illinois. This facility, also designed to a 2N standard, continuously receives and archives client data from Research Triangle Park. Should a catastrophic, non-recoverable event disable the TierPoint facility in Research Triangle Park (e.g., direct hit by a large tornado), Medicat would bring up the Warm Standby site in Chicago, and users could resume their work with only a brief interruption. In this case, the RTO is three hours, and the RPO is 15 minutes.

Any product options or services not included in this proposal are detailed in "Medicat Options not Included in the Cost Proposal" (see last section).

Medicat Hosted EHR/PM System

- **Electronic Health Record**
 - ONC Health IT Certification, 2014 Edition
 - Preloaded College Health Templates
 - Template Builder
 - Paperless Immunization Compliance
 - Syndromic Clinical Protocol Management
 - Early Outbreak Intervention (Canary Alert)
 - Welch Allyn Spot Vitals USB Interface (See note on options page*)
 - UpToDate Integration with EHR (client purchases licenses from UpToDate)
 - Automated Medication Administration Tracking
 - Mass Vaccination Tool (Flu Shot Clinic)
 - Integrated Scanning
 - Off Campus System Access provided to all permissioned users

- **Full Scheduling & Practice Management system**
 - Customized Scheduling by Clinic
 - Inventory Management
 - Paper and Electronic Billing

- **Reporting** (all reports are Excel/database compatible)
 - Standard Reporting
 - Dynamic, 'Ad Hoc' Query Reporting
 - Clinical Analysis and Statistics

- **Nightly, Unattended File import/export with Datatel**
 - Demographic Import
 - Financial Export
 - Immunization Status Export

Concurrent User Licenses (all workstations and all users are licensed)
 For up to 8 Concurrent Health Center Users

Medicat Patient Portal Suite

- Self-Scheduling
- Secure Messaging with Providers
- Patient History & Other Forms integrated into EHR
- Intake Forms by Appointment Type integrated into EHR
- Document Upload integrated into EHR
- Initial Immunization Data Entry
- Immunization Record Review and Print
- View Statements
- Demographic & Insurance Data Updates
- Patient Education
- Interoperable Patient Health Record

Self Check-In Site License

- Appointment Check-in
- Walk-in Self Scheduling
- Patient History & Other Forms integrated into EHR
- Intake Forms by Appointment Type integrated into EHR
- Demographic & Insurance Data Updates
- Patient Alerts or Notices

Enable Text

- Appointment Reminders
- Patient Portal Secure Message Alert
- Patient Portal Lab Results Alert
- Health Education & Promotion Alert Linked to Appointment Reminder
- Annual Flu Shot Reminders
- Immunization Compliance Reminders

Interfaces to 3rd Parties

- Lab Interface – Vendor of Choice

Medicat will contact your laboratory Company/vendor for payment to cover the interface implementation cost. (Approval is typically based upon monthly volume.) If the laboratory company denies the request, the implementation cost must be covered by the client in order to proceed with the interface. _____ Initial here

Medical Content Resources

- CPT-4/ICD-10/HCPSC Codes
2 licenses
- Lexicomp Patient Education
2 licenses
- Stedman's Medical Spell-check
2 licenses
- DrFirst Rcopia E-prescribing including Controlled Substances (EPCS)
2 Full Time prescribing provider licenses

Client Services & Support

Included at no additional cost:

- 24/7 Support
- EHR Guarantee
- Initial Technical & Installation Set-up Services
- Client Conferences (on-site & web-based)
- Application Support Portal
- Medicat Client Portal
 - Documentation
 - User Guides
 - Training Videos
 - Client Forum
 - National Template Clearinghouse
- Upgrades & Releases
- Pro-active Account Management after Go-Live
 - Annual System 'Check-up' to optimize system usage
 - Best practice recommendations

Annual Medicat Subscription Fee for Year

10,500

The Annual Subscription Fee includes all products and services listed above (training and implementation priced separately below). The annual subscription agreement (to be provided upon Medicat's selection) will renew annually. Client acknowledges this is a two-year agreement and the annual cost is due (net 30) upon the anniversary date of the system setup.

The subscription price includes up to 10 gigabytes of database growth per year based on typical use of scanned data and document attachments. Medicat reserves the right to charge additional fees for database growth exceeding 10 gigabytes annually, which may result from atypically heavy use of scanning, file attachments, importing of existing paper charts and conversion of previous system data.

Year 1 One-time Medicat Costs

Installation, Training & Implementation

3,500

Includes 2 days of on-site training

Medicat Web Based Customized Implementation Package

- Fixed Cost Implementation
- Assessment of Clinic Workflow & Processes
- Custom EHR System Configuration assistance
- Setup for:
 - User Permissions
 - Code set and fee schedule
 - Medication Prescription
 - Demographic import/export with SIS system
- Weekly Process Calls per Training Topic
- 24/7 training opportunities on the Medicat Client Portal
- Support provided for system 'Go-Live' week
- All future employee training provided via Client Portal

Total Medicat Subscription Fee & One-time Costs for Year 1

- Use of the Medicat Solution Hosted by Medicat, Client Service & Support, Ongoing Product Innovation, Medical Content Databases & Post Go-Live Account Management 10,500
- Installation, Implementation & Training 3,500
- One-Time Dr. First ePrescribing Provider Enrollment Fee (100/Provider) 200

- Enable Text One-Time Set Up Fee
- Total Medicat Cost Year 1**

250
14,450

Payment Terms: Total Year One Cost is due net 30 upon installation & access being provided to your hosted Medicat system, which dates the beginning of your first subscription year.

<u>Annual Medicat Subscription Fee for Year 2</u>	10,815
<u>Annual Medicat Subscription Fee for Year 3</u>	11,139
<u>Annual Medicat Subscription Fee for Year 4</u>	11,473
<u>Annual Medicat Subscription Fee for Year 5</u>	11,818

Price after Year Five will increase by 3%.

Price may change according to the terms of the Medicat Software as a Service License Agreement, a change in the number of users, number of medical content database licenses required for ordered products, or database growth in excess of 10 gigabytes per year.

Next Step

By signing and dating below, Client acknowledges that they have agreed to the Price & Terms for the system as described above for a Five-Year Agreement, excluding the Options listed in the last section of this proposal. Once approved, this Medicat Hosted Subscription Cost Proposal will serve as an exhibit to the Medicat Software as a Service License Agreement. The Price & Terms of this Medicat Hosted Subscription Cost Proposal are not binding on either party until the Medicat Software as a Service License Agreement is executed.

Lynn W. Carmack
 Signature

Jan. 22, 2018
 Date

MAJ Lynn W. Carmack
 Print Name

Asst. Director, Procurement Services
 Title

Installation, training and implementation dates will be confirmed upon receipt of a signed price quote and purchase order. Please sign and print requested information and e-mail to Nancy Minnich at nminnich@medicat.com or FAX to 866-550-6706.

Medicat Options not Included in the Cost Proposal

The following items are excluded from the pricing proposal detailed above.
The optional items listed below may be ordered at any future date.

Interfaces to 3rd Parties

- State Immunization Registry Una-Directional Outbound Interface
- Welch Allyn Device Interface (per device)
- Welch Allyn Clinical Instruments Bundle (EKG or Other Machines)
- X-ray Interface
- Pharmedix File Transfer with Medicat (no charge)
- Custom Interface
- SHIP Insurance Import
- SHIP Insurance Export
- Attendance/Excuses SIS Interface

Use of these Interfaces is included in Total Hosted Annual Subscription price below. Medicat reserves the right to ask the third party vendor for payment to cover the cost of interface implementation and support directly. On occasion, a third party will want to charge for their side of the implementation. Medicat is not responsible for those costs.

Additional Medical Content Resources

- Safran's Sports Education
- Gold Standard Drug Database
- DSM-5 Codes

***Welch Allyn Spot Vitals Interface**

- In order to take advantage of the free interface from your Welch Allyn Spot Vitals USB device to Medicat, the Client must purchase the Welch Allyn Virtual Channel Client software (VCC) directly from Welch Allyn via these web pages: [VCC Installation Guide](#) and [VCC Introduction and Contact Information](#)

Navicare eClaims Clearinghouse Service Options Description

- eClaims Clearinghouses typically charge by the number of billing providers, regardless the number of claims per provider. On behalf of our college health clients, Medicat has negotiated special Navicare pricing that is based on actual monthly claim volume, where 300 claims = 1 Provider, regardless of the number of billing providers.
- The client will contract directly with Navicare for Clearinghouse Services. Monthly fees will be invoiced by Navicare to the client.
- This eClaims Clearinghouse Service does not include Medicat Insurance Billing Consulting Services.

Navicare Service Level Options

Medicat recommends one of two Navicare eClaims packages:

Navicare Connect™

For health centers that will only file claims to their Student Health Insurance Plan (SHIP), we recommend the Navicare Connect™ package which enables processing claims electronically with basic claims management and follow up. The cost for this service is approximately 28 cents per claim including Eligibility Checking.

Navicare Symphony™

For health centers doing Third Party Billing, we recommend the Navicare Symphony™ package, at approximately 44 cents per claim. Navicare Symphony includes the following features:

- **Rejection and Denial Category Reports:** Categorization enables you to organize how you identify and work rejected and denied claims easily and efficiently, while quantifying most common mistakes.

- **Customizable Claim Rejection and Denial Reports with Filters:** Report and filter on rejected and denied claims according to the criteria most important to you.
- **Saved Work Lists for Rejected and Denied Claims:** Be more efficient by saving the filters you use every day to create work lists for yourself or others in your office.
- **Advanced ERA Delivery™:** Consolidate multiple checks into a single file or divide checks into multiple files, by Patient Account Number, Group NPI, Date of Service and more.
- **Navicare Receivables Manager™:** Manage your insurance payments, denials and appeals from one central repository. Plus, enjoy all the benefits of Navicare Appeals™, including timing filing and reconsideration letters.
- **Institutional Claims:** Use Navicare's single solution to submit both professional and institutional claims, enabling you to use on destination to store and track all your claims.
- **ERA Splitting:** Customize electronic remittance advice by splitting ERA files, by Tax ID, Group NPI, Patient Account Number and more.

Additionally, Navicare Symphony includes the following components: *Online Claims Editing and Resubmission; Change Claim Report™; Enterprise Scoreboards™; Unlimited Eligibility; Printing for Primary Paper Claims.*

Medicat Insurance Billing Consulting Services

- Billing workflow assessment, training, policy development, etc.