# Streamline Health Solutions, Inc. NASDAQ: STRM

#### Second Quarter 2017 Results Call Thursday, September 14, 2017



*Quality* is the New Revenue<sup>™</sup>

#### **Disclosure Statement**

#### SAFE HARBOR STATEMENT: FORWARD-LOOKING DISCLOSURE

This presentation contains "forward-looking statements" within the meaning of the U.S. Private Securities Litigation Reform Act of 1995, based on current management expectations. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and that can cause Streamline Health's actual results to differ. We caution you therefore to not place undue reliance on such statements.

Actual results might differ materially from these statements due to a number of risks and uncertainties. Risks that may contribute to the uncertain nature of these statements are described in Streamline Health's periodic filings made with Securities and Exchange Commission. Special attention is directed to the portions of those documents entitled "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations." Streamline Health undertakes no obligation to update any forward-looking statements or relevant risks, except as may be required by law.

#### TRADEMARKS

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#### 2Q17 Highlights

- Expect revenue contribution from perpetual license agreements during 2H17
- Added a total of 8 new clients, year to date, roughly \$1.1M of bookings in 2Q
- Gaining traction with CORE solution, Financial Management Software, CDI and Abstracting solutions
- First eValuator<sup>™</sup> contract signed in August with South Shore Hospital in Chicago

**Financial Results** 

\$5.9M Revenue – 82% recurring

\$0.5M

Adj. EBITDA

(\$1.1M)

**GAAP Net Loss** 

\$2.9M Cash on Hand

**\$4.8M** 



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#### Significant Pipeline for Entire Software Suite

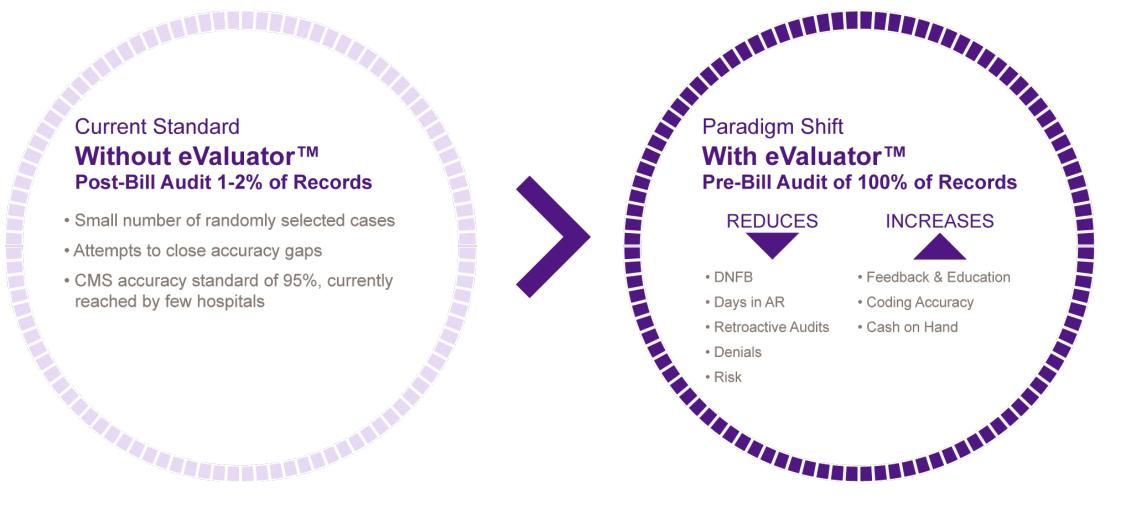
# More Than 1000

## Active Sales Funnel Opportunities

- **20%** from existing client base
- Expect **additional** eValuator deals during Q3, growing in Q4
- Multiple opportunities for many Streamline services & solutions for the remainder of 2017 and into 2018



#### Streamline Health eValuator<sup>™</sup> - Leading an Industry Movement





#### US Pre-Bill, On-Demand Auditing Market Opportunity for eValuator™

	<ul> <li>Inpatient Market</li> <li>Consolidated</li> <li>Same Purchase Decision Maker</li> </ul>	Estimated eValuator™ Market Size \$280M	Tech-Enabled Services Market Size	Total \$320M	\$705M
••• 👘 •••	<ul> <li>Outpatient Market</li> <li>Lower Value Patient Bill</li> </ul>	<b>\$239M</b>	\$363M	\$602M	Est. eValuator™ Software Annual Market Size
	<ul> <li>Pro Fee Market</li> <li>Fragmented</li> <li>Smaller Value Bill</li> </ul>	\$186M	\$167M	\$353M	<b>S1.3B</b> Est. eValuator™ Combined Annual Market Size

Source: AHRQ, Center for Delivery, Organization, Markets... 2009 Source: Nat'l Center for Health Statistics, Nat'l Ambulatory Medical Care Surgery, 2011 Source: Nat'l Ambulatory Medical Care Survey, 2013 Source: HHS OIG Improper Payments for E&M Services, 2010

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## Simple, Quick Implementation

### <10 Hours

IT Time Needed to Configure to Specifications

## 30 Days

Total Time Needed to Implement, Deploy, and Validate eValuator Solution



Quickly deploy a lightweight VPN Client to allow for secure communications from your data center. Configure Coding Application to send/receive HL7 messages with internal virtual machine address

#### Streamline Health Technical Team

#### Install Interface Engine in Data Center

Team installs client version in data center, configures HL7 specifications to send as JSON, and coordinates realtime messaging over SSL connection

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#### Financial Results – Income Statement

(\$000's)	Three Months Ended July 31, 2017	Three Months Ended July 31, 2016
Revenue	\$5,916	\$7,374
Net Gain (Loss) From Operations	(\$955)	(\$568)
Net Income (Loss)	(\$1,098)	(\$734)
Adj. EBITDA* Gain (Loss)	\$484	\$1,561

\*Streamline Health defines "adjusted EBITDA" as net earnings (loss) plus interest expense, tax expense, depreciation and amortization expense of tangible and intangible assets, stock-based compensation expense, significant non-recurring operating expenses, and transactional related expenses including: gains and losses on debt and equity conversions, associate severances and related restructuring expenses, associate inducements, and professional and advisory fees.

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#### Financial Results – Balance Sheet

(\$000's)	As of July 31, 2017	As of January 31, 2017
Cash & Cash Equivalents	\$2,916	\$5,654
Total Current Assets	\$9,186	\$11,945
Total Liabilities	\$19,419	\$20,950
Total Stockholders' Equity	\$9,217	\$11,839

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#### Summary

- First eValuator<sup>™</sup> contract complete
- Full suite of offerings continue to gain traction in the marketplace
- FY17 Guidance adjusted to \$26 -\$27M
- Significant potential for revenue upside through reseller agreements



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