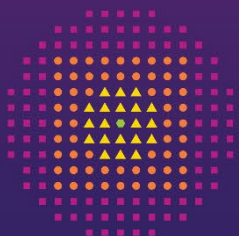
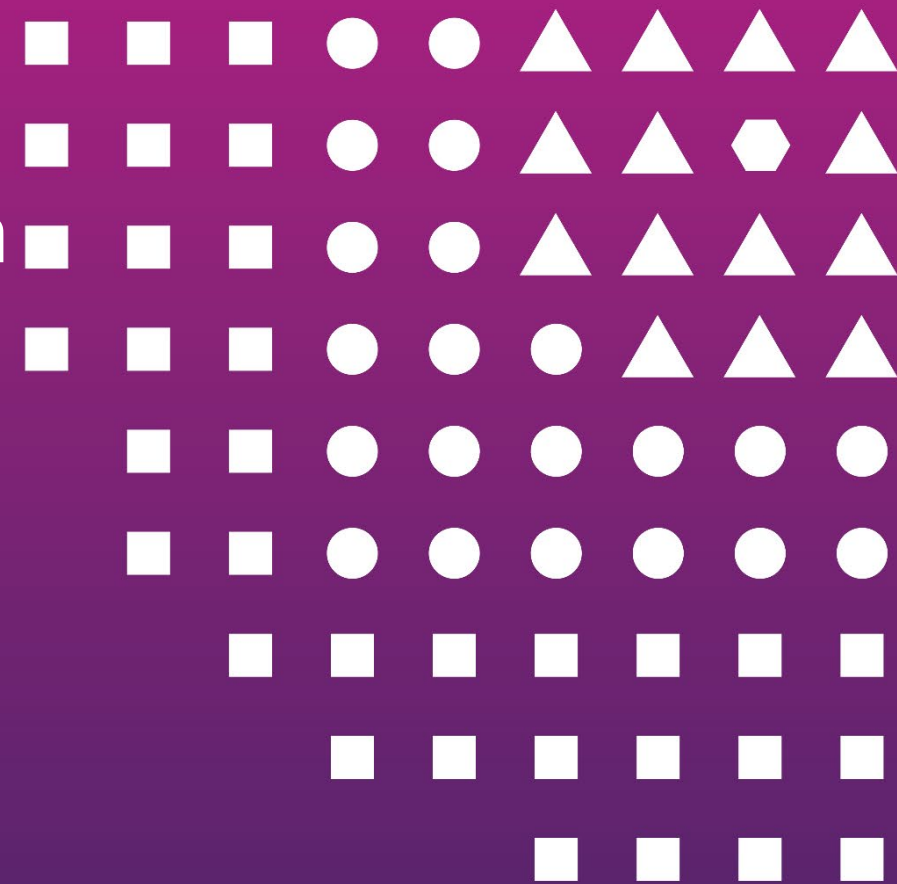


Streamline Health Investor Presentation  
Nasdaq: STRM  
January 2019

Enterprise Solutions and Services for  
Revenue Cycle Optimization



Streamline  
Health®

*Quality is the New Revenue™*

# 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**

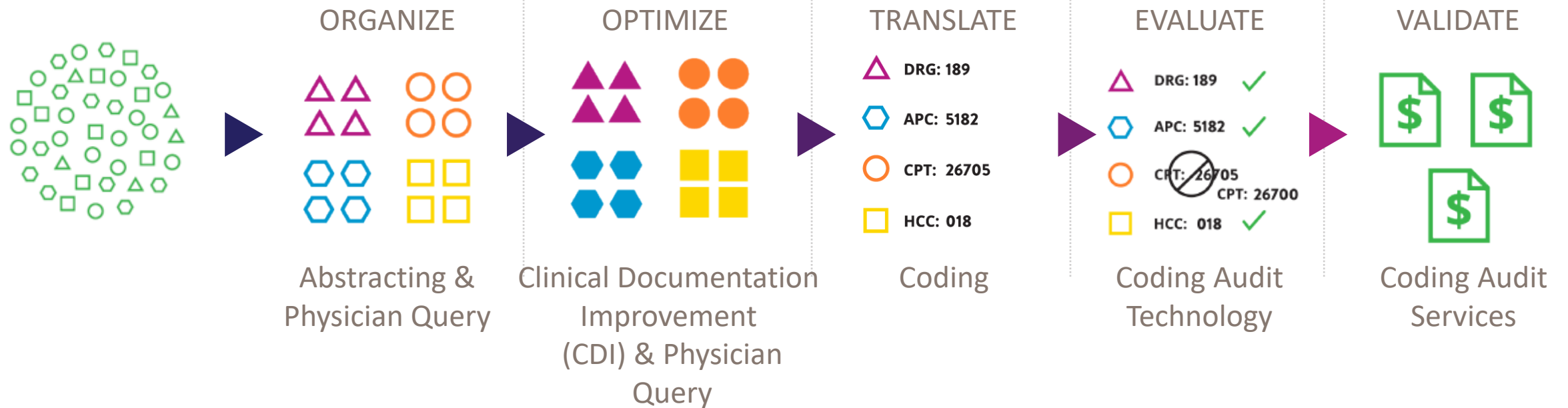
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# Streamline Health: Focused on the Middle of the Revenue Cycle

*Transforming Revenue Cycles into Revenue Streams*

## Clinical Data

## Compliant Revenue



# The Reality of Hospitals' Financial Performance



## Internal Challenges

- »Bad Debt/Cost to Collect
- »Denials/Underpayments
- »Days Not Final Billed (DNFB)
- »Coding Accuracy/Revenue Integrity



## Margin Pressures



## External Challenges

- »Recovery Audit Contractor (RAC) Audits
- »Medicare Admin Contractor (MAC) Audits
- »Affordable Care Act (ACA) Penalties & Ongoing Market Uncertainty
- »New Payment Models

**“Fitch: Healthcare Profit Margins Will Face Pressure in 2019”**

-Becker's Hospital CFO Report, December 3, 2018

**“Outlook is Negative for Nonprofit Hospital Sector, Moody's Says”**

-Becker's Hospital CFO Report, December 5, 2018

## Streamline Health Delivers Mid Revenue Cycle Optimization



Solutions & Services to Capture More Revenue & Mitigate Risk of Over-Billing

## Third Quarter 2018 Highlights

- Bookings nearly doubled YTD vs 2017
- Realization of continued cost containment
- Adjusted EBITDA to expand in Q4 and FY 2019

### 3Q18 Results

**\$5.4M**

Revenue, 82% Recurring

**\$0.8M**

Adj. EBITDA

**(\$0.7M)**

Net Loss

**\$1.1M**

Cash on Hand

**\$4.1M**

Debt

# Streamline Health® eValuator™ - Leading an Industry Movement

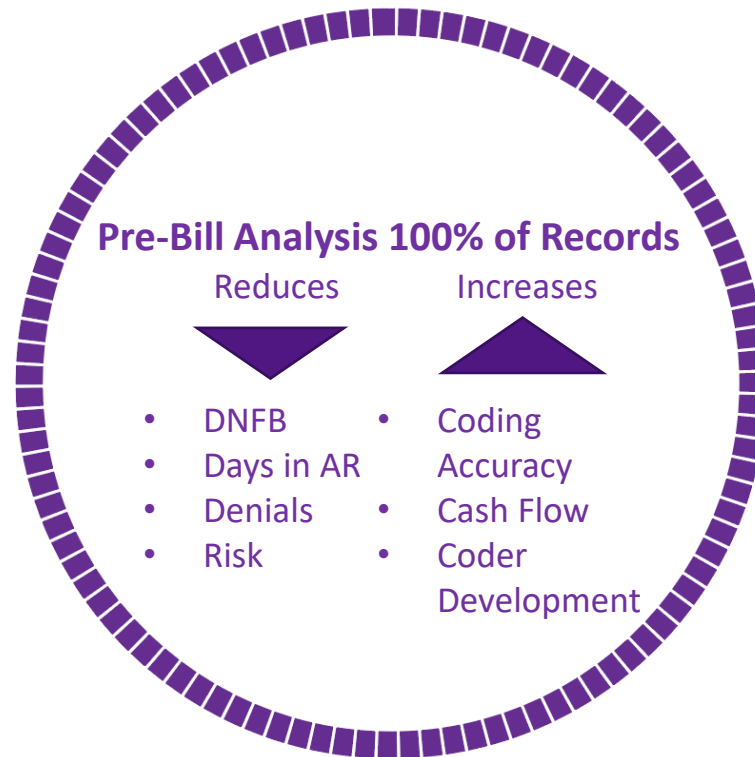
## A Better Approach

amazon

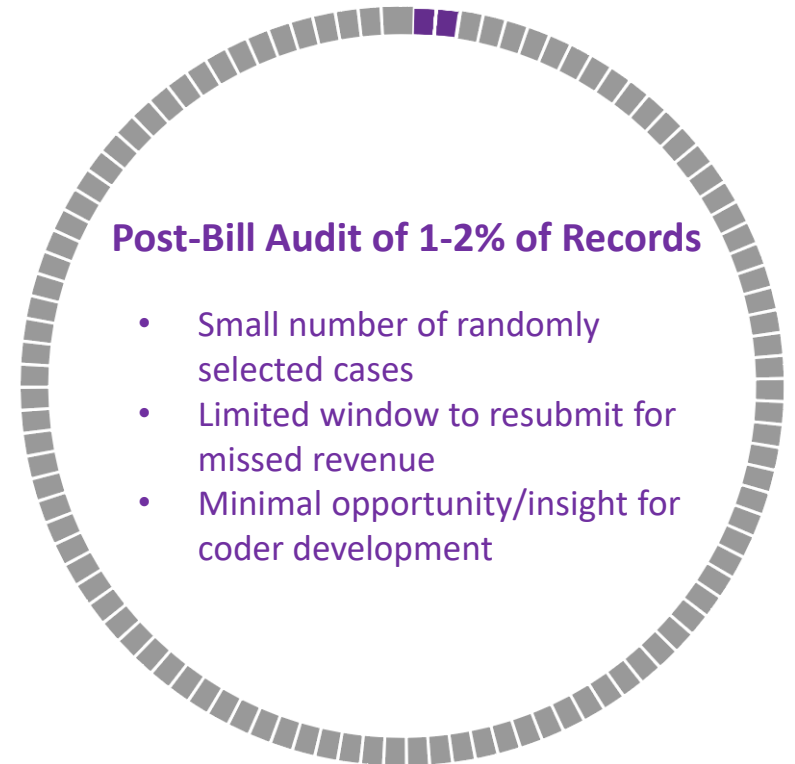
FedEx®



New Practice: Analyze  
Every Record *Before* Billing



Current Practice:  
Post Bill Audits



# Simple SaaS Implementation, Fast Time to Value

## Minimal IT Support



Configure Lightweight  
VPN Client



HL7 Message to  
Interface Engine



**<20 HOURS**

Required from  
your IT Team



## Minimal Disruption

### Integrates with Existing Systems:

- CAC/Abstracting
- Encoder
- CDI
- Billing



### EHR Agnostic

- Epic
- Meditech
- Allscripts
- McKesson
- Cerner



## Fast ROI

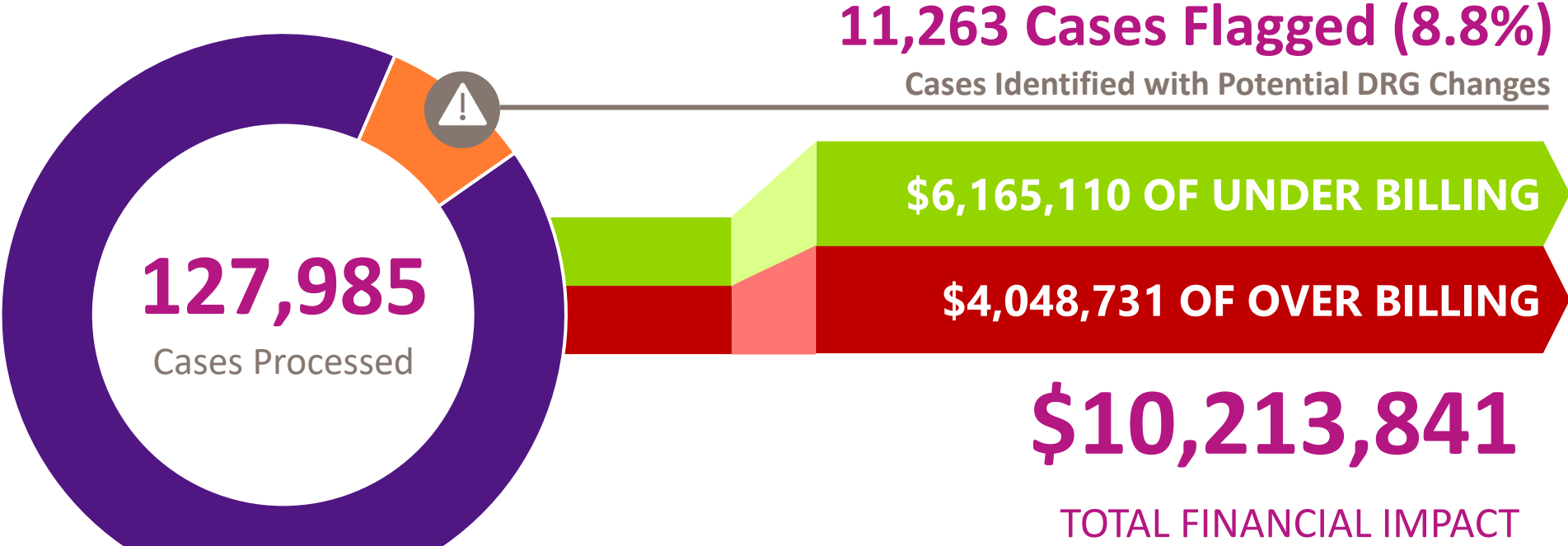


**45 DAYS**

- Improved Cash Flow
- Reduced Denials
- More Compliant Revenue
- Optimized Quality Ratings

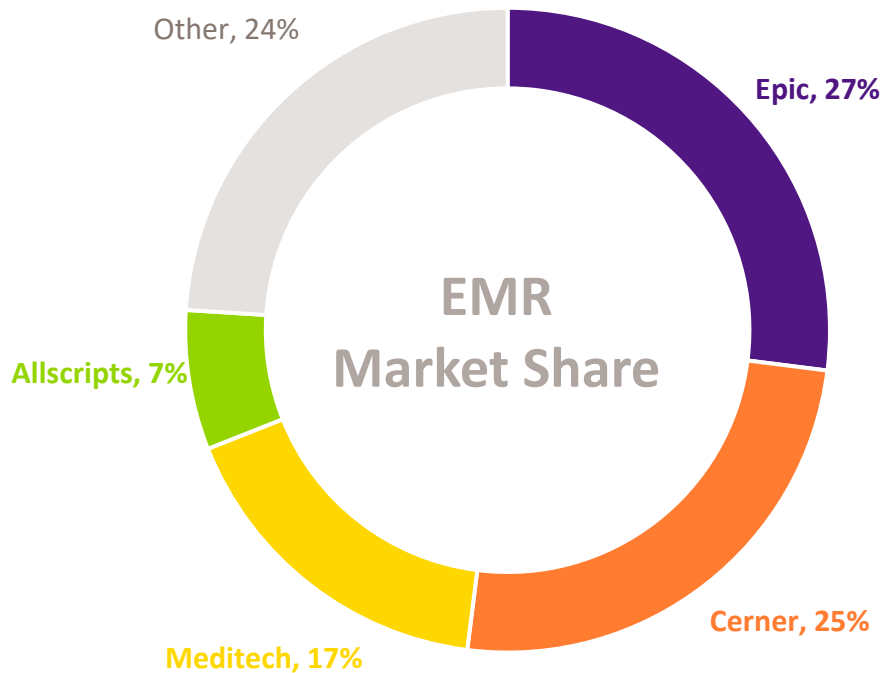
**6-10x ROI**

# eValuator™ Clients: Baseline Results








# Penetration of Key EMR Populations



- Epic, Cerner, Meditech & Allscripts are market leaders
- Majority of current eValuator™ clients are Meditech users
- Currently have 2 Epic-based eValuator™ clients, creating initial base of referenceable Epic clients

\*source: KLAS US Hospital EMR Market Share 2018

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

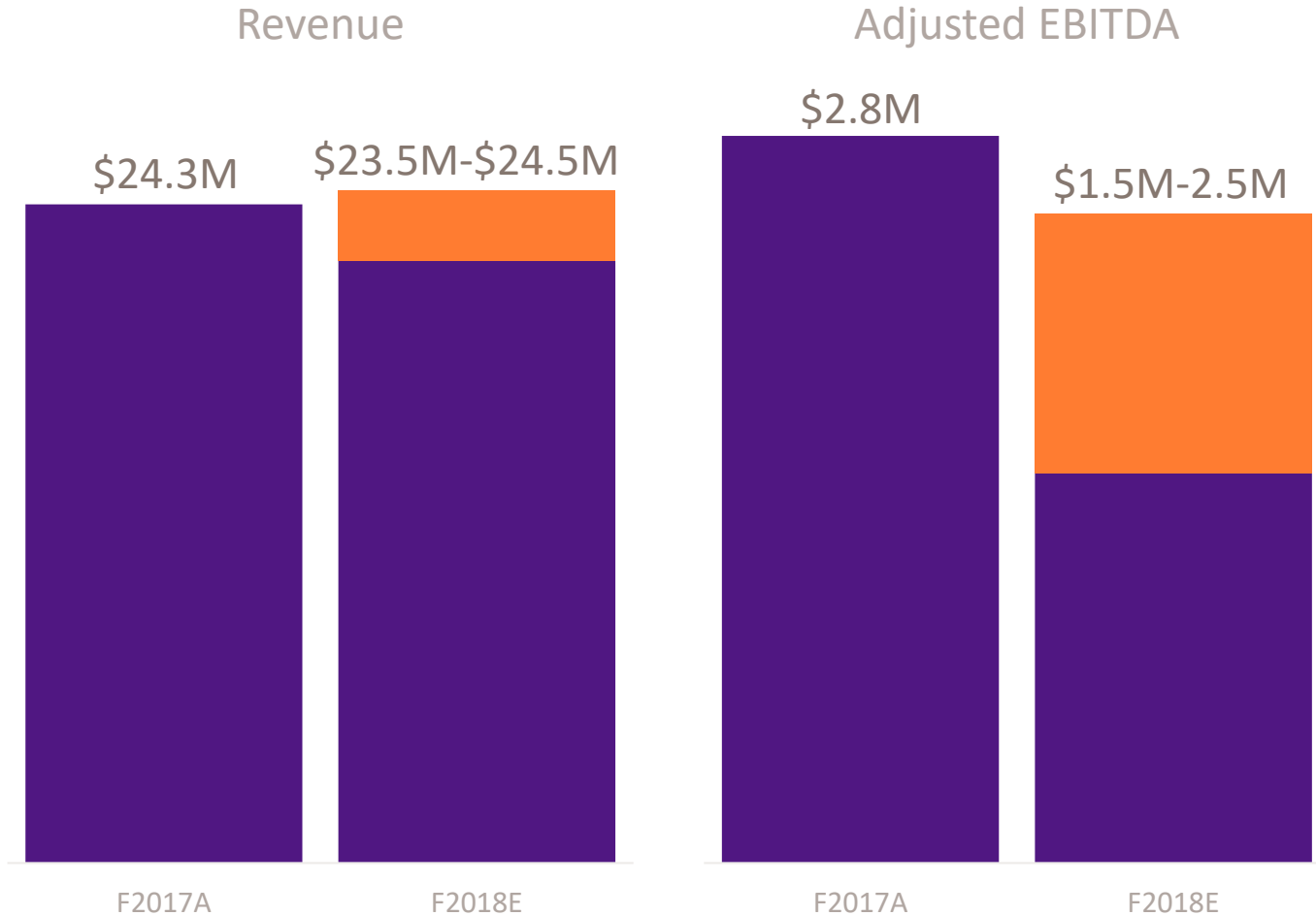
 <b>Inpatient Market</b> <ul style="list-style-type: none"><li>Consolidated</li><li>Same Purchase Decision Maker</li></ul>	Estimated eValuator Market Size	Tech-Enabled Services Market Size	Total	<b>\$705M</b>  Est. eValuator Software Annual Market Size
	<b>\$280M</b>	<b>\$40M</b>	<b>\$320M</b>	
 <b>Outpatient Market</b> <ul style="list-style-type: none"><li>Lower Value Patient Bill</li></ul>	<b>\$239M</b>	<b>\$363M</b>	<b>\$602M</b>	
 <b>Pro Fee Market</b> <ul style="list-style-type: none"><li>Fragmented</li><li>Smaller Value Bill</li></ul>	<b>\$186M</b>	<b>\$167M</b>	<b>\$353M</b>	<b>\$1.3B</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

# Streamline Health® Client Base



# 2018 Guidance



## Primary Drivers

### eValuator™

Expanding opportunities to include out-patient & pro-fee markets.

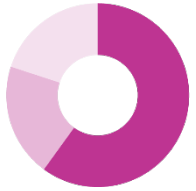
### CDI & Abstracting Solutions

Active pipeline including partner opportunities.

### Cost Controls

Maintaining the improvements from F2017.

# What's Next



Lead Industry Movement to Pre-Bill, On-Demand Auditing



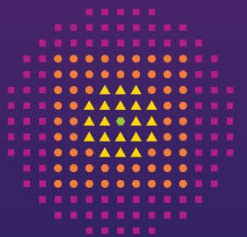
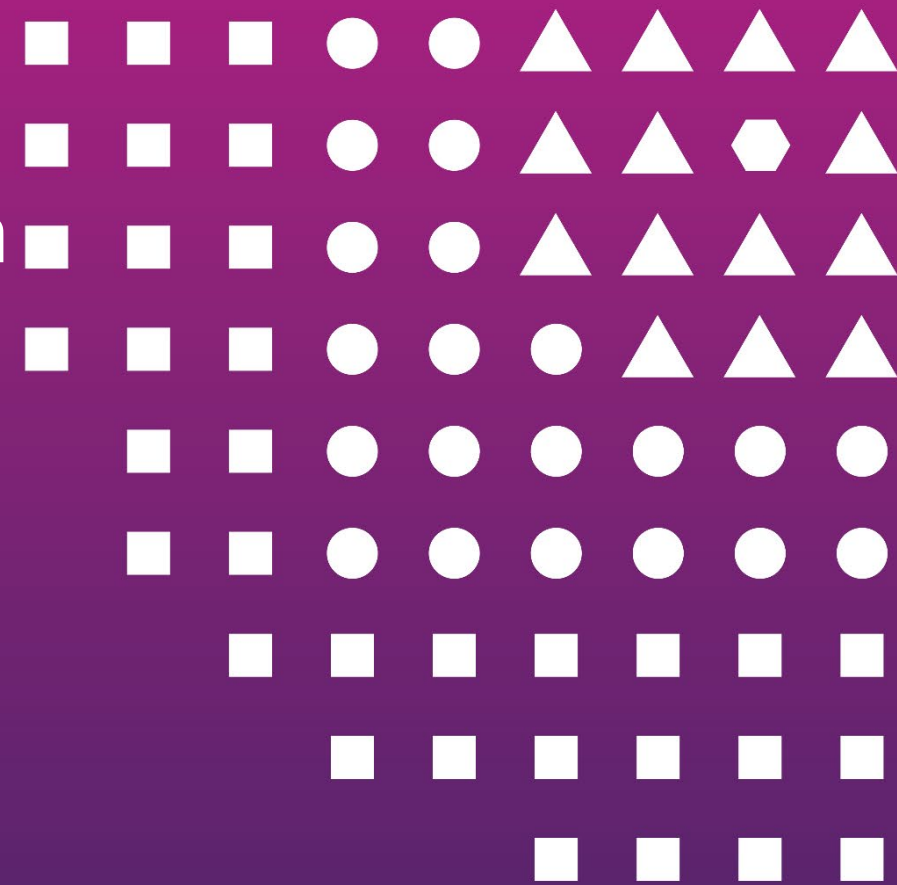
Expand and Leverage Reseller Partner Opportunities



Expand investment in Sales & Marketing to generate incremental revenue growth

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