# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, DC 20549

Form 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d) of the
Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): September 10, 2013

### **Streamline Health Solutions, Inc.**

(Exact name of registrant as specified in its charter)

**Delaware** (State or other jurisdiction of incorporation)

**0-28132** (Commission File Number)

31-1455414 (IRS Employer Identification No.)

1230 Peachtree Street, NE, Suite 1000, Atlanta, GA 30309 (Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code (404) 446-0050

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 7.01 — Regulation FD Disclosure.

Streamline Health Solutions, Inc. (the "Company") is furnishing presentation materials to be discussed at the Baird Health Care Conference in New York, New York on September 11, 2013, included as Exhibit 99.1 to this Current Report on Form 8-K. The Company undertakes no obligation to update these presentation materials in the future, except as may be required by law.

The information furnished pursuant to this Item 7.01, including Exhibit 99.1, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 (the "Exchange Act") or otherwise subject to the liabilities under that Section and shall not be deemed to be incorporated by reference into any filing of the Company under the Securities Act of 1933 or the Exchange Act.

Item 9.01 — Financial Statements and Exhibits.

(d) Exhibits

Exhibit No. Description of Exhibit

99.1 Streamline Health Solutions, Inc. Presentation Materials presented on September 11, 2013.

#### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange <i>F</i> undersigned hereunto duly authorized.	Act of 1934, the regist	ant has duly caused this report to be signed on its behalf by the
	Stream	nline Health Solutions, Inc.
Date: September 10, 2013	Ву:	/s/ Nicholas A. Meeks Nicholas A. Meeks Chief Financial Officer
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#### INDEX TO EXHIBITS

Exhibit No.	Description of Exhibit	
99.1	Streamline Health Solutions, Inc. Presentation Materials presented on September 11, 2013.	
	4	





## Investor Presentation September 2013

**NASDAQ: STRM** 

Knowledge Management for Healthcare Providers

### **Disclosure Statements**

#### 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

#### **TRADEMARKS**

Product or company names referenced herein may be trademarks or registered trademarks of their respective owners.

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## Streamline Health: A Clear Way Forward

Knowledge management solutions provider

Our Knowledge Management solutions aggregate unstructured and fragmented data across the clinical and financial spectrum of an admission or a visit- providing clients with intelligently organized, easily accessible insights, enabling better decision-making and better financial results.

Integrate with leading EMR, financial and clinical systems







High client retention with deeply embedded solutions 95% client retention due to subject matter expertise coupled with innovative, deep and broad solutions that integrate with the existing business process of our clients while delivering meaningful ROI.

Installed base of top tier clients presents sizable opportunity





Highly scalable SaaS model

SaaS model enhances recurring revenue profile - Q4 2012 vs. Q4 2011 recurring revenue grew 47%.

Proven management team

Management team with extensive healthcare information technology experience in both public and private equity or venture backed entities.

Macro market conditions driving growth

The increasing complexity of provider reimbursement strategies coupled with the demands of E H R implementations and a shift in coding metrics are drivers for growth.



### **Executive Team**

Name	Title	Years of Experience:			Browlevsky	
Name	Title	Streamline	Industry	Total	Previously	
Robert Watson	President & Chief Executive Officer	3	23	32	DocuSys, Concuity, Cerner (NASDAQ: CERN)	
Nicholas Meeks	Senior Vice President & Chief Financial Officer	2	6	9	Emdeon (NYSE: EM), Chamberlin Edmonds	
Richard Nelli	Senior Vice President & Chief Technology Officer	1	22	22	Optum (NYSE: UNH), Caremedic	
Matthew Seefeld	Senior Vice President, Solution Strategy	2	14	16	Interpoint Partners, Deloitte, Pw	
Michael Schiller	Senior Vice President, Sales & Marketing	2	22	22	AllScripts (NASDAQ: MDRX), GE Healthcare (NYSE: GE)	
Herbert Larsen	Senior Vice President, Client Services	1	25	26	Edifecs, Cigna (NYSE: CI), Arthur Andersen	
Carolyn Zelnio	Vice President & Chief Accounting Officer	1	1	16	Aderant, Witness Systems (NASDAQ: WITS), KPMG	

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## **Addressing Critical Healthcare Issues**

Streamline Health solutions address critical pain points for providers

	<b>Electronic Medical Records</b>	ICD-10 Transition	<b>Declining Reimbursements</b>
Issues	Providers must show "meaningful use" by 2015 (maximum reimbursement ends 2012)	ICD-9 to ICD-10 Conversion by October 1, 2014	Payor denials and lack of timely reimbursements squeeze profits
Opportunities	HITECH/ARRA is just the beginning of the EMR life cycle	Over 140,000 new codes in ICD-10	With decreasing profit margins, providers will rely on business analytics tools to help them protect their revenue
Solutions	Enable access to unstructured data from within the EMR with MU certified EHR module	Computer Assisted Coding (CAC) solution addresses ICD-10 conversion issues	Accelerate coding, billing, A/R collection and increase visibility of financial KPIs with business analytics

## **Growing Addressable Market**

### Favorable Industry Fundamentals Support Long-Term Market Growth

#### **Compelling Market Fundamentals**

- 50% of providers expect to purchase a computer assisted coding solution in the next two years (1)
- 3,116 of the 5,754 registered hospitals in the U.S. are using an EMR system we integrate with (2)
- Estimated 800+ hospitals were using business analytics solutions in 2012; that number is expected to grow to 2,800+ by 2016 with a CAGR of 41% (3)
- Worldwide HCIT spend was approximately \$85 billion in 2010; projected to be \$185 billion in 2020 (4)

#### **Current Market Focus**

- Over 1,700 acute care hospitals > 200 beds in the U.S. and affiliated physician groups
- Economic buyer = CFO and/or CIO
- Functional buyers = HIM, RCM, PFS, CDI, Coding

[1] KLAS Report – Computer Assisted Coding: A Glimpse at the Future of HIM Technology [2] Modern Healthcare: By the Numbers 2012-2013

#### **Potential New Markets**

- Long term care
- Home health
- Alternate site (ambulatory)
- Accountable care organizations

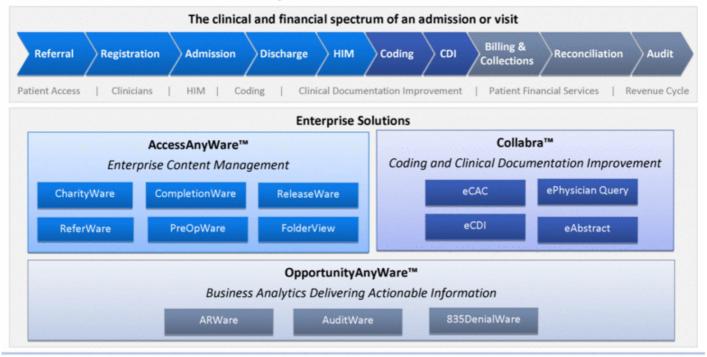
[3] Frost and Sullivan report: U. S. Hospital Health Data Analytics Market [2012] [4] Gartner and Cerner estimates

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### **Actionable Information and Knowledge Management**

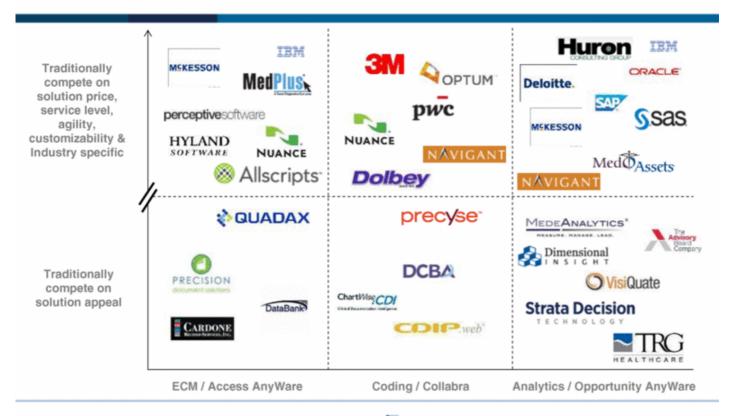
### **Solutions Across the Patient Experience**



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### **Competitive Landscape**



### **Case Studies**







#### BACKGROUND:

Implemented OpportunityAnyWare to deliver sophisticated business intelligence technology with in-depth analysis and workflow tools to identify and prioritize areas of financial opportunity

#### RESULTS:

- \$6 million improvement in cash flow above net revenues
- Shaved 5+ days in outstanding accounts receivable
- Decreased average monthly denial write-offs from \$750,000 to \$300,000, resulting in estimated annual net revenue improvement of \$1 to \$2 million
- Generated highest cash month in history within 60 days
- · Increase monthly collections by 10%
- Average monthly cash payments increased \$2.6 million

#### BACKGROUND

Implemented OpportunityAnyWare in May 2011 while on trackto be under budget for fiscal year end cash goal

#### RESULTS:

- Redesigned LPCH's AR process
- Used OpportunityAnyWare to stratify the outsourced low dollar accounts
- Post-implementation delivered highest cash month of over \$10 million
- Collections rose 12.7%
- Average monthly cash payments increased \$6.9 million

#### BACKGROUND:

Sarasota Memorial wanted to improve the quality and safety of patient care, ease the burden on physicians, and strengthen outcomes with optimized access to information.

#### ESULTS:

- Delivered access to and completion of the entire medical record from one user interface regardless of the origination of information – paper or electronic, internal or external
- EnhancedSMHCS's vision by emphasizing document management enterprise-wide vs. departmental application only
- All medical records available to physicians online
- Decreased chart coding time from 5 to 2 days for Discharged Not Final Coded (DNFC)
- Records scanned and available within 48 hours of discharge

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## Go-To-Market Strategy

### Strategy: Focus on Cross Selling Existing Clientele

 Existing client base represents \$78M recurring revenue potential (OpportunityAnyware and Collabra only)

### **Direct Sales Force:**

- Today: 8 Quota-Carrying Salespeople (12 total Sales & Marketing)
- By fiscal year-end: add 4-7 additional Quota-Carrying
- Target: Large, Complex Healthcare Provider Systems 250+ beds

### **Indirect Sales/Channel Partners**

- Current Channel Partners Include FTI, nTelagent, Rsource
- Target: Primarily <250 bed Healthcare Providers</li>



## **Financial Performance**

		TTM Q2 13
	TTM Q2 12	77.5%
Recurring revenue % total	77.1%	48.2%
Recurring revenue growth	24.2%	54.4%
Gross margin	51.5%	\$51.9
Backlog (\$ millions)	\$32.2	



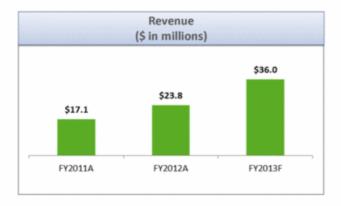


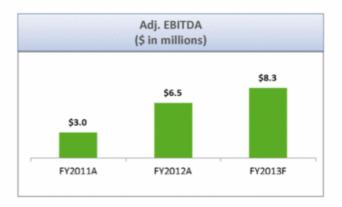


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## **2013 Strategic Goals and Projections**





#### Key Strategic Goals FY 2013

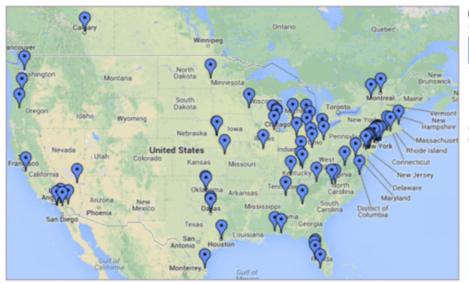
- 1. Continue to invest in Sales & Marketing infrastructure
- 2. Consolidate infrastructure in Atlanta
- 3. Expand solutions suite to meet the growing needs of our target client base

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### **Current Client Base**

Installed base of top tier clients presents sizable opportunity: 104 clients, 464 sites





















## **Company Summary**

A leading provider of SaaS-based enterprise content management, business analytics, computer assisted coding (CAC), and clinical documentation improvement (CDI) solutions for healthcare providers.

Exchange/Ticker	NASDAQ: STRM
Share Price (52 Week Range)	September 6, 2013: \$7.10 <i>(52 Week High - \$7.80, Low - \$3.85)</i>
Common Shares Outstanding	13.0 million
Market Cap	September 6, 2013: \$92.3 million
Cash	\$5.4 million (July 31, 2013)
Bank Debt	\$13.1 million (July 31, 2013)
TTM Revenue	\$28.5 million (July 31, 2013)
TTM Adj. EBITDA	\$6.6 million (July 31, 2013)
Number of Associates	100

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