

Opollo Technologies Executive Summary

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Customer Profiles (What Our Customers Value)	
Healthcare Facilities: Ambulatory Surgery Centers (ASCs) & Hospitals	Payers: Health Insurance Companies
Revenue growth	Lower costs by directing as many subscribers (i.e., patients) to high quality, low cost healthcare facilities as possible
Improving ambulatory access	Efficient healthcare facilities (subscribers receive care faster)
Minimizing unwarranted clinical variation	Granular insights into provider supply within a geographical area
Innovative approaches to expense reduction	
Advancing their revenue cycles	

Customers' Problems	
Healthcare Facilities: Ambulatory Surgery Centers (ASCs) & Hospitals	Payers: Health Insurance Companies
↑ operating room (OR) costs	Difficulty finding high quality, low cost facilities to send subscribers (i.e., patients) to
↓ revenue opportunities (opportunity cost)	Higher costs
↓ patient, surgeon, OR staff, and executive satisfaction	Increased subscriber demand
COVID-19 pandemic's financial devastation on these facilities (50% of US hospitals at risk of bankruptcy) The factors above lead to unhappy customers and shareholders	

Solution: Opollo Technologies Ecosystem

- **Opollo Technologies Ecosystem (Healthcare Facilities Value Proposition)**
 - **Opollo™**
 - **Operation:** Artificial intelligence algorithm which provides more accurate surgery duration forecasts
 - **Benefit:** More accurate surgery duration forecasts increase operating room efficiency resulting in additional surgical time slots, this translates into positive ROI through several opportunities:
 - Streamlined scheduling, resulting in reduced overhead
 - Increased revenue from the additional surgeries which can be scheduled
 - Commoditized surgical scheduling time slots, resulting in secondary market opportunity for increased capacity utilization
 - **Opollo Exchange**
 - **Operation:** Secondary market for surgical scheduling time slots which accounts for geographic footprints allowing for easier recruitment of additional revenue opportunities at healthcare facilities
 - **Benefit:** Healthcare facilities will be able to drive ROI through several opportunities:
 - Increased revenue from selling open operating room time slots to payers for their utilization management purposes
 - Acceleration of the revenue cycle acceleration (healthcare facility receives its fee upfront)
 - 100% free for Opollo™ customers
- **Opollo Technologies Ecosystem (Payers Value Proposition)**
 - **Opollo™**
 - **Operation:** Artificial intelligence algorithm which provides more accurate surgery duration forecasts
 - Benefit:** More accurate surgery duration forecasts increase operating room efficiency resulting in additional surgical time slots, this translates into positive ROI through several opportunities:
 - ◆ Streamlined scheduling
 - ◆ Increased efficiency at healthcare facilities
 - ◆ Subscribers receive care faster
 - ◆ Commoditized scheduling time slots made available through Opollo Exchange
 - **Opollo Exchange**
 - **Operation:** A secondary market for surgical scheduling time slots which accounts for geographic footprints allowing for easier implementation of utilization management procedures at payers
 - **Benefit:** Payers will be able to drive ROI through several opportunities:
 - Rerouting subscribers (patients) from expensive inpatient healthcare facilities to high quality, low cost outpatient surgery centers, reducing insurance claim payouts and facilitating a smooth transition to value-based care
 - Increase competition amongst healthcare facilities using free market principles
 - Provide payers more granular insights into supply within a geographic area
 - Provider relationship management, allows better and more accommodative options for patients