Maximizing Return on Investment:

Unleashing the Power of Enlitic's Innovative Healthcare Solutions

Contents

INTRODUCTION

In today's rapidly evolving healthcare landscape, hospitals and medical institutions are constantly seeking innovative ways to enhance patient care, streamline operations, and optimize resource utilization. As the industry grapples with mounting challenges, such as rising costs, limited resources, and increasing patient volumes, the demand for efficient, data-driven solutions has never been more critical.

Enlitic presents an extraordinary opportunity for healthcare providers to revolutionize their operations and unlock substantial returns on investment (ROI). This whitepaper aims to explore Enlitic's innovative products and delve into the potential areas where hospitals can save valuable resources, including money, time, and human effort.

Enlitic's suite of intelligent healthcare solutions harnesses the power of AI and deep learning algorithms to transform how medical data is processed, analyzed, and utilized. By seamlessly integrating into existing workflows, Enlitic's technologies enable healthcare providers to improve clinical workflows, increase productivity and expand their capacity.

In this whitepaper, we will discuss the numerous benefits Enlitic offers for hospitals seeking to optimize their ROI. We will explore how Enlitic's AI-driven solutions can significantly reduce costs, enhance operational efficiency, and expedite the delivery of quality care.

Furthermore, we will uncover the potential areas where hospitals can save substantial amounts of money by leveraging Enlitic's technology. By automating time-consuming tasks, optimizing resource allocation, and enabling proactive decision-making, Enlitic empowers healthcare providers to allocate their resources strategically and redirect savings towards patient care, infrastructure development, and staff training.

In conclusion, this whitepaper serves as a comprehensive guide for healthcare providers seeking to unlock the remarkable potential of Enlitic's innovative solutions. Join us as we embark on an enlightening journey into the transformative capabilities of Enlitic and discover how your institution can achieve maximum ROI while delivering exceptional healthcare services.

RETURN ON INVESTMENT

In today's dynamic and competitive healthcare landscape, providers of all sizes and industries are continually seeking ways to maximize their investments and achieve sustainable growth. ROI has long been recognized as a crucial performance indicator, serving as a fundamental measure of success for businesses across the globe. However, comprehensively understanding and effectively measuring ROI requires a deep dive into various metrics and areas of analysis.

When calculating ROI, several components should be considered to ensure an accurate assessment of the profitability and effectiveness of an investment. Here are the key components to consider:

Investment Cost: The initial cost of the investment is a fundamental component. It includes all expenses associated with acquiring and implementing the investment, such as purchase costs, installation costs, training expenses, and any other upfront expenditures.

Return/Profit: The return or profit generated by the investment is another crucial factor. It represents the financial gains resulting from the investment, which can be in the form of increased revenue, cost savings, or other tangible benefits. It is essential to quantify the returns in monetary terms.

Time Period: The time over which the ROI is calculated is significant. It determines the duration for which returns are evaluated and compares the investment cost. The period should be consistent and appropriate for the specific investment being analyzed.

Additional Costs: Apart from the initial investment cost, there might be ongoing expenses associated with the investment. These costs can include operational costs, maintenance fees, licensing fees, upgrades, and any other recurring expenditures relevant to the investment. It is crucial to include these costs in the ROI calculation to obtain a comprehensive view.

Benefits/Returns Timing: The timing of returns is crucial for ROI calculations. Some investments may generate immediate returns, while others may have a delayed impact. It is essential to consider the time it takes for the investment to start generating positive results and how those returns are distributed over time.

Risk and Uncertainty: Assessing the risk and uncertainty associated with investment is important. Higher-risk investments may have a higher expected return, but they also carry a greater chance of failure or lower-than-expected returns. Understanding and factoring in the risk profile of the investment is essential for a realistic ROI calculation.

Benchmark/Comparison: It can be helpful to compare the ROI of the investment against a benchmark or alternative investment opportunities. This provides context and helps evaluate whether the investment is performing well relative to other options.

INVESTMENT COST

The initial investment cost is a fundamental component of an ROI calculation. It includes all expenses associated with acquiring and implementing the investment, such as purchase costs, installation costs, training expenses, and any other upfront expenditures. For this whitepaper, we will assume a facility generates 100,000 studies per year to make calculations simple.

VISIT

HTTPS://ENLITIC.COM/CURIE-ENDEX/ROI-CALCULATOR/

TO CALCULATE YOUR ACTUAL ROI POTENTIAL

INITIAL COSTS

The initial cost serves as the baseline against which the subsequent returns or benefits are measured to determine the overall profitability or success of the endeavor. By comparing the initial cost to the subsequent returns generated over a specific period, the ROI can be calculated to evaluate the efficiency and profitability of the investment. It should be noted that this example assumes the use of a facility's existing infrastructure such as hardware, VM licenses and network. These additional costs should be considered if new purchases are required.

EXAMPLE: Investment Costs for 100,000 studies per year

TABLE 1: INVESTMENT COSTS

ENDEX Investment Costs					
	Price/Time	**Hourly Rate**	**Total**	**TCV[1]**	**Cost/Study[2]**
Purchase Price/Annum	$0.25/study	N/A	$25,000	$75,000	$0.25
Implementation					
Enlitic	-	N/A	$20,000	-	$0.20
Total Software, Implementation and Training Costs			**$45,000**	**$95,000**	**$0.45 /study**
Implementation					
Customer PACS Administrator	80 hrs.	$47/hr.[3]	$3,760	-	$0.04
Training					
PACS Administrator	4 hrs.	$47/hr.	$188	-	$0.00188
Lead Technologist	1 hr.	$45/hr.[4]	$45	-	$0.00045
Radiologist	1 hr.	$159/hr.[5]	$159	-	$0.00159
Technical Training					
Network Administrator	2 hrs.	$66/hr.[6]	$132	-	$0.00132
Total Customer Implementation and Training Investment[7]			**$4,284**	**$99,284**	**$0.04284/study**
Total Cost of Investment			**$49,284**	**$99,284**	**$0.49/study**

[1] Assumes 3-year contract.
[2] Based on 100,000 studies/annum
[3] https://www.salary.com/research/salary/benchmark/pacs-administrator-hourly-wages
[4] https://www.ziprecruiter.com/Salaries/Lead-Radiologic-Technologist-Salary
[5] Radiologists (bls.gov)
[6] https://www.salary.com/research/salary/benchmark/network-administrator-i-hourly-wages
[7] Investment is internal one-time costs of staff time, not additional monetary charges.

LICENSE COSTS

Enlitic software is licensed on an annual subscription model, based on the volume of studies acquired by the facility. Under the Enlitic subscription model, customers enter into an End User License Agreement with Enlitic, granting them continuous access to the offerings for as long as the subscription remains active.

Subscription costs include:

- *Base Fee:* The primary cost associated with the subscription and covers the Enlitic framework and the software application.
- *Add-Ons:* Optional add-ons that customers can purchase to enhance their experience or access additional features. These may include ENCOG or ENCODE (when available).
- *Taxes and Fees:* Applicable taxes, such as sales tax or value-added tax (VAT), may be added to the subscription cost.
- *Upgrades and Updates:* Any new releases of software that are right of the decimal (e.g., v1.2 to v1.3 or v1.1.1 to v1.1.2…) are included in the subscription price. Any new releases that are to the left of the decimal (e.g., v1. to v2.0) may be considered a new product and are not included in the subscription, unless otherwise noted.
- *Maintenance and Service:* Any technical or clinical support calls, bug and defect reports or service calls are included in the subscription price for the length of the contract.

IMPLEMENTATION COSTS

Implementation efforts require access to the customer's staff, typically a PACS Administrator, for approximately 80 hours. The PACS Admin will assist with routing of data, identifying hanging protocol changes and administering the system in the early days. Enlitic charges a flat rate based on the number of people the facility requires to be trained.

TRAINING COSTS

Training is simple and quick. Providing users with an overview of what the system will do, how to troubleshoot issues and general maintenance activities covers the spectrum of training.

Subscription Model

A subscription model refers to a business model in which customers pay a recurring fee at regular intervals, typically an annual basis, to access and use the Enlitic products.

To ensure customer satisfaction and retention, Enlitic focuses on delivering ongoing value, maintaining high-quality customer support, and fostering engagement with their subscriber base. The model also allows for continuous improvement based on customer feedback, flexibility, and data analytics, enabling Enlitic to enhance their offerings and address evolving customer needs.

RETURN/PROFIT GENERATED

The return or profit generated by an investment is a key factor in assessing its success and determining the ROI. It represents the financial gains or benefits resulting from the investment. Here are some key points to consider:

INCREASED REVENUE

One way an investment in Enlitic can generate returns is through increased revenue. This will occur when ENDEX enables more efficient workflows for radiologists by applying the correct hanging protocols and loading the correct reporting templates, thus saving time with the report turnaround time. ENDEX will ensure the correct studies are routed to the radiologist's worklist, reducing time spent searching for patients. The additional revenue generated directly contributes to the return on the investment.

EXAMPLE: Increased Revenue from Radiologist Reporting Efficiencies

TABLE 2: Additional Revenue Capture

INCREASED REVENUES					
	CT	**MR**	***US*[8]**	**XR**	**Total**
AVAILABLE REPORTING TIME[9]	14,527 min	8,546 min	*21,839 min*	46,715 min	94,950 min[10]
AVE/EXAM[11]	14.7 min/study	17.4 min/study	*3.8 min/study*	1.9 min/study	4.9 min/study
TIME SAVINGS	1.44 min	1.71 min		0.19 min	0.49 min
EXAMS/YR.	988[12]	491[12]		24,587[12]	26,066[12]
EFFICIENCY GAINS[13]	9.8%	9.8%		9.8%	9.8%
ADDITIONAL EXAMS	97	48		2,410	2,555
POTENTIAL REVENUE	**$19,464**	**$15,759**	**-**	**$129,803**	**$165,026**

Table 2 demonstrates the average time to report exams from the different modalities. By reducing the reporting time by 10% as seen by TMC, a facility could report an additional 2,500 studies per year equating to more than $165,000 per year in new revenues. This assumes that facilities are overburdened with patient studies and have a backlog. Some facilities utilize nighthawk reading services to help reduce the backlog and cover after hours services which are more costly and a loss of revenue for the radiologists.

REVENUE CALCULATIONS

Based on the TMC report of 9.8% efficiency gain applied across all reporting areas (CT, MR, US, XR) the average reimbursement for ALL exams in each modality was calculated from the 2023 Outpatient Hospital Radiology Fee Schedule by averaging all reimbursement for each modality and calculating an average fee per study. Using the study mix from the U.K study we multiplied the increase in exams by modality by the average reimbursement rate to calculate potential increase in revenues. This number can flex depending on the actual study mix performed by the facility and the reimbursement rates of the region or insurance company.

CT Average Exam Reimbursement	MR Average Exam Reimbursement	US Average Exam Reimbursement	XR Average Exam Reimbursement
$200.66/exam	$328.31	$74.40	$53.86

[8] Ultrasound is included only to keep the case mix consistent and not slanted towards CT, MR, XR

[9] https://axisimagingnews.com/miscellaneous/radiologist-productivity-benchmarks-slacker-or-slave Using the assumption that caseload time must be less than coverage time. It is not reasonable to expect any physician to handle clinical workload 100% of the hours worked. An arbitrary assumption was made that reading 75% of the available hours available would allow for interruptions, breaks, consultations, patient procedures, and any other activities that would take away from interpretation time.

[10] Radiology Practice in the United States: Overview from the American College of Radiology - HealthManagement.org Calculations for time available are based on the report that radiologists work 50 hours per week, with 104 weekend days, 40 vacation days per year, and 10 statutory holidays. 365-(104+40+10) = 211 days x10 hours/day = 2,110 hours x 60 min/hour = 126,600 working hours x75% interpretation time = 94,950 hours of reading exams per year

[11] https://onlinelibrary.wiley.com/doi/10.1111/1754-9485.12092 Study reporting times calculated from the study measuring radiologist workload may vary between facilities based on complexity of patient and practice protocols. Example calculation from the study: 432,900 minutes/29,450 reports = 14.7 minutes per CT study

[12] Statistical-Release-18th-May-2023-PDF-471KB-1.pdf (england.nhs.uk)

[13] https://enlitic.com/webinars/tmc-curieendex-customer-dives-into-their-results/ Efficiency gains from review of study turnaround times at TMC, U.K.

Imaging Study mix breakdown[14]

XR	US	CT	MR	FLOURO	NM	PET CT	SPECT	PHOTO	TOTAL
21,366,520	9,966,770	6,647,255	3,904,805	857,905	312,235	246,145	40,395	53,480	43,395,500
49.2%	23%	15.3%	9%	1.97%	0.7%	0.5%	0.1%	0.1%	100%

A study published in the Journal of the American College of Radiology[15] reported that the average backlog of radiology cases across different institutions was 4,355 cases, with some institutions having backlogs exceeding 10,000 cases. This is delayed revenue that could be captured sooner, easing revenue cycle management by speeding up reporting times.

COST SAVINGS

Investments can also generate returns by reducing costs. By implementing Enlitic's technology, optimizing processes, and streamlining operations, providers can achieve cost savings. These savings may come from reduced labor expenses, improved efficiency, or decreased waste. Cost savings directly impact the return on investment by improving the profitability of the business.

With the implementation of Enlitic there are several areas where cost savings can be realized:

Optimizing processes:

39-394 HOURS PER YEAR

SAVED BY PACS ADMIN NOT HAVING TO FIX PROTOCOLS

Enlitic's technology can automate routine administrative tasks, such as data routing and orchestration, leading to time and cost savings for PACS administrators. By reducing manual workloads, Enlitic enables a focus on patient care, enhancing productivity and efficiency while potentially reducing labor costs.

A major task every PACS Administrator must deal with is the need to fix display protocols. They can spend between 2-5 hours per week[16] fixing hanging protocols.

TABLE 3: Hanging Protocol Savings

Time Spent Fixing Protocols	ENDEX Savings (76%)[17]	Hrly. Cost	Total Savings[18]
52 hrs./yr.	39 hrs./yr.	$47/hr.	$1,833/yr.
104-260 hrs./yr.	78 - 197 hrs./yr.	$47/hr.	$3,666 - $9,259/yr.
312-520 hrs./yr.	236 – 394 hrs./yr.	$47/hr.	$11,092 - $18,518/yr.
>520 hrs./yr.	>394 hrs./yr.	$47/hr.	>$18,518/yr.

A recent poll on social media channels to various radiology groups revealed that PACS Admin spend on average 36 minutes per day fixing corrupt hanging protocols.[19] This time could be better spent elsewhere and implementing ENDEX can address incorrect displays 76% of the time.

Reasons for hanging protocols to break include:

[14] Statistical-Release-18th-May-2023-PDF-471KB-1.pdf (england.nhs.uk)
[15] https://radiologybusiness.com/topics/healthcare-management/healthcare-economics/large-volume-radiologist-reporting-backlogs-urgent-global-issue
16 PACS poll conducted on LinkedIn.
[17] Assumes ENDEX impacts 76% of CT, MR, XR hanging protocol display.
[18] Based on 100,000 exams, 73,500 exams (49% of XR, 15% CT, 9% MR mix from [10] above) are impacted by ENDEX (at rates of XR 70%, CT 80%, MR 100%) resulting in 75.7% of potential exams requiring interaction or potential time saved that is currently spent fixing protocols
[19] https://healthimaging.com/topics/health-it/enterprise-imaging/day-life-pacs-administrator

- The RIS may build a new radiology procedure but forget to provide the new exam information to PACS meaning the study/series descriptions do not match existing protocols.
- Exam parameters (DICOM Study Description, DICOM Series Description, Laterality (left, right, both, etc.), Body Part equivalency (CR Skull versus CT Head versus MR Brain), additional series descriptors such as sagittal versus axial versus coronal or T1 versus T2, Fat Sat versus GRE versus GRASS, etc.) may be entered incorrectly at the modality.

Outsourcing Reporting:

Outsourcing of exams to external teleradiology companies has an impact on costs – potentially positive and negative impacts. In many cases hospitals use third parties to reduce the cost of reporting as overseas radiologists tend to be cheaper. There are reports of negative feedback on the quality of outsourced reporting, impacting patient care, however, they continue to be used by about half[20] of US radiology practices to obtain preliminary reports for nighthawk services.

In the U.K. 14% of the reporting of exams are outsourced, due to the shortfall of radiologists.[21] This cost the NHA upwards of £206M in additional payments to radiologists for work beyond contracted hours and fees paid to outsourcing companies[22]. Funds are reported to have been more than able to offset the costs of in-house radiologists. The average radiologist generates an estimated $1.9M[23] in gross revenue for a facility.

By enabling the radiologists to be more efficient through the implementation of ENDEX, the in-house reading of exams will reduce costs spent to outsourcing exams and keep that revenue within the reading group. Hidden or unaccounted costs such as contract development and negotiation, performance monitoring and switching costs can be prevented if studies are able to be read in-house.

INTANGIBLE BENEFITS

Besides increased revenue and cost savings, investments in Enlitic can provide several intangible benefits that contribute to the return. For example, reducing manual intervention and mouse clicks or eliminating low value, mundane tasks can increase employee job satisfaction. When the PACS works as expected, radiologists can reduce the amount of time spent reporting, freeing time for other tasks and being more productive. PACS Administrators then have less contentious issues to deal with, which makes them happier. These intangible benefits indirectly translate into financial gains by improving overall business performance.

According to a 2022 Medscape survey, radiology ranked 20th in terms of workplace happiness. Only 22% of radiologists claim to be very happy in the workplace.[24] They also reported high rates of feeling burned out with 50% claiming “too many hours at work” as the main reason for burn out. The American Medical Association[25]

REDUCE OUTSOURCING NEEDS

WITH MORE EFFICIENT REPORTING LESS DEPENDENCY ON TELERADIOLOGY TO OFFSET WORKLOADS IS REQUIRED

[20] Radiology Practice in the United States: Overview from the American College of Radiology - HealthManagement.org
[21] NHS sends X-rays abroad amid acute UK shortage of radiologists | Financial Times (ft.com)
[22] Diagnostic radiology – our patients are waiting too long ... (rcr.ac.uk)
[23] www.jacksonphysiciansearch.com/wp-content/uploads/2018/11/Jackson-Physician-Search-Physician-Recruitment-The-Cost-to-Hire-and-Return-on-Investment.pdf
[24] https://www.medscape.com/slideshow/2022-lifestyle-radiologist-6014784?reg=1#5
[25] https://www.ama-assn.org/practice-management/physician-health/how-much-physician-burnout-costing-your-organization

estimates that physician burnout can range from $500K to $1 million.

TABLE 4: Tangible Benefits Impacting Costs

10% EFFICIENCY GAINS

REDUCE REPORTING TIME TO RECLAIM TIME

Employee Turnover	
Impact	***Cost***
20% of radiologists separated from a practice in a single year. 41% of radiologists left at least one job within 4 years.[26] 59.8% of radiology departments responding to an ASRT study experienced staff turnover[27] of which 61% are not related to downsizing	It takes 36-42 days to fill the role. It takes 12 weeks for the radiologist to be productive[28] Radiologist bill $1.9M annually on average which impacts the ability to generate revenues for the hospital[29] Median cost to hire a radiologist $4,700[30] but can cost $20-25,000 using a recruiter[31] 60% of the costs are soft costs. - Support time of staff with HR - Productivity - Lost candidates to competitive positions

Burnout affects diagnostic radiologists at a higher rate than the mean for other physicians.[32] The risk factors included demands on productivity, the practice setting, technologic tools such as the PACS and electronic medical record, and isolation. The contribution from PACS includes prolonged stationary positioning causing musculoskeletal pain and repetitive stress injuries to interruptions that result in re-evaluating a study. Any method that can reduce the time required to report a study would be welcome, letting radiologists deal with interruptions and distractions while completing reports faster.

DATA MONETIZATION

Data monetization, from a radiology perspective, refers to the process of deriving value and generating revenue from the vast amount of data generated and collected within radiology practices or departments. Radiology produces a significant volume of imaging data, patient information, and clinical data, which can hold valuable insights for various stakeholders. Data monetization involves transforming this data into valuable assets and leveraging it to drive financial returns or other benefits. Here are a few key aspects of data monetization in radiology:

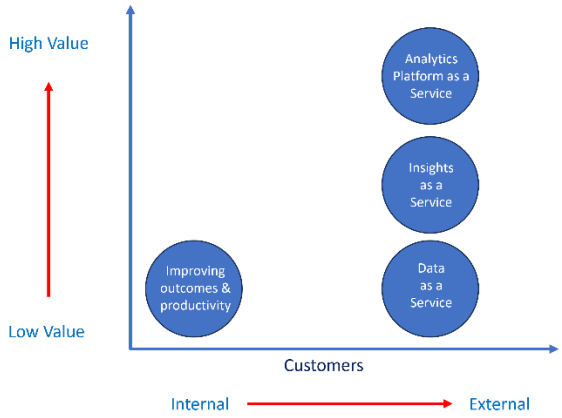
[26] https://www.neimanhpi.org/press-releases/radiologists-job-changes-trends/
[27] https://www.asrt.org/docs/default-source/research/staffing-surveys/radiologic-sciences-staffing-and-workplace-survey-2019.pdf?sfvrsn=3ac93cd0_4
[28] https://www.zippia.com/radiologist-jobs/how-to-hire-a-radiologist/
[29] www.jacksonphysiciansearch.com/wp-content/uploads/2018/11/Jackson-Physician-Search-Physician-Recruitment-The-Cost-to-Hire-and-Return-on-Investment.pdf
[30] The Real Costs of Recruitment (shrm.org)
[31] Where Have All of the Radiologists Gone? | Axis Imaging News
[32] Burnout: A Mindful Framework for the Radiologist - ScienceDirect

Data Analysis and Insights: Radiology data can be analyzed using advanced analytics and AI techniques to extract meaningful insights for internal purposes, thus generating cost savings and improving operations.

Research and Development Partnerships: Radiology data holds immense research potential for the development of new diagnostic tools, treatment protocols, and medical innovations thus generating new revenues or services.

Data Licensing and Sharing: Radiology practices can explore opportunities to license or share their data with other healthcare organizations, research institutions, or technology companies.

IMAGE 1: Data Monetization Models[33]



Data monetization can be a contentious issue as there are many considerations that would put a facility at risk for legal and privacy breeches if not properly addressed. These include:

Consent Management: Getting patients to consent to allowing their information to be used for the various strategies and research being proposed can be difficult.

Data Governance: Ensuring that data is accessible, easily searchable and standardized so that it can be segmented accordingly is a huge task when the volumes and sources of the data are great.

Data Security: With healthcare data, Protected Health Information needs to be protected and data needs to be maintained in a safe and secure way to ensure compliance with GDPR and HIPAA regulations.

Providers can target several different market segments for new revenue streams:

TARGET	DESCRIPTION	VALUE
Research Organizations	Organizations conducting research into new technologies, drugs, and applications.	Leverage real world data to determine clinical results and validate assumptions from clinical data.
Innovators	Companies developing new drugs	Access to data for development of new drugs increases the efficiency of processes and improve clinical outcomes.

[33] How Healthcare Companies Can Get their Data Monetization Strategy Right - Wipro

Providers	Hospitals, healthcare providers	Gaining insights from data enables providers to create KPIs for comparison and improve efficiencies.
Payers	Insurers, healthcare plans and companies with self-insured programs	Development of new programs that are relevant to the patient population enable payers to provide services of value to patients.
Application Developers	Technology companies, start-ups, AI vendors	Using data to validate algorithms, compare results and generate clinically relevant applications that improve workflows and processes.

QUANTIFYING RETURNS

It is crucial to quantify the returns in monetary terms to calculate the ROI accurately. This involves assigning a dollar value to the increased revenue, cost savings, or other tangible benefits. By quantifying the returns, it becomes possible to compare them against the initial investment cost and determine the percentage return on investment.

ROI CALCULATOR

USE ENLITIC'S ROI CALCULATOR TO DETERMINE YOUR POTENTIAL REVENUE AND COST SAVINGS

HTTPS://ENLITIC.COM/CURIE-ENDEX/ROI-CALCULATOR/

It is worth noting that some returns may be easy to quantify, such as increased sales revenue or explicit cost savings, while others might be more challenging, such as employee satisfaction. However, even if some benefits are harder to measure precisely, it is still important to make a reasonable estimation or assign a value based on qualitative analysis. By quantifying the returns in monetary terms, providers can make informed decisions about their investments and compare them to alternative opportunities.

TIME PERIOD:

The time over which the ROI is calculated is significant. It determines the duration for which returns are evaluated and compares the investment cost.

- Short Term ROI:
  - Implementation of Enlitic can yield short-term ROI within a year or less. These include cost-saving measures, such as streamlining reporting processes and reducing manual tasks such as routing data or fixing hanging protocols. Enlitic can also lead to immediate revenue generation.
- Medium-Term ROI:
  - Many healthcare technology investments are expected to yield returns within 2 to 3 years. Enlitic implementations that involve the creation of real-world evidence from archived data whereby data is standardized and anonymized requires more time to realize the ROI.

- Long-Term ROI:
    - Enlitic also contributes to longer payback periods, extending beyond 3 years. These could include more complex projects like the development of advanced data analytics for population health management, realization of a data monetization strategy. While the initial ROI might be slower, the long-term benefits can be substantial.
- Lifespan:
    - The expected lifespan of Enlitic technology could be extensive. Standardizing data will always be needed and to remove a technology like ENDEX would have far reaching impacts that reverse many of the benefits gained. Worst case scenario, Enlitic technology has a 10–15-year lifespan.

ADDITIONAL COSTS:

Apart from the initial investment cost, there might be ongoing expenses associated with the investment. These costs can include operational costs, maintenance fees, licensing fees, upgrades, and any other recurring expenditures relevant to the investment. It is crucial to include these costs in the ROI calculation to obtain a comprehensive view. Enlitic does their best to anticipate these costs in advance however certain areas are beyond their control:

- Operational costs: Staff costs to manage the system are estimated to be 45/hr. and would require staff attention for 1 hour/week once the system is operational. These costs may initially be higher as staff become accustomed to the system.
- Maintenance costs: Enlitic includes maintenance costs in the annual subscription.
- Licensing costs: Enlitic includes all licenses in the annual subscription.
- Upgrades: Enlitic includes upgrades in the annual subscription, but new functionality may be added that is not included.
- Recurring expenses: Enlitic's only recurring expense is the license costs which are based on volumes. Substantial increases in volumes would precipitate an increase in license costs.

RISK AND UNCERTAINTY:

Assessing the risk and uncertainty associated with your investment is important. Risks to consider when implementing an Enlitic solution:

- **Implementation Delays:**
    - Delays in implementing the technology can postpone the benefits and increase initial costs. This could result from technical challenges, lack of resources, or unforeseen complications. Assigning a project manager to oversee the delivery can help reduce the risk and ensure everyone understands the objectives, budgets, and timelines.
- **Cost Overruns:**
    - Initial cost estimates might not fully capture all expenses. Unexpected expenses related to hardware, customization, or third-party services can lead to cost overruns. A detailed Statement of Work that includes third party involvement and expectations can mitigate unexpected cost overruns.
- **Integration Challenges:**
    - In healthcare, systems need to integrate seamlessly. Integration difficulties with existing systems or interoperability issues can hinder the effectiveness of the technology and

prolong ROI realization. A detailed technical review of the architecture and workflows is essential to ensure integrations fit the expectations of the users.

- **Data Security and Privacy:**
    - Healthcare technology deals with sensitive patient data. Data breaches, non-compliance with privacy regulations, or inadequate security measures can lead to legal and financial repercussions. Ensure that all stakeholders understand the flow of data, who will be interacting with it and what risks there are for potential data breaches.
- **Technological Obsolescence:**
    - Rapid technological advancements can lead to technology becoming obsolete sooner than expected. With AI advancing as fast as it is, staying abreast of the latest technology is important. A planned upgrade path will ensure the latest software is always installed.
- **External Factors:**
    - Economic downturns, changes in government policies, or unexpected events (e.g., global health crises) can have a significant impact on the healthcare industry and the projected ROI. Stay abreast of conditions and have back up plans to ensure business can continue as close to normal as possible.
- **Misaligned Expectations:**
    - Misunderstandings or differences in expectations between stakeholders (e.g., management, end-users) about the scope, benefits, and timeline of the project can lead to dissatisfaction and negatively impact ROI. A detailed Statement of Work with expected outcomes can alleviate any potential misunderstandings. Regular communication with project leaders will also ensure successful outcomes.
- **Operational Disruptions:**
    - Implementation of new technology can disrupt normal operations. If not managed well, this disruption can affect patient care, staff productivity, and financial performance. Project management, statements of work and detailed and broad communications can help with any change management disruptions that may occur.

CONCLUSION

Enlitic's comprehensive ROI highlights a compelling investment opportunity for healthcare organizations seeking to leverage innovative technology to transform their operations and patient outcomes. The initial investment costs associated with Enlitic's innovative solutions are clearly outweighed by the substantial ROI generated over a well-defined period.

Our research demonstrates that the implementation of Enlitic's AI-driven healthcare technologies results in significant cost savings and revenue enhancement. By optimizing processes, reducing administrative overhead, and unlocking new revenue streams, Enlitic empowers organizations to achieve measurable and sustainable financial gains.

The benefits of Enlitic's solutions extend beyond financial gains. Our technology enhances patient outcomes by enabling faster diagnoses, standardizing data for research purposes and enabling new revenue streams. Healthcare organizations utilizing Enlitic's technologies gain a competitive advantage, setting new industry standards and reinforcing their position as leaders in the rapidly evolving healthcare landscape.

However, as with any transformative technology, there are inherent risks to consider. Through our comprehensive risk assessment and proactive mitigation strategies, Enlitic is committed to partnering with healthcare organizations to navigate these challenges and ensure the successful realization of ROI.

Enlitic underscores the significant value proposition that our technology brings to healthcare organizations. By carefully analyzing investment costs, projecting robust ROI, factoring in the time, and addressing benefits and risks, we provide a holistic view of the transformative impact that Enlitic's solutions can have on healthcare, creating a brighter and more efficient future for all stakeholders involved.

EXECUTIVE SUMMARY

In the rapidly evolving healthcare landscape, Enlitic is offering healthcare providers a transformative approach to patient care, operational efficiency, and resource utilization. This whitepaper provides a comprehensive exploration of Enlitic's intelligent healthcare solutions and their potential impact on hospitals seeking substantial returns on investment (ROI).

Enlitic's suite of AI-driven technologies seamlessly integrates into existing workflows, empowering healthcare providers to enhance clinical workflows, increase productivity, and expand their capacity. The whitepaper focuses on how Enlitic can generate a Return on Investment for providers from different areas of their business, simply by deploying ENDEX.

The key components of ROI calculation are meticulously examined, covering investment costs, returns/profits, time periods, additional costs, benefits/returns timing, risk, and benchmarking. The whitepaper illustrates the practical application of these components.

Enlitic's licensing model, implementation costs, and training expenses are outlined, providing a transparent view of the initial investment. The potential returns, including increased revenue and cost savings, are explored in detail.

Intangible benefits, such as improved employee satisfaction and reduced burnout among radiologists, are discussed as contributors to ROI. The whitepaper highlights the role of Enlitic in mitigating burnout risks, translating into financial gains for healthcare institutions.

Data monetization emerges as a strategic avenue, enabling healthcare providers to derive value and generate revenue from the vast amount of data produced in radiology practices. Get insights into data analysis, research partnerships, and data licensing as means of unlocking additional financial benefits.

Quantifying returns in monetary terms is emphasized as a crucial aspect of accurate ROI calculation. The time periods for short-term, medium-term, and long-term ROI are analyzed.

Additionally, ongoing and potential costs, as well as associated risks and uncertainties, are comprehensively addressed. The whitepaper highlights the importance of careful consideration and initiative-taking management of risks, ranging from implementation delays to data security concerns, to ensure successful outcomes.