

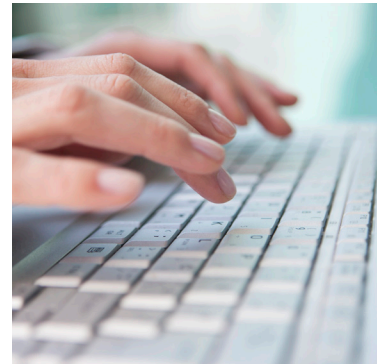
# Operational Excellence

Potomac River Partners helps clients improve performance, mitigate risk, and achieve greater efficiencies in their medical and commercial operations.

## Our Approach

Our team brings the right mix of people, processes, and technical capabilities to provide the operational support when you need it most. Potomac leverages its deep expertise from working with Compliance departments to find solutions that are developed in a compliant manner while adding relevant business insights.

Whether project-based, at your office, or offsite through a Managed Services arrangement, the Potomac team can handle a variety of operations-based tasks from the routine to the strategic. Our solutions include selecting and managing third parties, operationalizing fair market value and HCP contracting, conducting data analysis, implementing technology solutions, and providing additional project management support.



## Our Solutions

### Commercial or Medical Effectiveness

- Streamline and Simplify Processes
- Vendor RFP Generation, Selection, On-boarding
- Pricing Transparency and Analysis

### Data Analysis & Dashboards

- Activity Tracking & Reporting
- Key Performance Indicators (KPI) Analysis & Tracking
- Management Dashboard & Business Intelligence

### HCP Payment Calculator

- Fair Market Value (FMV) Methodology & Procedure
- Rate Criteria & Calculator
- HCP Resume Review, Tiering & Payment Repositor

### Supplemental Resource Support

- IT System Deployments
- Initial Launch or New Products
- Merger Integration / Harmonization