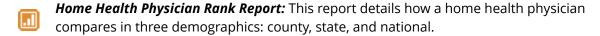
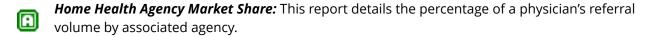
PlayMakerspark

TargetWatch Icon Key

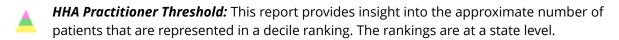
This document acts as a key for the icons used in PlayMaker's TargetWatch web application. The definitions below are organized by data tab.

Home Health Physician Tab





- **Hospital Workload:** This report outlines a physician's hospital workload regarding home health referrals associated to a physician's name as part of a hospital claim.
- **Skilled Nursing Facility Report:** This report details the percentage of referrals from a skilled nursing facility associated to a physician's name as part of a SNF's claim.



Hospice Physician Tab

- **Hospice Physician Rank Report:** This report details how a hospice physician compares in three demographics: county, state, and national.
- *Hospice Agency Market Share:* This report details the percentage of a physician's referral volume by associated agency.
- **Hospital Workload:** This report outlines a hospice physician's hospital workload regarding hospice referrals associated to a physician's name as part of a hospital claim.
- **Hospice Practitioner Threshold:** This report provides insight into the approximate number of patients that are represented in a decile ranking. The rankings are at a state level.

Home Health Agencies

- Home Health Agency Rank Report: This report details how a home health agency compares in three demographics: county, state, and national.
- **Physician Report:** This report details the percentage of referrals from a physician received by a home health agency.
- **Hospital Report:** This report details the percentage of referrals from a hospital received by a home health agency.



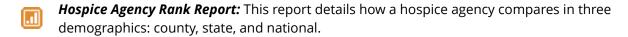


Skilled Nursing Facility Report: This report details the percentage of referrals from a skilled nursing facility received by a home health agency.



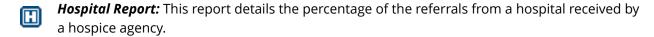
County Report: Aside from the Top Agency value, this report lists the other agencies in the county and their respective market share.

Hospice Agencies





Physician Report: This report details the percentage of referrals from a physician received by a hospice agency.





Hospice Agency Threshold: This report provides insight into the approximate number of patients that are represented in a decile ranking. The rankings are at a state level.



County Report: Aside from the Top Agency value, this report lists the other agencies in the county and their respective market share.

Group Practice

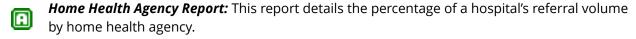


Physician Report: This report details which physicians have referral claims tied to the group practice.

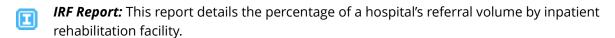
Hospitals



Physician Report: This report details which physicians have referral claims tied to a specific hospital and what percentage of their total hospital referral claims this represents.



Hospice Agency Report: This report details the percentage of a hospital's referral volume by hospice agency.



LTAC Report: This report details the percentage of a hospital's referral volume by long term acute care facility.

SNF Report: This report details the percentage of a hospital's volume by skilled nursing facility.

HHA Owner Report: This is the same as the Home Health Agency Rank Report, with the unique element of having all agencies owned by the same entity roll-up into a grand total for each owner.

- **Hospice Agency Owner Report:** This is the same as the Hospice Agency Rank Report, with the unique element of having all agencies owned by the same entity roll-up into a grand total for each owner.
- **Home Health Discharge Report:** Based on codes issued by the hospital, this report shows what percentages are associated to each code. There are two unique measurements gauged in this report: a hospital measurement and a national average for each category.
- **Hospice Discharge Report:** Based on codes issued by the hospital, this report shows what percentages are associated to each code. There are two unique measurements gauged in this report: a hospital measurement and a national average for each category.
- **Hospital Threshold:** This report provides insight into the approximate number of patients that are represented in a decile ranking. The rankings are at a state level.

Inpatient Rehabilitation Facilities (IRF)

- *Hospital Report:* This report details the percentage of a hospital's referral volume by inpatient rehabilitation facility.
- **County Report:** Aside from the Top Agency value, this report lists the other agencies in the county and their respective market share.

Long Term Acute Care (LTAC)

- *Hospital Report:* This report details the percentage of a hospital's referral volume by long term acute care facility.
- **County Report:** Aside from the Top Agency value, this report lists the other agencies in the county and their respective market share.

Skilled Nursing Facility (SNF)

- **Physician Report:** This report details which physicians have referral claims associated to a skilled nursing facility.
- **Hospital Report:** This report details the percentage of a hospital's referral volume by long term skilled nursing facility.
- Home Health Agency Report: This report details the percentage of a skilled nursing facility's referral volume by home health agencies.
- **Home Health Agency Owner Report:** This is the same as the Home Health Agency Rank Report, with the unique element of having all agencies owned by the same entity roll-up into a grand total for each owner.
- **Home Health Discharge Report:** Based on codes issued by the skilled nursing facility, this report shows what percentages are associated to each code.



SNF Threshold: This report provides insight into the approximate number of patients that are represented in a decile ranking. The rankings are at a state level.



County Report: Aside from the Top Agency value, this report lists the other agencies in the county and their respective market share.

Strategic Market Assessment

Strategic Market Assessment tabs are available for Home Health, Hospice, IRF, LTAC and SNF. The following reports are available for each Strategic Market Assessment tab, except where noted.



Physician Report: Based on the Top Agency value, this report lists the physicians that have referral claims tied to the Agency and details the percent of their volume that is associated to that agency. (This report is not available for IRF or LTAC)



Hospital Report: This report shows the hospitals in the county and provides visibility to readmit rates, as well as discharge rankings based on facility type.



County Report: Aside from the Top Agency value, this report lists the other agencies in the county and their respective market share.



State Report: This report shows the market share for each agency holds as compared at a state level.



Owner Market Share: For the county represented, this report lists each agency, its number of locations, its market share, and market share trend numbers.

