

## O'Conco Healthcare — Company Background

O'Conco Healthcare Consultants provides both professional consulting services and a comprehensive set of databases to industry executives. As a healthcare consulting firm, we specialize in the development and maintenance of large detailed databases for use in planning, operational analysis and financial modeling. Below is a brief overview of our company, followed by information about our products and services.

Established in 1988, O'Conco is backed by over 30 years of healthcare experience. Our corporate objective is to provide leaders in the healthcare industry with the information they need to respond proactively to the ever changing healthcare system. Our experience spans across the lines of the healthcare system with our services and products currently being used by hospitals, major payers, other consulting firms, healthcare associations, "Big Four" accounting firms and governmental agencies.

O'Conco Healthcare continually maintains a strong presence in both the political and professional arenas of the healthcare system. We regularly attend meetings of the various state boards and commissions and advise on legislative initiatives, regulations and rulings. O'Conco participates on several Health Care Financial Management Association committees and is a member of the Health Care Planning and Marketing Society of New Jersey and the New Jersey UB-92 Committee. O'Conco is one of only two (2) organizations approved to function as a "Data Reporter" under New Jersey State UB submission regulations.

O'Conco is renowned in New Jersey as the being the "data source" in New Jersey healthcare and for having the ingenuity to use that data to answer today's most pressing healthcare questions. Our hospital databases include millions of patient level records that contain charge, cost, clinical, demographic and payment information. We maintain a complete set of up-to-date Medicaid and Medicare payment rates, costs and statistics (including national data) and have extensive experience in modeling the impact of proposed legislative changes on healthcare markets and individual institutions.