



Physician Services
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May 27, 2010

I am writing this letter to provide information about our positive experience with NexGen Consultants. OhioHealth is nearing completion of a Physician Relations project, which will enable multiple departments within our system to view activity, issue resolution and track non-monetary compensation expenses by physician. I want to acknowledge the work and accomplishments of the NexGen team. Our project includes several complex requirements that were effectively executed by their team. They include:

- Integration from ProviderPoint – ProviderPoint was our home-grown internal application that housed basic physician demographics to support issues, visits and expenses tracked by our Physician Relations team. This system also helped maintain effective communication between our hospitals and physicians. With the help of NexGen, we successfully integrated the original data from ProviderPoint and are currently developing an automated integration with our main physician credentialing system for ongoing real-time feeds.
- Complex Data Migration – Our initial data migration into Salesforce.com was extremely complex because of the data relationships inherent to the healthcare industry.
- Expense Tracking to comply with Stark Law – Simply tracking expenses by physician by hospital is not difficult, however based upon the specific requirements, the NexGen team built a customized expense tracking module that facilitates the compliance requirements with federal Stark Law regulations.

The NexGen team surpassed our expectations and we look forward to a long and productive relationship as we further enhance our application. I would be happy to serve as a reference and share additional information about our experience with NexGen Consultants upon request.

Respectfully,

A handwritten signature in black ink, appearing to read "Suzanne Jones".

Suzanne Jones
Executive Secretary, Physician Services

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