



Profility Quarterly updates (October 21)

- **Product Development**
 - Profility Patient Score Card Solution
 - Continue development of the solution that can treat all the providers in the Post-acute Care environment
 - Adding automation to integration with the EMR (Electronic Medical Records) of the different providers
 - Adding capabilities of automatic text extraction to expedite the solution response time
- **Implementations**
 - The product will be deployed and used in 20 Skilled Nursing Facilities in NY by the end of October
 - The Product will be deployed and used in 34 Skilled Nursing Facilities in NY by Q1 of 2022
 - The product will start by end of November to serve the transition of patients from Montefiore hospitals to the 2 of the biggest Home Care Agencies in NY (VNS NY and VNS Westchester)
- **Business development and targets for the coming quarter**
 - Find the right partner(s) to expedite the penetration plan with the new Patient Profile Card solutions for care transition.
 - Build the right model
 - Onsite meetings with potential partners in October / November
 - Progress with 1-2 agreements with new customers (preferred chains) for the Profility extended solutions.
 - Continue with the NY implementation plan and the metro model validation
 - Execute successful pilot with 1-2 HealthPro Heritage customers – to open the opportunity to penetrate all HealthPro customers (~ 350 Skilled Nursing Facilities).
 - Start preparation for the next round – which is planned to start early 2022. Still finalizing the details of the round – planned to be bigger than last time and with higher evaluation.
- **HR**
 - Hiring 2 new members for the dev team to join in October / November
 - Replacing the Sales person in the USA