



Connecting Vendors to Healthcare Organizations making purchasing decisions.

A "HOW-TO" TUTORIAL FOR LUCRO USERS AT HEALTHCARE VENDORS

Executive Summary



PROBLEM

The purchasing process in healthcare is broken. Lack of visibility into available solutions and internal product awareness results in unacceptable delays and increased costs. Often purchasing decisions are managed through spreadsheets, emails, and meetings, burdening teams with administrative work and wasted time.

SOLUTION

Lucro is a digital platform that helps healthcare organizations save time when evaluating, comparing, and choosing technologies and purchased services.

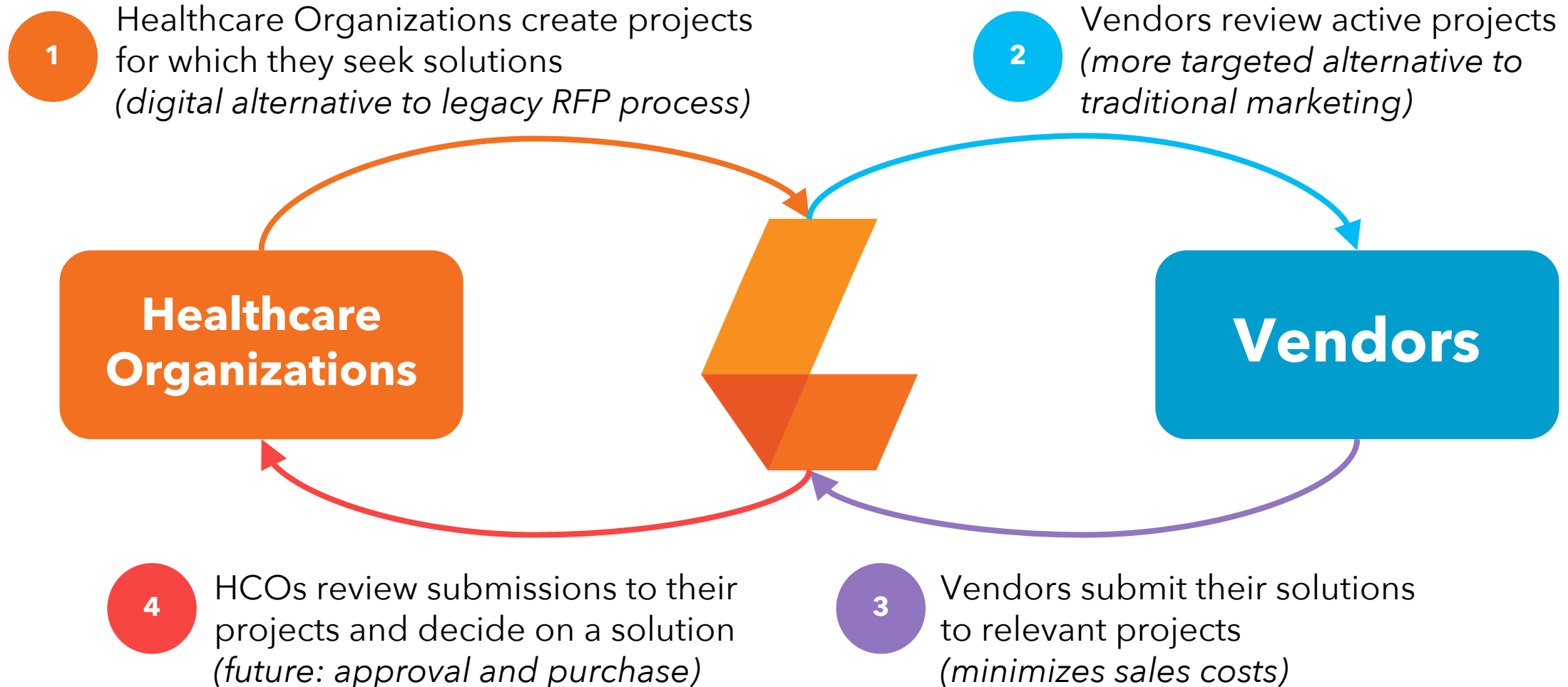
NETWORK

Currently aligned with healthcare organizations that collectively operate over 20% of all the hospitals in the U.S.

COMPANY

Based in Nashville, founded by longtime healthcare executives in August 2015, launched general availability in February 2017.

How Lucro Works





Projects identify challenges or opportunities prioritized to be addressed.

HCOs use Lucro as an internal collaboration tool to organize and accelerate their decision-making process.

Projects can range from broad ideas to specific immediate needs.

Search

[Boards](#) [Submissions](#) [My Profile](#)

Hi Matt,

Save time finding and evaluating vendor partners on your projects.

18 Projects I'm Working On

CREATE A PROJECT

Project Name	Owner	Status	Time to Decision
▼ ● Care Coordination	Me	Active	45 Days
▼ ● Chronic Care Management	Me	Active	3 months
▼ ● Telehealth for Critical Access	Carl Perkins	Active	4 months
▼ Clinical Compliance Strategy	Me	On Hold	28 days
▼ Revolutionary Care Management Engagement Platform for Patient...	Chet Atkins	Closed	1 year

**Concisely
describe your
products and
services.**

Create as many solution pages as you need to represent your products and services.

[Boards](#)[Submissions](#)[My Solutions](#)[Logout](#)

Overview

Hospitalist Scribes offer medical scribe program benefits in the inpatient setting.

Videos



About

Product Differentiator

Hospitalists desiring to avoid becoming data entry clerks are turning to hospitalist scribes who can help them decrease the time it takes to write admission orders and round on inpatients. ScribeAmerica's EHR scribe training program was designed specifically for the hospitalist setting.

How it works

2

Create Your Solutions



Add a URL for the web page that best describes your product and we'll create your first solution.

Boards

Submissions

My Solutions



Logout

Your Solutions in Lucro

Add a web link for your company or products below, and we'll use the information from your website to get a head start on your Solution Card.

eg. <https://companysite.com/product>

ADD LINK

Create Your Solutions



Add demo videos, marketing content, and case studies that you'd otherwise send by email.

Videos


Lucro: Accelerating Decision Making in Healthcare
from Lucro Solutions


01:25 HD vimeo

Lucro Overview
90 second introduction explaining L

Featured Content

CHOOSE FILE Supported formats: PDF, Max file size: 10MB Case Study **ADD**

 Marketing Material **Remove Content** "How To" Tutorial to Get Started 32 / 40

 Presentation **Remove Content** Company Overview - Why & Who 28 / 40

CANCEL SAVE

Review Inventory of Projects

[Boards](#)[Submissions](#)[My Solutions](#)[Logout](#)[Outstanding Requests](#)[New Projects](#)[My Opportunities](#)[My Saved Projects](#)[Dismissed Projects](#)

Find your next opportunity

Submit to projects posted by healthcare leaders.



care coordination ×

Enter search terms

Care Coordination

Aging 2.0 ⓘ Created Sep 29, 2017

The health-care journey can be particularly complex and fragmented for older adults, two thirds of whom have at least two chronic conditions. With three quarters of healthcare dollars spent managing chronic conditions, families and health insurance providers are aligned in their desire to care for people in the least restrictive, most cost-effective setting. Families and providers need new tools and care models to support care transitions, clinical collaboration, medication management, population health management, remote care delivery etc.

[end of life](#)[palliative care](#)

Care Coordination tool


ⓘ Created Sep 6, 2017

Exploratory board to discover opportunities to establish partnership companies around the feasibility of city-wide or state-wide care



Find projects that need solutions like yours.

New projects are getting created all the time. Subscribe and we'll notify you as they get posted so you don't miss an opportunity!



BoardsSubmissionsMy SolutionsLogout

New Submission

✓ You're submitting to this Board

Mental Health Digital Solutions
Created Jun 13, 2017
We are looking for digital solutions to help with our patients seeking mental health services. These solutions could be computer and mobile based. We are looking for solutions to help with education, access, care coordination and telehealth.

AccessCare coordinationDigital SolutionMobile Solution

✓ You're submitting this Solution Card

Care Management Platform
Cut through the noise and accelerate innovation in healthcare.

✓ With this message

No message was entered... We strongly suggest you introduce yourself to this Healthcare System. A personal touch goes a long way!

← BACK

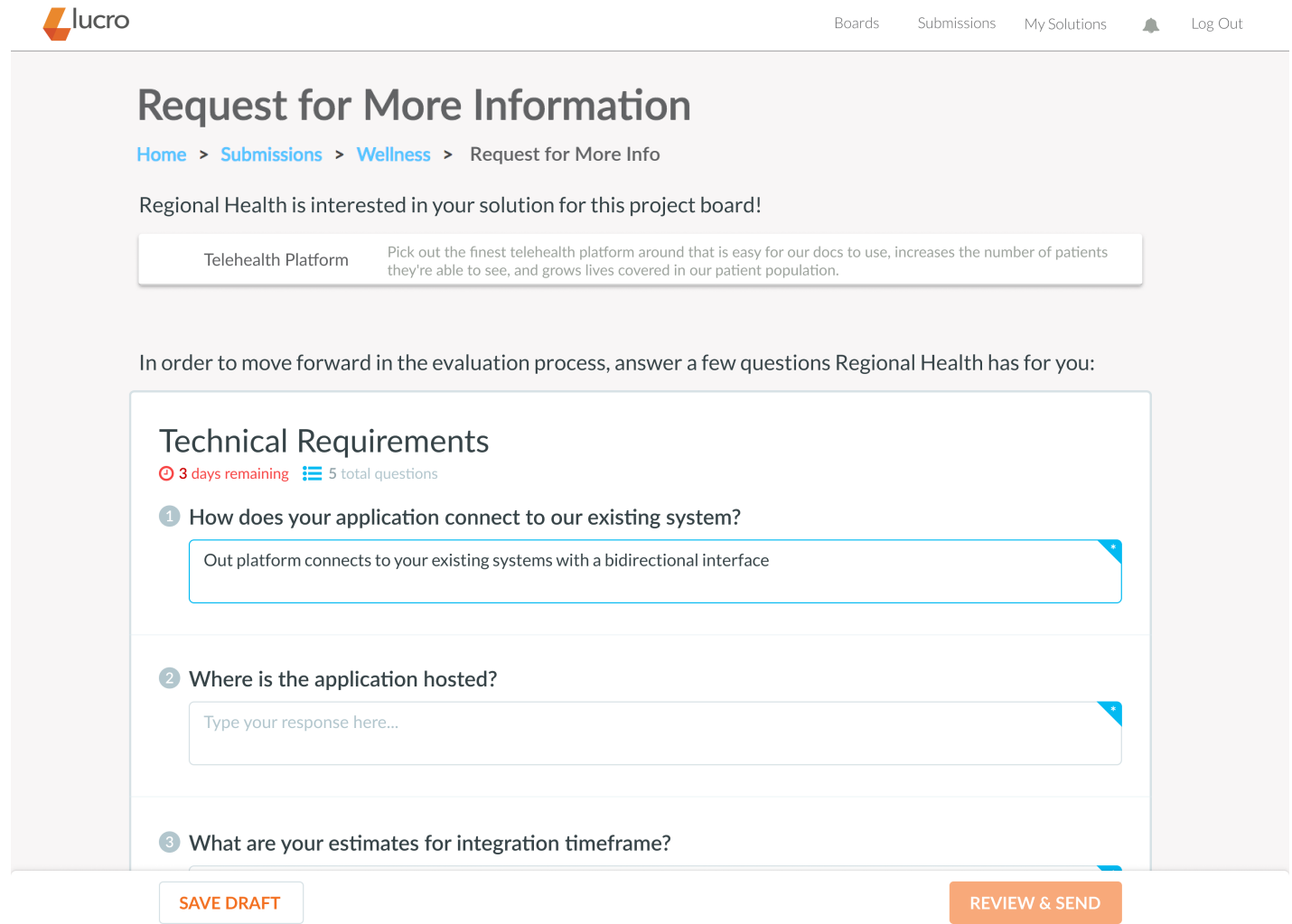
By clicking Submit, you agree that the solution you're submitting is relevant to this project.

SUBMIT

Choose the
solution that best
fits the project.

Add a personalized message to help healthcare organizations understand how your solution is the right one for them.

Respond to questions from healthcare organizations as they compare solutions.



The screenshot shows a web interface for a 'Request for More Information' form. At the top, there's a navigation bar with the Lucro logo and links for 'Boards', 'Submissions', 'My Solutions', a notification bell, and 'Log Out'. The main heading is 'Request for More Information', followed by a breadcrumb trail: 'Home > Submissions > Wellness > Request for More Info'. A message states: 'Regional Health is interested in your solution for this project board!'. Below this is a card for 'Telehealth Platform' with a description: 'Pick out the finest telehealth platform around that is easy for our docs to use, increases the number of patients they're able to see, and grows lives covered in our patient population.' The next section asks the user to answer questions. The first question is 'Technical Requirements', with a timer for '3 days remaining' and '5 total questions'. The first question is 'How does your application connect to our existing system?', with a text input field containing 'Out platform connects to your existing systems with a bidirectional interface'. The second question is 'Where is the application hosted?', with a text input field containing 'Type your response here...'. The third question is 'What are your estimates for integration timeframe?'. At the bottom, there are two buttons: 'SAVE DRAFT' and 'REVIEW & SEND'.

Lucro

Boards Submissions My Solutions Log Out

Request for More Information

[Home](#) > [Submissions](#) > [Wellness](#) > Request for More Info

Regional Health is interested in your solution for this project board!

Telehealth Platform Pick out the finest telehealth platform around that is easy for our docs to use, increases the number of patients they're able to see, and grows lives covered in our patient population.


In order to move forward in the evaluation process, answer a few questions Regional Health has for you:

Technical Requirements

3 days remaining 5 total questions

- How does your application connect to our existing system?
Out platform connects to your existing systems with a bidirectional interface
- Where is the application hosted?
Type your response here...
- What are your estimates for integration timeframe?

SAVE DRAFT REVIEW & SEND



[Home](#) > [My Opportunities](#) > Opportunity Details

IN CONSIDERATION


You've been added to this Project and are being considered. As your solution is evaluated, you can receive questions from the decision-makers through Lucro. Timelines vary depending on the organization and project. We'll notify you when there's a change in status or if more information is needed.

PROJECT	Telehealth Platform
POSTED BY	Healthcare Organization
SOLUTION	Kermit Insight/InsightPro

Target Decision Date Aug 23, 2018

Track the progress of your opportunity

Aug 23, 2017




Request for More Information

Technical Requirements


REPLY

Aug 22, 2017



Pinned

Aug 22, 2017



Viewed

We'll notify you as HCOs get closer to choosing a vendor.

If the HCO adds your solution to a project, that's one more opportunity you're being considered for!

If you get declined, we'll provide feedback about why you didn't make the cut so you can improve.

Timelines vary by HCO and by project.

Score Responses



Healthcare users
will score your
responses...

General Business- Organizational - Sales

[Telehealth Platform](#) > [Score Vendor Answers](#) > General Business- Organizational - Sales

Business Questions • Asked by Cash Forshee

3 total questions 5 of 7 vendors responded

☒ Show question weight ⓘ

1 What is your suggested approach to training (e.g. 'train the trainer', web-based, etc.)? Provide any pertinent details, limitations, and exceptions concerning the services offered for training.

Nice to have

RoundingPRO Digital Patient Rounding Solution

We offer a highly customizable implementation because we realize that every integration can differ, especially if there are multiple facilities and systems involved. If you can provide us the pertinent details, we will create a customized solution just for your health system.

☐ N/A



Care Crowd

2-3 months is our average integration.

☐ N/A



Strongly Exceeds

Carevida

We don't require any integration.

☐ N/A



Strongly Exceeds

LML Health

Our product is for people. Built by people, for other people.

☐ N/A



Strongly Exceeds

HealthChannel

Our product is for people. Built by people, for other people. Mainly people who like products like ours. We make good products

☐ N/A



Meets

Scoring Summary



... and use those scores to choose the best solution.

Healthcare users will use this evaluation report to justify important purchase decisions.

Board Name

[Manage Project Details](#)
[Invite Contributors](#)
[Review Submissions](#)
[View Pinned Solutions](#)
[Discuss this Project](#)
[Ask Vendors](#)
[Score Answers](#)
[Compare Solutions](#)
[View Results](#)
[Make a Decision](#)

View Results

See how the solutions performed in your evaluation.

[EXPORT](#)

Project Evaluation Summary

You evaluated a total of **10** vendor solutions. You asked those vendors **134** questions. You had a total of **4** contributors.

The average vendor solution score is **3.2**. RoundingPRO Digital Patient Rounding Solution holds the highest score of all solutions considered, scoring **4.5** out of **5** possible points. Wavelength Health has the lowest score, scoring **8** points.

Top Scoring Solution

1st

RoundingPRO Digital Patient Rounding Solution
RoundingPRO

Based on scores from 4 contributors, RoundingPRO Digital Patient Rounding Solution scores 1st among all of the solutions evaluated for your project, scoring 4.5 out of a possible 5.

4.5 of 5 Overall Score

Highlights

- Top scoring solution in functional questions!
- Did not meet expectations on 2 important questions

Overall Solution Scores¹

Scoring Summary



Top Scoring Solution



4.5 of 5 Overall Score

RoundingPRO Digital Patient Rounding Solution
RoundingPRO

Based on scores from 4 contributors, RoundingPRO Digital Patient Rounding Solution scores 1st among all of the solutions evaluated for your project, scoring 4.5 out of a possible 5.

Highlights

- 🏆 Top scoring solution in functional questions!
- 🔴 Did not meet expectations on 2 important questions

Overall Solution Scoresⁱ

1	RoundingPRO Digital Patient Rounding Solution	4.5	<div></div>
2	Care Crowd	4.2	<div></div>
3	Carevida	3.9	<div></div>
4	HealthChannel	3.8	<div></div>
5	LML Health	3.5	<div></div>

[See all \(10 vendors\)](#)

Technical Question Evaluation

[VIEW SCORE DETAILS](#)



12 Questions Asked



10 of 10 Vendors Responded



1 of 4 Contributors Scored

Technical Response Scoresⁱ

1	LML Health	4.8	<div></div>
2	RoundingPRO Patient Rounding Solution	4.2	<div></div>
3	Care Crowd	4.0	<div></div>
4	Carevida	3.7	<div></div>
5	HealthChannel	3.5	<div></div>
6	DeRandth	3.2	<div></div>

Upgrade your account



	MOST POPULAR	
<h2>Basic</h2> <p>Free</p> <p>Get Started Today</p> <p>Create unlimited product cards</p> <p>View all open projects</p> <p>Submit your product cards to relevant projects</p>	<h2>Core</h2> <p>\$ 49 / per month</p> <p>Choose This Plan</p> <p><i>All Basic features +</i></p> <p>Up to 3 users</p> <p>Never miss a sales opportunity – Be notified of new projects relevant to your solution(s)</p> <p>Stay up-to-date with project status updates supplied by the organization</p>	<h2>Enterprise</h2> <p>\$ 499 / per month</p> <p>Choose This Plan</p> <p><i>All Basic and Core features +</i></p> <p>Unlimited users</p> <p>See your competitors on projects</p> <p>Learn why you won or lost an opportunity through win/loss reports</p> <p>Dedicated account manager with quarterly coaching & strategy assistance</p>

To get started, go to:
App.lucro.com

To learn more, go to:
Lucro.com

Feel free to reach out to Lucro directly with any questions.
Support@lucro.com