

# Concerto for Healthcare

Disrupt the industry and drive your business forward with Concerto — powerfully simple business modelling and simulations.

Concerto provides Executives, Clinical Service Managers and Senior Analysts with unparalleled business scenario modelling and simulation.



## Model

Make the complex simple. Get a complete 360° view of your business to drive faster, more informed decisions.



## Visualise

Dive, analyse and get dirty with your data. Use cause and effect modelling to explore scenarios and their possibilities.



## Simulate

Experiment with Excel-friendly simulation and scenario modelling that enables parallel projections and rapid re-forecasting.



## Optimise

Empower your team to drive profit, performance and growth and confidently make decisions for the future.



# See the future. Act on it today.



## Cause and Effect Modelling

Answer the big questions—what's now and what's next? Our unique cause and effect modelling allows you to visualise the future, not just the past.



## Parallel Projections

Concerto's high-performance calculation engine powers dynamic and layered business scenarios.



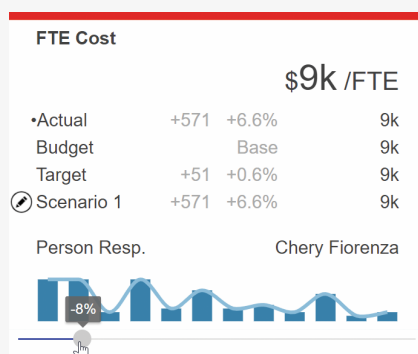
## Google Cloud

Powered by Google's world-class infrastructure and enterprise security, with no need for servers or software installation.

Enterprise modelling



Dynamic scenarios and simulation



| Values                                     |  |
|--------------------------------------------|--|
| <input checked="" type="checkbox"/> Actual |  |
| <input type="checkbox"/> Budget            |  |
| <input type="checkbox"/> Target            |  |

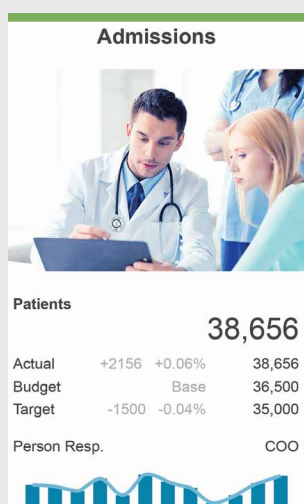
  

| Scenarios                                      |  |
|------------------------------------------------|--|
| <input checked="" type="checkbox"/> Scenario 1 |  |
| <input checked="" type="checkbox"/> Scenario 2 |  |
| <input checked="" type="checkbox"/> Scenario 3 |  |

Intuitive tools

The screenshot shows the 'Model' configuration interface with various settings for Time, Display, Values, and Scenarios.

- Model**
  - Time: [Dropdown]
  - Display: [Dropdown]
  - VALUES
    - Result: Sum
    - Scale: Default
    - TITLE
      - Header: Actual
      - Context: Variance
      - Variance: Budget
      - SPARK: Actual
    - ADVANCED
      - Changes: On
  - Values: [Dropdown]
- Scenarios**
  - ☒ Scenario 1
  - ☒ Scenario 2
  - ☒ Scenario 3
- Attributes**
  - ☐ Metric
  - ☐ Unit
  - ☒ Person Resp.
  - ☐ Data Owner
  - ☐ Source
  - ☐ Controllable
- Actions**
  - CONCERTO



Integrating operations and finance

Executive dashboards



Excel friendly

| Symphony for Healthcare - Actual |                                  |        |        |        |        |        |        |        |        |        |        |
|----------------------------------|----------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Metric                           | Unit                             | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Jul    | Aug    | Sep    | Oct    |
| MD0080                           | Number of Episodes               | 43     | 28     | 48     | 34     | 57     | 48     | 50     | 28     | 34     | 28     |
| MD0082                           | Income per Episode               | \$     | 12,000 | 14,000 | 12,740 | 12,800 | 11,340 | 11,220 | 14,000 | 14,170 | 11,850 |
| MD0100                           | Operating Room Medical Cost      | \$     | 1,782  | 2,104  | 882    | 1,872  | 2,080  | 1,880  | 1,540  | 1,330  | 1,764  |
| MD0101                           | Ward Medical Cost                | \$     | 389    | 382    | 381    | 378    | 381    | 433    | 470    | 386    | 449    |
| MD0102                           | Pharm Used                       | Yrs    | 2,811  | 4,130  | 4,830  | 4,300  | 5,000  | 4,900  | 4,900  | 3,500  | 4,000  |
| MD0103                           | Operating Room Cost per Hr. Used | \$/Hr  | 806    | 806    | 728    | 736    | 780    | 712    | 784    | 802    | 858    |
| MD0086                           | Consumables Cost                 | \$     | 242    | 219    | 195    | 221    | 178    | 203    | 230    | 221    | 223    |
| MD0105                           | ALLOS                            | #      | 1.8    | 1.8    | 1.9    | 1.9    | 1.9    | 1.9    | 1.9    | 1.9    | 1.9    |
| MD0109                           | ICU Cost per Day                 | \$/day | 1,836  | 1,289  | 1,280  | 1,440  | 1,540  | 1,835  | 1,575  | 1,785  | 1,425  |
| MD0111                           | HCU Cost per Day                 | \$/day | 1,191  | 786    | 1,092  | 1,018  | 840    | 786    | 900    | 786    | 981    |
| MD0112                           | ALLOS                            | #      | 1.8    | 1.8    | 1.9    | 1.9    | 1.9    | 1.9    | 1.9    | 1.9    | 1.9    |
| MD0113                           | Ward Cost per Day                | \$/day | 223    | 278    | 243    | 150    | 270    | 280    | 233    | 278    | 215    |
| MD0114                           | ALLOS                            | #      | 6.5    | 6.1    | 6.1    | 6.8    | 6.1    | 7.3    | 6.0    | 6.4    | 6.5    |
| MD0088                           | Diagnostic Cost                  | \$     | 30     | 82     | 65     | 97     | 71     | 61     | 61     | 60     | 57     |
| MD0107                           | Other Services Indirect Costs    | \$     | 255    | 336    | 180    | 318    | 354    | 315    | 318    | 315    | 336    |
| MD0108                           | Nonlinear Play                   | \$     | 232    | 203    | 180    | 221    | 203    | 195    | 205    | 178    | 221    |

| Symphony for Healthcare - Budget |                             |     |        |        |        |        |       |        |        |        |        |
|----------------------------------|-----------------------------|-----|--------|--------|--------|--------|-------|--------|--------|--------|--------|
| Metric                           | Unit                        | Jan | Feb    | Mar    | Apr    | May    | Jun   | Jul    | Aug    | Sep    | Oct    |
| MD0080                           | Number of Episodes          | #   | 52     | 25     | 45     | 36     | 62    | 41     | 50     | 33     | 29     |
| MD0082                           | Income per Episode          | \$  | 13,020 | 16,159 | 14,824 | 10,787 | 9,800 | 12,118 | 15,540 | 12,855 | 11,271 |
| MD0100                           | Operating Room Medical Cost | \$  | 1,818  | 2,258  | 895    | 2,040  | 2,067 | 2,205  | 1,807  | 1,788  | 1,323  |
| MD0101                           | Ward Medical Cost           | \$  | 439    | 439    | 332    | 340    | 371   | 377    | 517    | 425    | 344    |