

General Company Information

HSI Network (HSI) is a limited liability company with offices in Minnesota, Connecticut and Virginia that performs sophisticated health care econometric analyses using administrative data. HSI was incorporated in 1998 in New York State. Gross revenues reached one million dollars by winter 1999. The majority of revenues are distributed to researchers, analysts and academics working with HSI. HSI operates on cash accounting basis and no liquid assets are carried year to year with the exception of operating expenses and partner travel stipends. HSI carries 1 million dollars of general liability insurance with an additional 1 million dollars of coverage for errors and omissions.

HSI is supported with dedicated Masters level analyst/programmers and the fifteen terabyte capacity of HSI Network LLC's distributed fire-wall protected network of SAS and SQL servers.

Recent HSI projects completed and ongoing include:

- Evaluation of United Health Group's Mid Atlantic Division disease management program.
- Confidential evaluation of an independent disease management vendor's long term performance using claims data from a large employer with over 200,000 covered lives operating in the New York/New Jersey/Pennsylvania Tri-State region.
- Expert design consultation and training for United Health Group Europe's provider performance tools using administrative and clinical records from the United Kingdom.
- Development of CS-PURE, a claim-based dashboard application in Microsoft Access designed to identify patients with potential controlled substance utilization patterns. See Parente, S.T., Kim, S., Finch, M., Schloff, L., Rector, T., Seifeldin, R., Haddox, J.D. "Using Claims Data to Identify Controlled Substance Patterns of Utilization Requiring Evaluation." *American Journal of Managed Care*, November, 2004; 10(11 Pt 1):783-90.
- Contracted vendor for i3/Innovus to complete health economic and pharmacoeconomic analyses.
- Vendor for claims-based evaluations of carriers serving the CHAMPUS Tri-Care program (1998-2003) and the Department of Defense (2005 to 2008).

HSI brings together leading academics from across the country to apply their knowledge and expertise in answering pressing business questions. This results in transfer of state-of-the-art methodology from academics to application in firms. Our associates, who hold Ph.D.'s from institutions such as Johns Hopkins, Wharton, and Harvard University, have published articles in *The Harvard Business Review*, *Journal of Finance*, *American Economic Review*, *Journal of Accounting & Economics*, and health care journals including *Health Affairs*, *Medical Care*, *Journal of Health Economics*, *Health Services Research*, and *Medical Care Research & Review*. In addition to the Ph.D. level associates and partners in the areas of economics, health economics, accounting, and finance, HSI employs a staff of statistical analysts experienced in the use of large administrative claims databases.