

**Panda**



## HEALTHCARE'S MARKETPLACE FOR DIGITAL INNOVATIONS

01  
TRUSTED MARKETPLACE

02  
STANDARDIZED PROCUREMENT

03  
TECH INTEGRATION

04  
MARKETPLACE INSIGHTS

**Categories 2020-2021**

- AI Chat Bots
- Patient Financial Engagement
- Unified Patient Messaging
- Advanced Online Scheduling
- CRM / Patient Analytics
- SEO / Reputation Management
- Remote Patient Monitoring
- Telehealth
- Population Health
- Others TBD

**A Case Study**

**PANDA VALUE CREATION - A CASE STUDY**

Panda cuts buying cycle to 2.5 months for three health system buyers

Contract Success Rate	100%
Contract Rate Reduction	10-20%
Buying Cycle	2.5 months
Contract Value	\$500k

[www.panda.com](http://www.panda.com)


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## HEALTHCARE'S MARKETPLACE FOR DIGITAL INNOVATIONS

**KEY QUESTIONS TO DETERMINE FIT**

- Is consumer experience a strategic imperative for your health system?
- Could you execute your digital health strategy faster and more confidently?
- Does your strategy include diversifying from reliance on your EHR?
- Is your digital health budget expanding?
- Is your sourcing, procurement, deployment, & contract management efficient?

**THE PREFERRED BUYER ASSESSMENT - NOV 2020**

We have designed a rapid and comprehensive program to allow health systems to assess their fit with Panda. Panda is offering unique privileges to "Preferred Buyers", and we'd like to invite you to join these **CLOSED SESSIONS** to help you assess Panda alongside your peers.

**01 BUYER AND SELLER EXPERIENCE**  
Review Panda's process, value and results as experienced and presented by senior executives from Health Systems (Buyers) and Suppliers (Sellers).

**02 PANDA OVERVIEW**  
Detailed explanation and response to questions about Panda's vision, solution, financial model & Early Member benefits. Presented by Panda CEO

**03 MARKETPLACE OPERATIONS**  
Overview of Panda operations and detailed discussions about category definition, prioritization and supplier pre-requisites. Presented by Panda COO

**04 FINANCIAL AND LEGAL**  
Presentation on Panda's flow of funds, financial obligations for buyers, and legal and contracting structure. Presented by Health Systems (Buyers) COO/Legal

**05 FOLLOW-UP 1 ON 1S**  
Specific follow-up calls with relevant stakeholders as needed

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## What A PEO Offers

### PAYROLL

- Payroll processing and management
- Online paystubs
- Federal, state, and local employment tax filing and remittance

### BENEFITS

- Medical (PPO, HMO, HDHP)
- Dental vision
- Flexible Spending Account (FSA) and Health Savings
- Account (HSA) administration
- Livelihood
- Short-term and long-term disability
- COBRA administration

### RISK & COMPLIANCE

- Workers' compensation
- Employment Practices Liability Insurance (EPLI)
- Compliance expertise for applicable Federal/State employment laws
- Sexual harassment awareness training
- Unemployment insurance claim administration

### TECHNOLOGY PLATFORM

- Employee and manager self-service platform
- Online onboarding and benefits enrollment
- Time and attendance tracking
- PTO tracking
- Database management and custom reporting
- Online training

### HR TEAM

- ACA compliance guidance
- Employee onboarding and orientation
- Benefits funding guidance and strategy
- Employee resource center
- HR compliance best practices review
- Human Capital Assessment

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## DOES A PEO MODEL FIT YOUR BUSINESS

pfcompass

A professional employer organization (PEO) is a firm that provides a way to outsource employee management tasks such as employee benefits, payroll responsibilities, workers' compensation, Human Resources, Benefits and Administration recruiting and management, and small business development. This allows small businesses to provide greater benefits packages to employees, minimize HR related risks, and keep the focus on what matters most - their business.

Human Resources

Compliances and Training

Integrated Technology

Payroll and Taxes

Risk Management and Safety

Benefits and Administration

### PEO PERKS:

- ✔ Discount on group medical premiums
- ✔ State of the art portal technology
- ✔ Fortune 500 benefits
- ✔ Cost containment plans
- ✔ Workers comp discount programs

461 Somerset Street, North Plainfield, NJ 07060

908-791-5740

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— Dr. Salem, Harrisonburg Veterinary Emergency and Silver Springs Veterinary, Harrisonburg, VA

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— Samaritan Veterinary Center, Globe, AZ

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— Bernice, All Creatures Veterinary Hospital, Perham, MN

I am extremely happy with the savings, the efficiency and the accuracy with Zero Cost Processing.

— Dr. Gomas, Abbott Animal Hospital, Rehoboth, MA

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— Dr. Gary DVM, Canton, MA

NOTES:

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SEAK, Inc.  
P.O. Box 729  
Falmouth, MA 02541

508-457-1111  
mail@seak.com  
www.seak.com

November 12, 2021

Mr. John Doe  
President  
AA Corporation  
111 Street Name, Suite#  
City, State, 12345

Dear Mr. John,

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Integer diam quam, egestas eu ultrices eu, suscipit ac sapien. Phasellus eu dui nisi. Nam et euismod diam, nec lobortis tortor. Donec et diam nulla. Aenean varius tincidunt convallis. Aliquam a tortor at lacus dictum aliquet. Nunc laoreet metus sapien, in scelerisque augue consectetur in.

Fusce nec justo laoreet, egestas justo sed, aliquet sem. Pellentesque pharetra massa non orci bibendum semper. Pellentesque cursus eu lectus a consectetur. Nunc volutpat suscipit posuere. Vestibulum facilisis vel quam malesuada mattis. Nulla in mattis tellus. Maecenas tristique mauris vitae pharetra tincidunt. In ut ornare risus. Integer molestie vestibulum nisi, semper dapibus mi condimentum eu.

Nullam sagittis elit libero, id fringilla est tincidunt eget. Donec in ipsum ultricies, consectetur quam vel, facilisis elit. Phasellus tincidunt congue risus vel luctus. Suspendisse ut mollis neque. Donec ornare orci in turpis vestibulum, in ultrices metus scelerisque. Pellentesque mattis mattis nunc, nec tincidunt lacus egestas id. Fusce facilisis sagittis neque sit amet vulputate. Aliquam ut eros lobortis tortor facilisis vehicula. Sed sed luctus leo, at laoreet sapien. Donec placerat adipiscing ligula non euismod. In lobortis pretium nisl id luctus.

Integer gravida tincidunt nibh, scelerisque tincidunt turpis. Suspendisse potenti. Nunc hendrerit euismod lectus id elementum. Fusce vitae gravida velit, quis eleifend lectus. In imperdiet mauris eu dui viverra sagittis. Donec tempor dui diam, condimentum gravida lacus pretium a. Nullam fringilla augue quis arcu placerat scelerisque. Aliquam nec tincidunt augue, sit amet posuere ipsum.

Sincerely Yours,

*Michael Robinson*

Michael Robinson  
President

**ADDITIONAL WEBSITES FROM SEAK**

Expert Witness Resources: [www.TestifyingTraining.com](http://www.TestifyingTraining.com)  
Non-Clinical Careers for Physicians: [www.NonClinicalCareers.com](http://www.NonClinicalCareers.com)  
Supplemental Income for Physicians: [www.SupplementalIncomeForPhysicians.com](http://www.SupplementalIncomeForPhysicians.com)

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Expert Witness Directory: [www.SeakExperts.com](http://www.SeakExperts.com)  
Independent Medical Examiners Directory: [www.imedirectory.com](http://www.imedirectory.com)  
Medical File Review Consultants Directory: [www.FileReviewConsultants.com](http://www.FileReviewConsultants.com)

**George  
Cintron  
& Co. CPA.**

2250 NW 136 th avenue  
Pembroke Pines

**JONATHAN SMITH**  
Founder / CEO

+1 305 713 3825  
Gustavo@yourgmailname.com  
yourwebsitename.com

**George, Cintron & Co. CPA**

