The JointMan®
Product Suite Portfolio
Where Rheumatology Measures Quality
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INTRODUCTION

THIS IS A DEFINING MOMENT FOR RHEUMATOLOGISTS—TOGETHER WE CAN BRING ABOUT SIGNIFICANT CHANGE IN PATIENT CARE THROUGH SUCCESSFUL COLLABORATION AT THE LOCAL, REGIONAL, AND NATIONAL LEVEL.

The landscape of health care, and Rheumatology in particular, is at a critical crossroads. As decision support tools and outcome measures become increasingly important in chronic disease management, there is a significant need in rheumatoid arthritis for accurate, scalable, precise, and cost-effective methods of capturing quality outcome measures in order to implement a treat-to-target strategy and secure reimbursement for the clinical practice.

The JointMan® Product Suite allows rheumatologists in academic, private and institutional settings to capture and trend joint counts and outcome measures at each visit, while also aggregating, analyzing and presenting data in a concise, actionable format.
Discus Analytics, LLC, is a healthcare company specializing in the capture, analysis, and application of actionable clinical data.

Our mission is to transform clinical data into insights and intelligence, deliver this information where and when it is needed, and thereby establish a new standard of care that will ultimately improve patient outcomes.

Collecting a standardized clinical data set is a requirement for optimal practice performance. Population Health Dashboards within the JointMan® platform help identify trends, predict outcomes, influence therapy choices, and improve care as both physician and patient work toward better clinical outcomes together. Moreover, aggregated data within the portal can be applied to health management profiles and is pivotal to new quality payment models.

The company’s flagship product, the JointMan® Product Suite, gives rheumatologists a decided advantage in the changing landscape of healthcare reform by utilizing a data collection portal capable of tracking rheumatoid arthritis patient outcomes and quality metrics in “real-time”.
Discus Analytics will be partnering with Allscripts Enterprise to bring on 100 new additional rheumatologists.

Discus Analytics Partners with Nuvodia and maps JointMan™ to over 12 leading EHR systems including EPIC, Cerner, NextGen, Allscripts, & Centricity.

Discus Analytics receives Best Healthcare HCP Initiative of the year award from EyeforPharma and Inspirational Customer of the year from McKesson Specialty.

“I FIND THE JOINTMAN® PROGRAM TO BE INCREDIBLY INTUITIVE, FAST, AND EASY TO USE. IT IS THE VERY BEST PROGRAM OF ITS KIND, AND THE REAL POWER OF THE PROGRAM LIES IN MY ABILITY TO VISUALLY SHOW PATIENTS THEIR PROGRESS, WITH THE ADDED BENEFIT OF QUICKLY EXPEDITING ANY PRIOR AUTHORIZATIONS THAT MIGHT BE NEEDED BEFORE TREATMENT BEGINS.”

JOYCE GAUTHIER, MD
“Our nation cannot control runaway medical spending without fundamentally changing how physicians are paid.” This is the backbone of a report published by the National Commission on Physician Payment Reform in March, 2013. The Commission’s final analysis was predicated upon a single, over-arching tenant: Current health care spending in America is unsustainable.

It’s clear that the antiquated fee-for-service model needs to be recalibrated in order to reflect value-based decision making. Quality metrics need to be incorporated into a new hybrid form of value-based contracting that reflects appropriate, cost-effective care, while improving patient engagement, employer engagement, coordination of care, and patient adherence to treatment plans.

One of the main initiatives of the quality movement has been pay-for-performance (P4P) programs, which are used in both commercial plans and Medicare. As quality programs are phased-in over the next five years, providers will not be paid for merely reporting, but improving, patient outcomes. Reimbursement will be based on the “quality of care” they provide. Explicit benchmarks will be used to determine quality, and performance against these benchmarks will determine payment. It is also important to note that most new language around P4P contracts states that providers will need to have at least one year’s data in place to establish a benchmark.

The JointMan® Product Suite fulfills the two basic needs of the changing payment landscape: access to chronic disease data and validated quality measures that gauge the efficacy of treatment. Able to capture and trend joint counts at each visit, physicians using JointMan® (which already contains over 6,500 unique RA patients) are able to identify trends, predict outcomes, influence therapy choices, and improve care. Once performance results are calculated, JointMan® has the unique capability of quickly feeding that data back to the individual physician, hospital and/or ACO, and community-wide level. It’s not enough to merely capture quality data metrics; we must “act” upon them.
“JOINTMAN ALLOWS RHEUMATOLOGISTS TO CAPTURE AND TREND JOINT COUNTS AT EACH VISIT WHILE AGGREGATING, ANALYZING AND PRESENTING DATA IN A CONCISE AND ACTIONABLE FORMAT. THIS IS A DEFINING MOMENT FOR RHEUMATOLOGISTS---TOGETHER, WE CAN BRING ABOUT SIGNIFICANT CHANGE IN PATIENT CARE THROUGH SUCCESSFUL COLLABORATION AT THE LOCAL, REGIONAL, AND NATIONAL LEVEL.”

SERGIO SCHWARTZMAN, MD
Leveraging clinical data to improve patient care is becoming the next juggernaut within health information exchange (HIE) systems. The challenge for Rheumatologists lies in accessing and analyzing structured clinical data in real-time in order to support clinical decision-making, monitor patients, and improve the quality of care. JointMan® helps Rheumatologists acoded scale model of the human skeleton.

Rheumatology Clinicians use the JointMan® clinical care portal to:
- Support clinical decision-making
- Conduct population health data warehousing (individual, community, regional and national level)
- Enhance patient clinical documentation/charting
- Meet National Quality Reporting Initiatives
- Streamline pre-authorizations and denial letter appeals
- Encourage Patient education
- Improve health outcomes
- Demonstrate the efficacy of biologic treatment
- Develop pathways and protocols to treat to target initiatives
- Improve financial and best “standard of care” models

Emerging ACO models are interested in decision support tools and coordinating efficiencies of care, while also reducing overall health care costs. Outsourced JointMan® dashboards could be used by the ACO model to track and report on physicians’ performance, quantify and enhance quality safety measures, referral patterns, and coordinate care back to the primary care physician.

Hospital/ACO Administrators will use JointMan® clinical care software to:
- Improve access to locally disseminated healthcare information
- Access data from multiple sites in order to optimize treatment protocols
- Obtain an income stream by providing data for research
- Track and Report on physician performance
- Facilitate data gathering for funding proposals
- Ease the process of setting up large clinical trials
- Enrich epidemiology and health services research
- Support Comparative Effective Research Foundations
- Build a collective Rheumatology Information Exchange Hub
EHR Systems

The rapid migration from paper-based to electronic record keeping has led to an explosion of EHR vendors that provide software to capture, manage, and provide data for the health care market. For example, there are electronic health record vendors that focus on the processing, administration and approval of claims for insurance companies ("Claims Data EHR"), while other vendors focus on the practice and patient management needs of physicians, clinicians and other providers ("Clinical Data EHR"). Clinical Data EHR systems provide significantly more promise in offering effective solutions that will drive costs down and improve patient care, as mandated by the Affordable Care Act:

While the rate of adoption of both Claims Data and Clinical Data systems is increasing, the current use of EHR systems by providers is lowest in the areas of clinical decision support/charting, data warehousing, and patient clinical documentation (the three primary areas addressed by the JointMan® platform).

EHR Vendors use the JointMan® software to:
- Develop new business channels
- Standardize systems that improve interoperability
- Progressively differentiate their business by offering new services
- Bridge the mandatory efforts to improve quality with meaningful use and National Quality Standards requirements
- Prepare the transition of ICD-10 coding requirements

Insurance Systems

The shift from fee-for-service care to a value-based paradigm will be supported by health information technology capable of collecting electronic data from robust population health record systems like JointMan®. Population health management and predictive analytics will help define a population, identify gaps in care, stratify risks, engage patients, manage care and measure outcomes.

Public and Private Payers use the JointMan® software to:
- Improve patients’ health outcomes via easy access to quality treatment plans
- Augment the monitoring of effectiveness, safety, and value of new treatments
- Improve the patient experience of care
- Improve patient engagement

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1Leveraging clinical data to improve patient care and the bottom line
• Increase Employer/Patient engagement through early diagnosis
• Improve Patient Adherence to medication and treatment plans
• Improve Pathways and protocols for treatment
• Improve the health of populations
• Reduce the per capita cost of health care
• Ensure the Quality RA Measure Benchmarks: CMS Physician Quality Reporting System (PQRS), NCQA Accountable Care Organization Accreditation, Medicare Advantage 5-Star Rating, and Health Effectiveness Data and Information set (HEDIS)

**Pharmaceutical Systems**
A cloud-based repository for the data generated from the national licensees of JointMan® houses vast amounts of de-identified patient data (consistent with HIPAA and HITECH security regulations). Once in the registry hub, the platform is adept at transforming structured data into insights and intelligence that correlates research data, compares effective outcomes, and generates rapid advancements in medical treatment.

**Pharmaceutical Companies use the JointMan® software to:**
• Expedite more efficient protocol feasibility assessment
• Accelerate patient recruitment for clinical trials
• Streamline clinical trial execution
• Optimize drug safety monitoring
• Consolidate EHR and Research data input within the clinic
• Achieve faster patient access to innovative medicines
• Maximize R & D investments and value chain
• Amplify R & D investments in technology and interoperability

“PHYSICIANS NEED AN ALIGNED MEASUREMENT SYSTEM CAPABLE OF CAPTURING DATA AT THREE MAJOR LEVELS: INDIVIDUAL CLINICIAN, GROUP/INSTITUTION, AND POPULATION/COMMUNITY, WITH THE ADDITIONAL FEATURE OF PERFORMANCE RESULTS THAT CAN BE EASILY FED BACK TO EACH LEVEL. JOINTMAN® IS THAT SYSTEM.”

HOWARD肯NENY, MD
JointMan® is a patented evidence-based rheumatology software application. It displays a weighted, trended analysis that includes clinically observed joint pain, swelling, sedimentation rate and physician VAS. In addition, within its platform, JointMan® documents adverse medication reactions, timeline to achieve low disease activity, co-morbidities and characteristics for RA and SpA. It also simplifies the preparation of standard industry reports for Medicare PQRS compliance, payer pre-authorization and pre-assessment. Patient and physician-reported metrics (DAS, CDAI, Rapid 3, etc.), lab values, and PQRI data are all analyzed when weighing the response to therapeutic agents, comparing one DMARD or biologic response to another, determining which patients are at highest risk of joint damage, and identifying patients who are in or near clinical remission.
The JointMan clinical care portal captures data that allows for roll up reporting (i.e., calculated performance measures are fed back to the individual clinician, group/hospital, and population/community level), and enables physicians to collaborate in comparative effectiveness research.

The JointMan® clinical population health platform captures the most relevant musculoskeletal criteria on a single page and displays this information on a practice, regional or national level via the JointMan® Rheumatology Dashboards.

It also concurrently collects and displays relevant patient co-morbidities and characteristics, and automatically identifies patients who meet the 1987 and 2010 RA diagnosis criteria. Dashboards can easily identify patients not yet attaining treatment goals, while also capturing medication usage and discontinuation reasons (including adverse events). This information is plotted against disease activity status, and is displayed via colorful, intuitive graphics.
PRODUCT DESCRIPTION

JointMan is inherently agnostic to EHR systems, and with our vendor partners, does not require any additional customization. It is able to receive and push information within the patient record, and has complete interoperability with existing systems.

Logical and Instinctive Structure

The JointMan® portal has been optimized to minimize the number of clicks needed to expedite the visit. Built upon simplified navigation, the layout and physician interaction with key elements flow logically. Upon viewing the JointMan® page for the first time, many rheumatologists have remarked on its logical and instinctive structure.

Easy, Intuitive Interface

The easy, intuitive interface is the premiere feature that sets the JointMan® Product Suite apart from any other system. It was created with the following attributes, meant to enhance (not impede) the workflow of the practice:

1. Easy, point-and-click user interface requires no tech savvy or software knowledge
2. Data is accessible anywhere one has a laptop and broadband connection
3. Designed for multiple users
4. Precision data delivery drills down to line-item level, revealing business insights
5. Seamless exporting capabilities to Excel, ready for staff, and compliance checks
“AS WE ENTER THE AGE OF PERFORMANCE-BASED HEALTH CARE, THE ULTIMATE GOALS ARE TO IMPROVE QUALITY AND LOWER COST. JOINTMAN® IS THE IDEAL TOOL TO FACILITATE BOTH. JOINTMAN® CAPTURES CRITICAL INFORMATION NECESSARY TO CALCULATE DISEASE ACTIVITY WITH NOTHING MORE THAN THE CLICK OF A MOUSE.”

JAMES LOVELESS, MD
From diagnosis to treatment plan selection, physician reimbursement, and administrative simplification, the JointMan® Product Suite supports best practices in rheumatologic care, and provides excellence across five distinct platforms.

**Clinical Decision Support**

a) **Follow Patients and Track with Effectiveness:** This innovative platform enables rheumatologists in academic, private, and institutional settings to clinically follow patients and track biologic/DMARD effectiveness via a point-and-click, color-coded homunculus. JointMan® is the definitive decision-making support tool on the market today.

b) **Capture Data and Trend Joint Counts:** The JointMan® clinical care portal allows physicians to capture and trend joint counts at each visit while aggregating, analyzing, and presenting data in a concise and actionable format.

c) **Care Coordination:** JointMan® supports best practices in Rheumatologic patient care. This scalable, comprehensive decision support platform allows rheumatologists to track patients’ progress and supports broad decision-making over time, tracks biologic effectiveness, and records all discontinuation reasons (including adverse events).

d) **JointMan® Chart Note:** JointMan® collates data into a familiar chart-note format following each visit. This chart note comfortably resides within the cloud-based JointMan® portal, and can be conveniently retrieved as needed, or downloaded to a secure file on the company server. In many cases, the chart note is uploaded and appears alongside a traditional EHR chart note within one’s EHR system.
JointMan® Reimbursement & Patient Access Support
The JointMan® Reimbursement and Patient Access Support platform provides solutions that significantly bolster practice efficiency. Robust reporting measures within this platform support value/outcome-based contract negotiations with public and private payers, while also decreasing the hassle factors and administrative burden associated with reimbursement. Simplified reports foster Medicare PQRI compliance, payer pre-authorization and pre-assessment, and are available at the click of a button. JointMan® also offers a wellness program for early detection of both RA and Ankylosing Spondylitis. By using the JointMan® mobile app, a patient screening tool can be administered that will assess the patient’s need for a rheumatology referral. Early and appropriate treatment can prevent costly treatment in the long term by managing the disease processes actively and appropriately.

JointMan® Clinical Trials & Patient Recruiting Tools
Incorporating JointMan® within the clinical practice accelerates patient recruitment, reduces study start-up timelines, helps screen potential patients, and is a universal data collection tool for both clinic and study-related assessments. Key to study enrollment, JointMan® has the power to aggregate the inclusion and exclusion criteria of the practice’s trials so the physician can be alerted to a potential research patient at the point of care.

JointMan® Reputation Management
JointMan® promotes comprehensive care delivery by fostering a strong relationship between patients and their care teams. Physicians, nurse practitioners, and physician assistants who meet our performance benchmarks can earn a recognized logo as a participating physician practice. Participating physicians will be accredited as performing “best-in-class” quality programs, and will be recognized by payer designation programs and reputation management websites.

JointMan® Population Health Registry & Practice Dashboards
A cloud-based repository for the data generated from the national licensees of JointMan® houses vast amounts of de-identified patient data (consistent with HIPAA regulations). Once in the registry hub, the platform is adept at transforming structured data into insights and intelligence that correlates research data, compares effective outcomes, and generates rapid advancements in medical treatment. Through the use of clear data visualization tools, are able to benchmark results with peers via electronic dashboards, give timely feedback of individual and group performance, and collaborate in comparative effectiveness research. Aggregated data within the portal, which is pivotal to predictive analytical research, can also be applied to health management profiles and population health studies.
GO-TO-MARKET STRATEGY

The JointMan® Product Suite is perfectly suited to overcome the “quality outcome gap”, as it seamlessly captures data and feeds results back to the individual clinician, the group/hospital, and population/community level.

As large analytic companies rush to market, there is a “quality outcome gap” where the unique solutions needed for each medical specialty are not being addressed and/or realized. Many analytical companies do not have a complete understanding of quality metrics. The JointMan® Product Suite is perfectly suited for the job, as it seamlessly captures data and feeds results back to the individual clinician, the group/hospital, and population/community level.

In addition to gaps in the broad understanding of quality measures specific to Rheumatology, there are two additional barriers with regard to physicians’ immediate adoption of the JointMan® Product Suite into their practice. Rheumatology practices are currently under extreme pressure to sustain their practices, and many are training diligently to implement an EHR system. Most clinics do not recognize the need to incorporate quality metrics into their systems, nor prepare for the changing legislation payment changes. They would prefer that JointMan® be incorporated into their EHR system so that they do not have to duplicate data entry or staff involvement.

This understanding has led Discus Analytics to a different business model and operations strategy. We will collaborate with EHR systems as a value-added “Plug-in tool,” and are currently in negotiations with several large EHR partners.

In addition, through the Washington State Alliance, we are forming an initiative for all WA State Rheumatologists to implement the platform within their practices or systems. An agile measurement enterprise focused on important outcomes, including patient experience through the health care system, is an essential building block when it comes to safe, affordable, high quality health care.
The Go-to-Market Model includes two specific strategies:

1. The JointMan® integration framework provides an opportunity to partner with EHR organizations in order to improve the standard of care for our mutual customers. The solutions offered as part of the EHR integration framework are designed to reduce redundancy of data entry, simplify business processes, and increase service quality. Integrating and “plugging in” with EHR technology in large hospital systems will provide necessary structured data and interoperability.

2. The broad application of this technology involves not only patient care, but also helps sustain the financial health of the practice as a whole. New legislation and generally accepted opinion proposes to dramatically shift how physicians are reimbursed. The JointMan® platform adds the value layer between EHR and practice management systems which lack the versatility needed to comply with the upcoming shift to outcome/value-based reimbursement, and secures Rheumatology’s spot at the contract negotiation table.

“WE ARE ADVANCING PATIENT CARE, AND OUR SPECIALTY AS A WHOLE, BY DEMONSTRATING QUALITY IMPROVEMENT MEASURES AND PREPARING FOR NEW P4P PAYMENT MODELS. BY COLLECTIVELY ANALYZING OUR DE-IDENTIFIED PATIENT DATA, AND IMPLEMENTING ROLL-UP REPORTING PROCEDURES AT THE STATE LEVEL, WE WILL BE BETTER SUITED TO RESPOND RAPIDLY TO THE CHANGING HEALTHCARE ENVIRONMENT.”

JEFF PETERSON, MD, PRESIDENT OF WASHINGTON STATE ALLIANCE
FREQUENTLY ASKED QUESTIONS

Who is JointMan® built for?
JointMan® is built for rheumatology providers and their patients. Its clinical intelligence platform seamlessly supports clinical decisions, supports QI performance and risk management and aligns with best practices embedded in the care process to meet the growing demand for accountability in the health care delivery system. We work with multiple types of rheumatology centers, including community practices, academic medical centers, hospital systems and integrated delivery networks.

What are the requirements to use JointMan®?
JointMan® works with or without connection to your EHR system. Discus Analytics has already completed a mapping of certain data elements through the technology of HL7 and API interfaces. This has allowed us to minimize the IT personnel from both sides and is already part of the seamless integration of JointMan® and the EHR system. Furthermore, the mapping allows for the physicians to experience a seamless integration without leaving their EHR system. This is accomplished by third parties such as Discus Analytics (in a HIPAA compliant manner) working with the IT folks simplifying the IT personnel’s requirements and burden of integration.

Is JointMan® HIPAA and HITECH compliant?
Yes. Discus Analytics’s technology platform is built with security and privacy as the top concern. As one of the first steps we do with any client, we together assure that a risk assessment has been done and the results are to the satisfaction on both sides. We take every reasonable precaution, both technically and operationally, to protect against improper use, access, or disclosure of PHI. Every provider who works with Discus Analytics signs a Business Associate Agreement (BAA) in order to allow the transfer of appropriate patient data and agrees to be responsible for compliance with HIPAA and other requirements applicable to the provider’s content or data uploaded to JointMan®.

Why do rheumatology centers work with JointMan®?
Data quality is an essential ingredient for many of the functions that providers will have to perform in a world that is transferring to value-based payment. Any piece of information that is relevant to a decision, treatment or interaction needs to be available in real time. A quality improvement initiative to meet the growing demand for accountability must collectively work toward three crucial goals: improve patient care and patient experience, improve the overall health of populations and reduce the per capita cost of health care.

At most rheumatology centers, the administration spends 80% of its time gathering data and pre-authorizations to obtain access to treatment for our patients. JointMan’s goal is to flip this ratio, so that administrators and staff have all the tools available for “defensive documentation” as well as contract preparation at their fingertips, as new payment models unfold.
Will Discus Analytics share my data with a payer or managed care plan?

Never. Discus Analytic’s allegiance is to the provider at all times. The only exception would be if our provider customer or network’s request that Discus Analytics provide data to their payer on their behalf as a reporting mechanism or if the payer offered new alternative payment models for all participants who follows the pathways and protocols of The Rheumatology Specialty Medical Home Demonstration Project, designed and incorporated through the Quality Assurance Committee.

Do I need any new hardware to run JointMan® Analytics?

No, JointMan® Analytics is cloud-based, which means every user accesses the platform via any internet browser. All the tools necessary for Administrators or Staff are accessible through the platform. This allows for all practices to filter, crunch or view any data that JointMan® accumulates. New alternative payment models will use a population health management platform to help to define a population, identify gaps in care, stratify risks, engage patients, manage care and measure outcomes. Quality metrics will need to be incorporated into a new hybrid form of value-based contracting that reflects appropriate treatment decisions, cost-effective care, while improving patient engagement, employer engagement, coordination of care, and patient adherence to medication and treatment plans.

What happens in the event that we terminate our contract with Discus Analytics

Upon appropriate notification, Discus Analytics allows several means, mutually agreed upon by both parties, for acquiring and removing their data that was located within JointMan®.

How will JointMan® Continuously Monitor Quality?

The benchmarking aspect of this model provides rheumatology centers quick-at-a-glance view of their patient population, their real-time status of meeting federal initiatives and compliance statistics to fulfill their obligations for demonstrating quality improvement. It also allows for centers to compare peer-to-peer centers of similar size with comparative data. Displaying practice-level performance relative to that of others in the community provides a strong foundation for improvement. Comparative performance reporting allows practices to see how they measure up compared to others in their region or nationally.

- Automatic calculation of community-level and practice-level results;
- Displaying performance levels for each clinical quality measure and a five point composite score using randomly blinded practice, site, and provider
- Delivering automated simple, color-coded performance dashboard relative to targets to each participating member
- Recognition for making comparative improvements even if below target values
- Disseminating results to all members in a convenient and private forum
Which EHR and practice management (PM) systems does JointMan® integrate with?

JointMan® is entirely agnostic to which EHR and PM system a rheumatology practice utilizes. Discus Analytics has successfully mapped to several EHR systems, including community and academic/hospital settings, and can be customized to any customer’s request.

How long does it take to integrate JointMan® at my rheumatology center?

The integration with JointMan® is an iterative process and depends on the IT infrastructure and setup of your rheumatology center. For community practices with traditional IT setups, Discus Analytics is typically up and running in a practice within 2-4 weeks (depending on IT personnel). For most academic/hospital systems where the IT systems are typically quite complex, the integration could take several months. In either case, the bulk of work is on Discus Analytics and its team as opposed to your rheumatology center.

How much does JointMan® cost?

Discus Analytics has competitively priced JointMan®. Discus Analytics has also invested significant resources into JointMan’s interface with many EHR systems in order to reduce overall integration costs.
How often is JointMan® and the analytics platform updated? Can I customize it?

JointMan® is updated continuously. Being cloud based, Discus Analytics product engineering team and integration team is frequently releasing new features and functionality to the platform. You’ll receive release notes on major changes and bug fixes as they are released. All clients have a dedicated Forward-Deployed Engineer and interaction with Discus Analytics’s Management team who are actively responsible for collecting feedback and product requests in order to improve and tailor the platform to each client.

Interested in JointMan®?
We’d love to hear from you. Please use the below form to contact our Provider Engagement team and to provide a few details about your rheumatology center.
The JointMan® Product Suite was designed specifically by rheumatologists, for rheumatologists, in order that we might unite, collaborate and align our specialty as the landscape of health care changes. This innovative technology delivers bottom line results for physicians, patients, vendors, and health care providers. JointMan® users manage clinical quality across their patient population, obtain a head start on Pay for Performance programs, benchmark quality measures (not only within their own practice, but regionally and nationally), quickly identify patients at risk, and improve the overall quality of care for their patients.

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