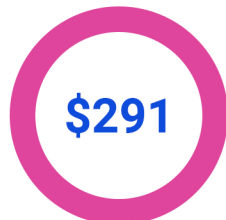
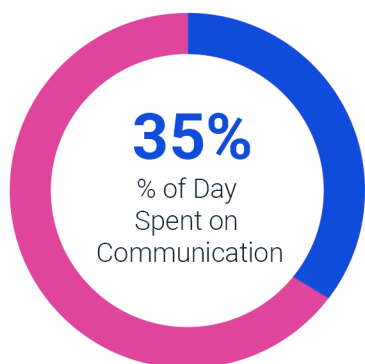




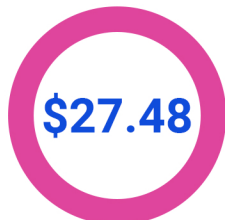
ROI From Streamlining Communications

An Icon analysis found that nurses saved 25 minutes per day after Icon communication solutions were implemented. The average facility saved the equivalent of \$50,000 per year in nurse time.

Icon Proprietary Data



Average Revenue Per Patient Per Day



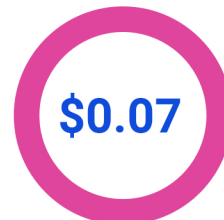
Average RN Staffing Cost Per Patient Per Day

9.4% of Daily Revenue



\$ Savings with Icon Per Patient Per Day

0.5% of Revenue
5.3% of RN Staff Cost



Cost of Icon Per Patient Per Day

0.02% of Daily Revenue
0.3% of RN Staff Cost



Direct Registered Nurse ROI

~\$50K Per Year for the Average Facility

Indirect RN ROI

Reduced Turnover
(Avg. 85% & Cost \$4k/emp)

Improved Compliance

Reduced Risk & Litigation

Improves Quality, Referrals and Census

Other Job Roles Currently Benefiting from Using Icon

LPN
(9.4% of Daily Revenue)

CNA
(16.3% of Daily Revenue)

Admin
(3.9% of Daily Revenue)

Sample of Other Functions Streamlined with Icon

Staff Call Out
(10x of Incremental ROI)

Family Notification and Emergency Reporting

Discharged Patient Process