



CLAIMS OVERPAYMENT RECOVERY SOLUTIONS

Powered By



Proprietary Analytics With Proven Results



WHO WE ARE



- **360 Health Systems** is an innovative Healthcare Solutions Provider founded in 2013 by former Healthcare Executives and IT Leaders with extensive experience in Medical and Pharmacy Auditing, Claims Operations, IT and Engineering.
- We are a privately held firm that is passionate about driving results for our clients through innovation, quality, service and disciplined execution.
- Our focus is to simplify operations, uncover hidden savings, and reduce operational costs for our clients.
- Located in Miami, Florida our team of seasoned professionals consists of Certified Coders, CPMA's, RN, and Healthcare Data Scientist with a **recovery track record of over \$1 billion dollars.**



WHAT WE DO

We help companies **discover overpayments from claims errors** then recover lost revenue for them.

DISCOVER
Overpayments



RECOVER
Lost Revenue



Our **Provider Overpayment Recovery Application** is the **ONLY SOLUTION** in the industry designed to help payers quickly track, analyze, and recover lost revenue from **claims errors**.

PROVEN RESULTS



Overpayment identified and collected for our clients

\$108,000,000

IDENTIFIED

\$105,000,000

COLLECTED

MARKET ANALYSIS



Summary

- Healthcare spending on average is \$3.5 Trillion annually with up to **\$350 Billion in overpayments due to errors and fraudulent activity.**
- Insurers and payers around the world struggle to identify these errors leaving billions of dollars at risk each year.
- There are no industry best practices in place and current software systems are fragmented, unable to identify more than 67% of overpayments.
- Massive teams and manual processes are typical in all of the top insurers and TPA's.

Competitors are only able to identify a very small fraction of overpayments and charge millions of dollars in recovery fees.



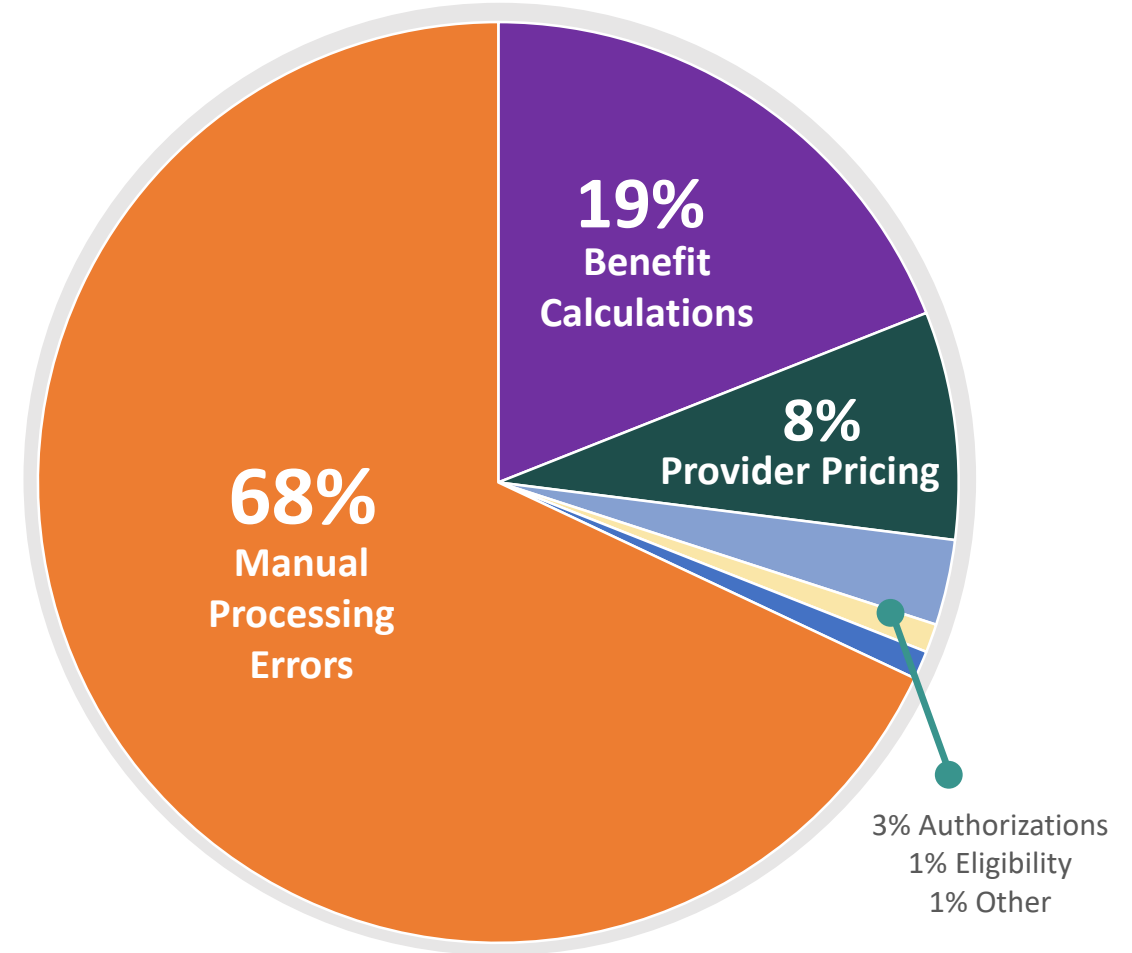
The 360 Health Systems Opportunity

- \$** We help Government Agencies, Health Plan Organizations, Self Insured and TPA's to identify, reduce and recover hundreds of millions of dollars in improper payments swiftly.
- \$** Our unique solution provides claims payment integrity, fraud, waste and abuse detection and a valuable recovery process **unavailable anywhere else in the market today.**

Billing Advocates and
other Health Professionals
Estimate
up to
80%
of
Medical Bills
CONTAIN ERRORS



WHAT DRIVES CLAIMS ERRORS



EXAMPLES OF COMMON BILLING ERRORS

Member	DOS	Qty	CPT	CPT_Desc	Billed	Paid	Overpaid
Deborah R	12/9/2009	20	J9395	INJECTION FULVESTRANT 25 MG	\$8,281.40	\$6,037.14	\$3,018.57
Deborah R	12/23/2009	10	J9395	INJECTION FULVESTRANT 25 MG	\$4,140.70	\$3,018.57	\$3,018.57
Luisa S	1/20/2010	20	J9395	INJECTION FULVESTRANT 25 MG	\$8,281.40	\$6,037.14	\$3,018.57
Luisa S	2/3/2010	10	J9395	INJECTION FULVESTRANT 25 MG	\$4,182.10	\$3,048.75	\$3,048.75

Billed 2X
Maximum Quantity

Member only receives a maximum quantity of 10 units per month. Provider double billed both members for 20 units.

Billed Again
Same Month

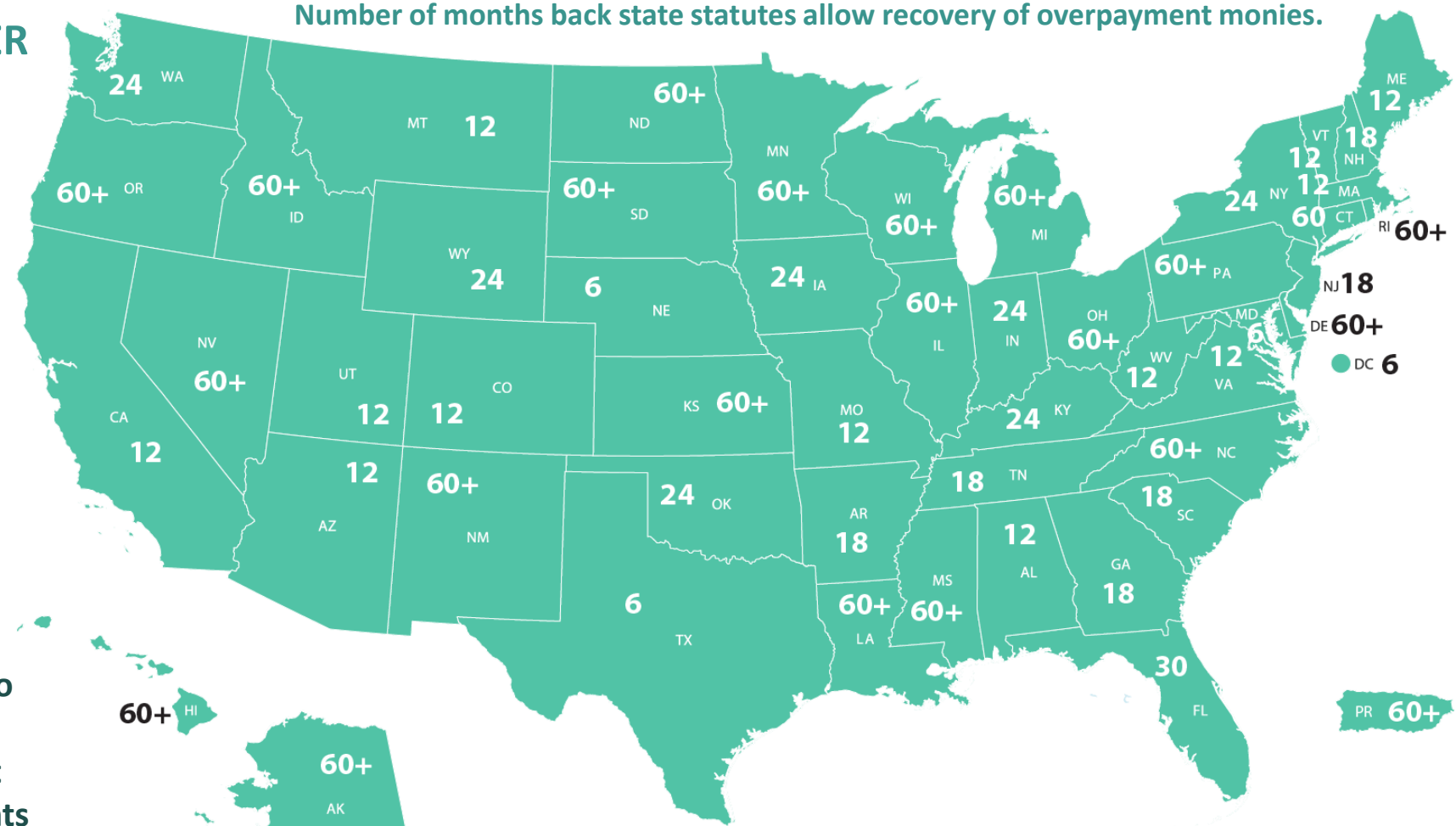
Provider billed both members again less than 30 days from maximum dosage amount allowed per month.

Uncovering billing errors = Money back to your business.

OPPORTUNITY TO RECOVER LOST REVENUE BY STATE

- Each state statute allows a payer to recover money from overpayments from a certain amount of months prior.
- Many state statutes allow this recovery to date back several years.
- This is a huge opportunity to seamlessly and effortlessly help bring back a significant amount of revenue for clients without any budgetary implications.

Number of months back state statutes allow recovery of overpayment monies.



Alabama	12	Illinois	60+	Montana	12	Rhode Island	60+
Alaska	60+	Indiana	24	Nebraska	6	South Carolina	18
Arkansas	18	Iowa	24	Nevada	60+	South Dakota	60+
Arizona	12	Kansas	60+	New Hampshire	18	Tennessee	18
California	12	Kentucky	24	New Jersey	18	Texas	6
Colorado	12	Louisiana	60+	New Mexico	60+	Utah	12
Connecticut	60	Maine	12	New York	24	Vermont	12
Delaware	60+	Maryland	6	North Carolina	60+	Virginia	12
DC	6	Massachusetts	12	North Dakota	60+	Washington	24
Florida	30	Michigan	60+	Ohio	60+	West Virginia	12
Georgia	18	Minnesota	60+	Oklahoma	24	Wisconsin	60+
Hawaii	60+	Mississippi	60+	Oregon	60+	Wyoming	24
Idaho	60+	Missouri	12	Pennsylvania	60+	Puerto Rico	60+

THE 360 SOLUTION: PORA

We are **redefining payment integrity** with our **Provider Overpayment Recovery Application (PORA)**

- ✓ **PORA** is designed to help payers navigate their complex healthcare billing and payment data.
- ✓ **PORA** uses proprietary analytics that integrates health insurance payment integrity initiatives, contract configuration and modeling into a centralized, user-friendly application.
- ✓ **PORA** is an innovative, cloud-based, AI powered, turn key solution that delivers real-time reporting of paid claims data.
- ✓ **PORA** has a robust discovery engine that automates revenue recovery.
- ✓ **PORA** scans across 100% of all medical and pharmacy claims, not just the high dollar amounts.
- ✓ **PORA** continuously discovers overpayments from retrospective claims which are identified, validated, and scored for recovery.



150+
Proprietary
Algorithms



PORA
PROVIDER OVERPAYMENT RECOVERY APPLICATION

PORA ADVANCED MONITORING AND DETECTION

PORA Provider Data Solution

- ✓ Continuously monitors across more than 20,000 objective, primary, and public data sources.
- ✓ Spans demographics, training, practice details, affiliations, registrations, licensing, certifications, sanctions, payments, investigations and legal records.

PORA Provider Detector

- ✓ A complete real-time and historical database for all Federal and State exclusions dating back 15 years or more, unified into a single profile to account for total license view.
- ✓ Leverages our distinctive data set and proprietary algorithms to predictively model providers.

PORA Medical Pharmacy Algorithms

- ✓ Enables the extrapolation of the National Drug Codes (NDCs) from the Healthcare Procedure Codes (HCPCs).
- ✓ The database incorporates the CMS - HCPCS and AMA -CPT® codes as part of the process, which enables us to cross-walk each HCPCS code to the drug's appropriate NDC.
- ✓ Our data mining capabilities allows the drilling down to the granular level revealing discrepancies in the financial, procedural, as well as therapeutic elements of claim payments.



150+
Proprietary
Algorithms

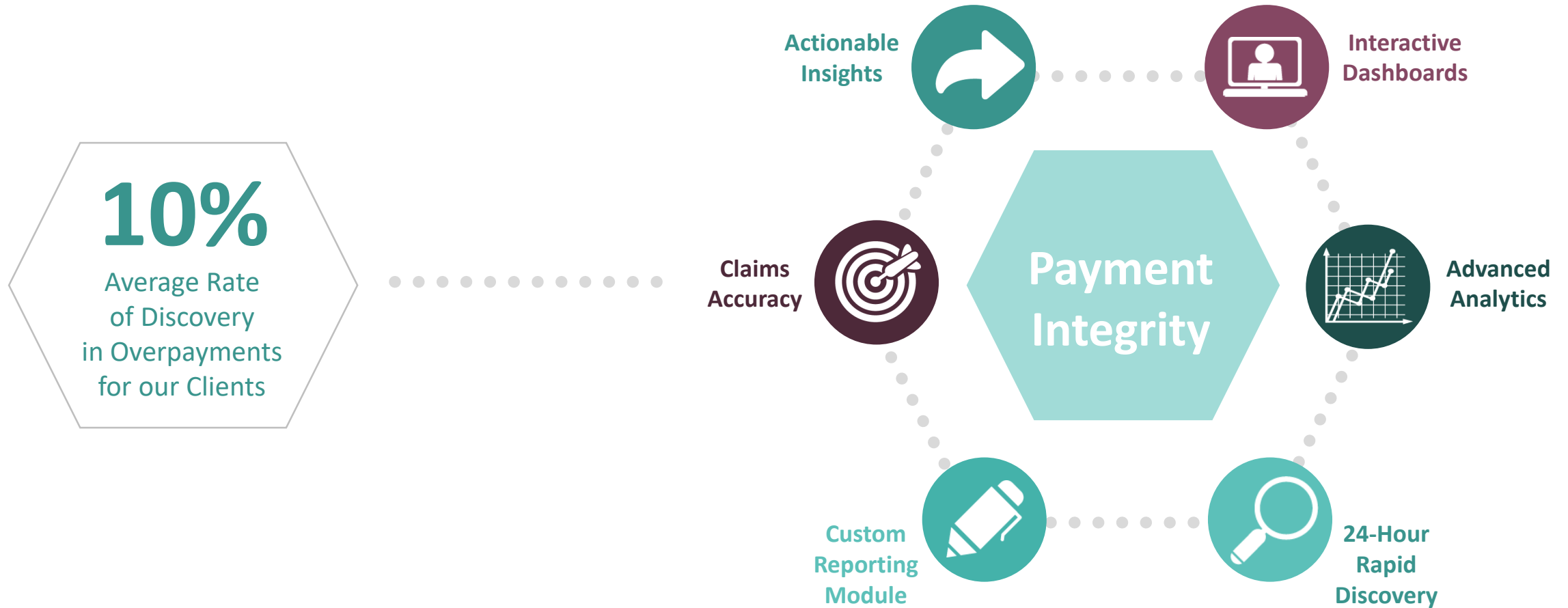
OUR PROPRIETARY SERIES OF PORA AUDIT RULES UNCOVERS MILLIONS OF DOLLARS IN INACCURATE PAYMENTS EVERY YEAR



Here are some examples of the types of overpayments, fraud, waste, and abuse PORA discovers in a variety of claims types including professional, facility, and pharmacy:

- Hospice, SNF, LTAC, ESRD, IRF, Implant and HCD, ER, DME
- Readmission, Policy Compliance, High Dollar Audit, HBA, DRG, APC, ASC
- Correct Coding Initiatives, NCCI, split bill, E&M, Unbundling
- Fee Schedule, Payment Level (RUG)
- Home Infusion, Home Health
- Pharmacy (j codes), anesthesia, Radiation, Radiology and Lab discrepancy, Follow-up surgery, after hours discrepancy
- Bilateral Surgery, Bill Splitting, Pattern Matching, Mod 25, Medically Unlikely Edit
- Facility, Professional, Inpatient, Outpatient, Outliers, Stoploss Threshold
- Non-applied per diem, Retroactive rate reductions
- Duplicate Payments (14), Eligibility (3)
- COB, OPL, TPL, Contract Compliance
- FDA Debarment
- Government Investigations (DOJ (FBI), OIG, DEA)
- ID Theft Flag: Provider deceased, Provider retired, Owner Sanctions
- Inactive License in rendering state, License Restricted, License Revoked, License Surrendered
- License Suspended, License Terminated
- Medicaid Exclusion, Medicare Exclusion
- Procedures outside defined specialty
- Resident License Flag
- State Board License Disciplinary Actions, Sanctions, citations
- Billed Unit Analysis, Ambulance related services

POWERFUL TOOLS PROVEN TO DISCOVER LOST REVENUE AND MITIGATE RISK



THE 360 CLAIMS OVERPAYMENT RECOVERY PROCESS



DISCOVERY

Client Provides access to historical claims data.

Timing: 1 month



MEASUREMENT

360 reviews data, updates client on status of data, then runs it through algorithms when all necessary data is confirmed.

Timing: 10 business days



ASSESSMENT

360 uploads discovery results to the dashboard, validates claims, then sends recovery letters to the providers.

Timing: 10 business days to upload the dashboard. 15-45 days to validate claims and send letters.



RECOVERY

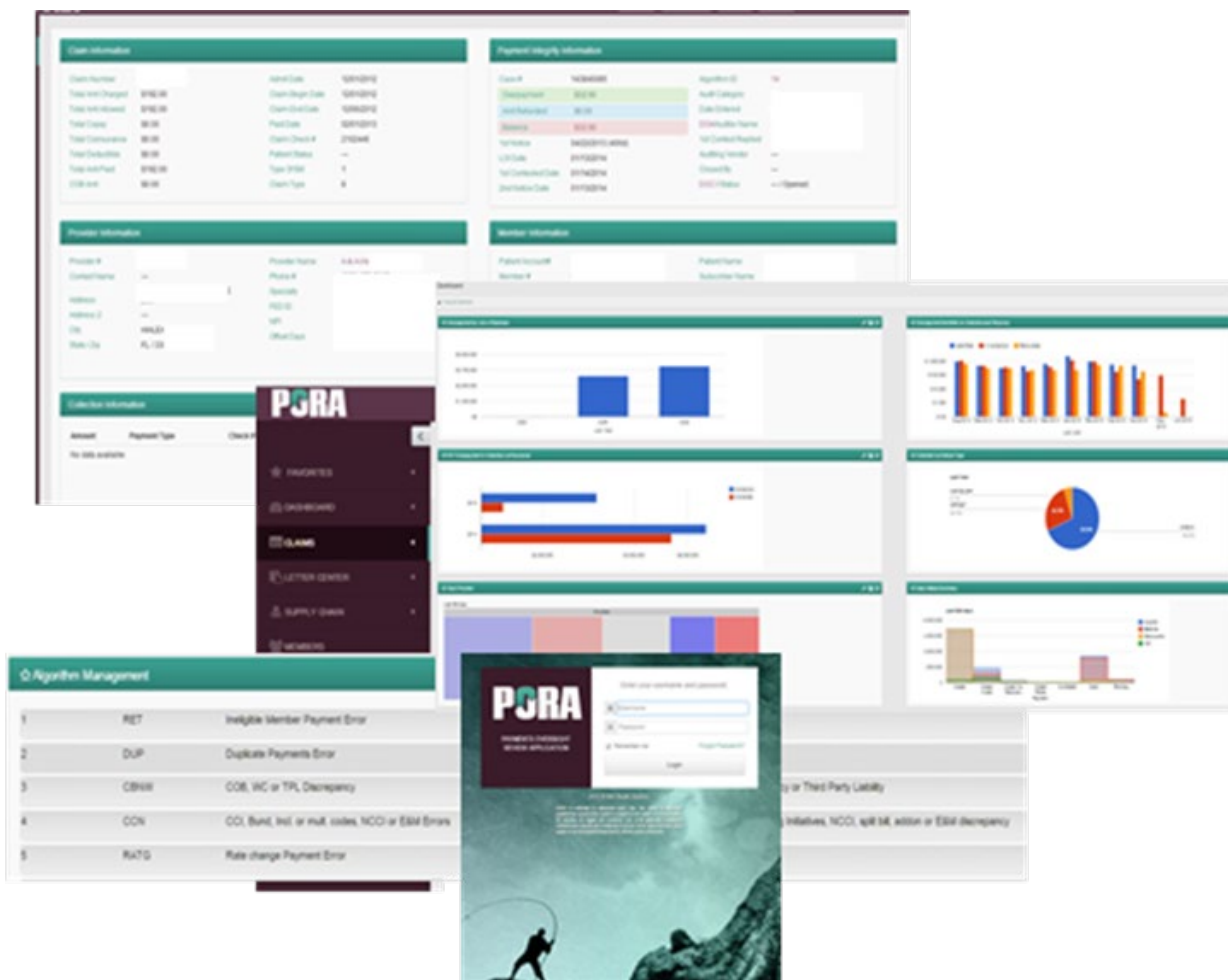
Client starts to receive monies owed from overpayments.

Timing: 3-4 Months

On Average We Recover

→ **90%**
of Overpayments Discovered
for our Clients

PORA DASHBOARDS



SAMPLE COLLECTION LETTER

SAMPLE ADDRESS 1
SAMPLE ADDRESS 2
SAMPLE, SA 12345

Dear Provider,

Sample Healthcare conducted a recent review of paid claims of the care provided by your office/facility to the members referenced on the following page(s) and it was determined that the payment stated below was made in error.

The audit is designed to review the accuracy and integrity of your paid claims, including coding validation, payment accuracy, compliance with guidelines and regulations, policies and contractual requirements.

Please submit a check or money order in the amount of \$Amount to the following address within forty-five (45) days from the date of this notice, or you may sign in the space below, authorizing us to offset the amount due prior to the statutory requirements. Please include a copy of this communication with your payment in order to expedite the process of your refund.

Sample Healthcare
Audit. Sample St, Sample, SA 12345

If you believe any of the attached overpayment findings are in error, please submit a statement setting forth any information and additional evidence to support your position along with the attached detail, within forty five (45) days of receipt of this request to the address above. Failure to remit within the specified timeframe will result in a submission of the amount due for retraction adjustment processing.

Please include a copy of this communication with your payment in order to expedite the process of your refund. Failure to remit within the specified timeframe will result in a submission of the amount due for retraction adjustment processing.

Your prompt attention to this matter is appreciated. If you have any questions, please contact our Audit and Recovery unit at audit and Sample@samplehealthcare.com.

 I authorize the offset of the amount due from the future payment prior to the statutory time limit (for participating providers only).

Signature: _____

Print
Name: _____

Title: _____

Date: _____

Sincerely,

KEY REASONS CLIENTS CHOOSE 360 HEALTH SYSTEMS



- **Unique Proprietary Solution**
- First-of-its kind web-based
- technology designed to discover overpayments, recover revenue
- and minimize loss.

- **Analyze 100% of all Paid Claims**
- Evaluates every medical and
- pharmacy claim at all price
- points to provide a complete analysis and recovery process.

- **Better Position To Negotiate**
- Leverage data to re-negotiate
- favorable outcomes on future
- contracts.

- **Added Protection You Need**
- Goes far beyond basic data
- evaluation handled by the TPA.

- **Risk Mitigation**
- Reduces the potential for financial
- loss hassle-free, and gives clients
- peace of mind knowing they are protected from overpayment errors.

- **Automated Recovery Process**
- Claims recovery letters are
- automatically generated and
- sent from the 360 system. Client doesn't have to do anything.

- **The Most Cost-Effective Solution**
- Replaces costly, inefficient, tedious,
- manual alternatives for a fraction
- of the cost.

It Works!

\$108,000,000 identified
\$105,000,000 collected
10% average rate of discovery
90% average rate of recovery

100% SAFE, SECURE ENVIRONMENT



We have all necessary safeguards in place to protect your data from outside threats and loss.

USE OF DATA: We collect data for the sole purpose of discovering lost revenue from claims error overpayments for our clients. Our application is designed to find inconsistencies and patterns that indicate errors in claims payments. Data will never be shared with outside sources nor will it be audited for any reason other than to discover claims billing errors for our clients.

CASE STUDY 1

- Group Size: 5,000 Lives
- Claim Spend: \$10,207,000

OBJECTIVE: *Track, analyze, and recover lost claims overpayment revenue from past 24 months for client.*



RESULT



Discoveries

Number of Claim Errors: 7,231
Amount in Revenue: \$1,633,120

16% Discovery Rate
on Claim Spend



Recoveries

Collected to date: \$963,784
Out for collection: \$649,355

CASE STUDY 2

- **Client:** Health Plan
- **Group Size:** 137,306 eligible members
- **Medical Claim Spend:** \$1,190, 782,850
- **Paid Medial Claims Reviewed:** 370,665,602

OBJECTIVE: *Discover and validate overpayments through a platform of algorithms categorized by: Medical Claim, Provider Detector and Medical Pharmacy.*



RESULT



Total Overpayment Discoveries

\$184,811,029

16% Discovery Rate
on Claim Spend

Overpayments Discovered By Category

Medical Claim:	\$146,464,344	12.03%
Provider Detector:	\$12,536,477	1.06%
Medical Pharmacy:	\$35,962,746	3.02%



85% Average Recovery Rate

360 Health Systems gave the Health Plan additional tools that allowed the Health Plan to administer the recovery process, allowing for an **average of 85% recovered monies**.

Case Study

Proprietary Algorithms

MEDICAL CLAIM



Proprietary - Algorithms	Over Paid Amount
Automated Nebulizer not in accordance with billing requirements.	\$346,514.58
Hemophilia clotting factors	\$148,550.02
E&M Same Day Admit to a Skilled Nursing Facility (SNF)	\$737,414.24
Clinical social workers inclusive of inpatient hospital reimbursement - not separately	\$37,010.74
Inactive Suspended Provider License	\$180,435.04
Add-on	\$79,961.52
Global Surgical Package	\$1,671,727.76
CMS Status Code B	\$4,440.64
Information Only/Modifier Specific/No Reimbursement Expected	\$1,803,338.04
Accident related claim where payer paid as primary	\$33,725,964.58
ED SAME DAY AS OBSERVATION	\$160,683.60
Contrast Material	\$59,323.96
Discontinue codes / non-covered	\$221,370.14
CT Scans code 74176-74178	\$124,271.24
CPM Billed Without Total Knee Replacement	\$87,465.56
Modifier 76 Misuse	\$698,893.78
Reimbursement Guidelines usage of Modifier 26 and TC	\$25,807.90
MUE DME	\$3,692,342.68
Soft Dup	\$13,521,463.74
Pet Scans paid without Tracer Codes (Independent Diagnostic Testing Facilities)	\$89,746.34
Multiple Evaluation and Management services billed together	\$52,411.84
SUBSEQUENT HOSPITAL VISIT AND DISCHARGE DAY MANAGEMENT ON THE SAME	\$52,313.56
Multiple hospital observation codes by different providers	\$753,870.32
Ophthalmic Diagnostic CPT Codes Excessive Units	\$50,220.32
Invalid Co Surgeon	\$40,655.96
Provider with no License in Rendering State	\$199,690.96
Outpatient Infusion - separately billable	\$127,913.40
Information Only/Modifier Specific/No Reimbursement Expected	\$1,803,338.04
Pharmacy Excess Units and incorrect payment	\$104,330.84
MUE Practitioner	\$107,563.50
Status P - no separate payment	\$663,592.14
Upper Limb Orthoses within the Reasonable Useful Lifetime (RUL)	\$187,923.98
Unbundling of Critical Care	\$5,876.17
TC Modifier of Diagnostic Procedure while Inpatient	\$144,205.78
SUBSEQUENT HOSPITAL VISIT AND DISCHARGE DAY MANAGEMENT ON THE SAME	\$132,313.66
Hard Dup	\$1,075,753.66
DecisionforMajorSurgery Without 57	\$1,412,951.60
DecisionforSurgery With 57 without 25	\$260,679.76
DecisionforSurgery Without 57 With 25	\$722,242.00
Modifier 76 Misuse	\$60,657.42

Emergency Department comprehensive service (99284 and 99285)	\$259,065.28
Newborn Care billed under mother coverage	\$22,693,610.36
Status P - no separate payment	\$66,522.01
Pre-Admission Testing	\$142,187.00
Contract Material	\$177,130.18
All inclusive	\$184,955.70
Misuse Bilateral Modifier	\$205,139.10
Misuse Modifier multiple units	\$513,264.80
Bilateral Modifier (50)	\$177,713.08
Ambulance inside Inpatient	\$11,163.32
Discontinue codes / non-covered	\$8,005,600.64
E and M Same Day	\$850,598.00
SNF Part B Consolidated Billing	\$1,982,403.18
J codes Humira	\$2,000,490.04
Chronic Care Management	\$27,177.34
Re-Admit within 30 days	\$1,154,251.98
Ancillary Servicesbilled without ann approval	\$144,221.00
Non Emergency Patient Transportation	\$517,332.02
Assistant Surgeon Paid as Surgeon	\$18,739.10
Assistant not allowed	\$47,178.94
Bundle Colon	\$37,516.66
New Patient Codes	\$673,846.56
Excessive Unit of Destruction of Premalignant Lesions	\$25,250.16
Extensive Or Procedures unmatched to principle Diagnosis	\$3,972,512.06
CSW (Clinical Social Workers) inclusive of inpatient hospital reimbursement-not	\$401,924.64
Maternity Care E&M with OB Global Park	\$2,477,725.12
Once-lifetime codes	\$1,230,001.32
Multiple Hospital observation codes by different providers	\$910,001.32
(Skill Nursing Facility) SNF over 30 days from Prior inpatient discharge	\$3,251,662.44
Pet Scans paid without Tracer Codes (Independent Diagnostic Testing Facilities)	\$4,325,794.02
E&M Same Day Admit to a Skilled Nursing Facility (SNF)	\$60,509.76
(Skilled Nursing Facility) SNF Consolidated Billing for Therapies	\$651,110.40
(Skilled Nursing Facility) SNF claim where a prior 3 day or more stay occurred	\$43,396.66
Pre-Op Testing	\$2,757,920.90
Tramforaminal Epidural Injections Billed with Guidance	\$124,693.48
Professional CCI Edits	\$1,164,538.94
72 Hours Readmission	\$1,801,122.20
WRONGGENDER	\$770,453.16
Retroterm. Inactive Insurance Policy	\$83,571.56
Retroterm. Service rendered After member expiration date.	\$1,139,748.50
CPT Category III Procedures Codes / FacilitySetting/ Claims? Non-Covered	\$6,513,975.84
OR-ASC reveue Code Cardiology	\$604,797.02
Automted Nebulizer not accordance with billing requirements	\$6,462,198.00
Techninal Componet of Lab & Pathlogy while inpatient	\$301,204.44
Annual Well visits biller sooner than 11 months	\$91,263.10
Clinical Laboratory ass-on codes	\$631,707.96
CSW (Clinical Social Workers) inclusive of inpatient hospital reimbursement-not	\$801,924.64
Total Discovery	\$146,464,344.94

Case Study

Proprietary Algorithms

MEDICAL PHARMACY

Medical Pharmacy - Algorithms	Total Paid	Over Paid Amount
Drug Edit ASP High Units Dollar		
J2469 Injection, palonosetron HCl, 2	19,647,495.46	\$1,078,124.08
J1642 Injection, heparin sodium (hep	1,076,699.03	\$106,972.67
J2505 Injection, pegfilgrastim, 6 mg	88,212,006.95	\$2,544,614.52
J1626 Injection, granisetron hydroch	1,967,314.64	\$184,423.63
J9201 Injection, gemcitabine hydroch	28,324,860.56	\$2,397,122.56
J9265 Injection, paclitaxel, 30 mg	22,021,655.17	\$2,086,466.11
J0885 Injection, epoetin alfa, (for	21,069,544.32	\$780,156.79
J9263 Injection, oxaliplatin, 0.5 mg	60,977,013.12	\$5,684,831.95
J9045 Injection, carboplatin, 50 mg	11,525,018.63	\$1,082,796.00
J0878 Injection, daptomycin, 1 mg	18,666,082.48	\$1,316,261.96
J9000 Injection, doxorubicin hydroch	4,940,734.54	\$426,211.22
J1260 Injection, dolasetron mesylate	3,268,365.96	\$312,594.88
J9190 Injection, fluorouracil, 500 m	372,804.39	\$32,957.89
J1100 Injection, dexamethasone sodiu	1,240,717.63	\$69,538.22
J0881 Injection, darbepoetin alfa, 1	27,998,090.90	\$1,270,567.97
J2405 Injection, ondansetron hydroch	1,259,111.53	\$121,052.05
J9171 Injection, docetaxel, 1 mg	15,765,599.11	\$938,201.09
J1453 Injection, fosaprepitant, 1 mg	1,915,388.89	\$66,050.09
J0640 Injection, leucovorin calcium,	1,725,507.36	\$144,940.20
J9206 Injection, irinotecan, 20 mg	9,394,029.16	\$848,524.38
J9390 Injection, vinorelbine tartrat	1,917,936.11	\$161,892.39
J1200 Injection, diphenhydramine HCl	68,696.21	\$4,711.30
J1335 Injection, ertapenem sodium, 5	1,243,098.27	\$104,186.18
J9041 Injection, bortezomib, 0.1 mg	4,741,207.80	\$80,461.59
J9181 Injection, etoposide, 10 mg	1,482,900.48	\$140,254.64

Edit AWP High Claim Dollar	-	
J9000 Injection, doxorubicin hydroch	4,758,249.34	\$292,479.10
J1100 Injection, dexamethasone sodiu	1,158,940.03	\$60,993.97
J9181 Injection, etoposide, 10 mg	1,482,900.48	\$138,864.42
J1642 Injection, heparin sodium (hep	1,102,864.83	\$107,741.99
J2469 Injection, palonosetron HCl, 2	10,174,360.10	\$342,631.49
J9263 Injection, oxaliplatin, 0.5 mg	60,977,013.17	\$4,642,897.50
J0885 Injection, epoetin alfa, (for	19,703,858.40	\$328,477.90
J9265 Injection, paclitaxel, 30 mg	21,285,058.58	\$1,849,936.52
J1626 Injection, granisetron hydroch	1,923,728.69	\$129,393.36
J9201 Injection, gemcitabine hydroch	24,146,303.85	\$908,608.00
J0878 Injection, daptomycin, 1 mg	18,666,082.48	\$1,232,876.07
J1260 Injection, dolasetron mesylate	3,281,980.42	\$316,751.90
J3487 Injection, zoledronic acid (Zo	11,076,916.76	\$345,960.14
J9190 Injection, fluorouracil, 500 m	372,804.39	\$30,729.69
J2505 Injection, pegfilgrastim, 6 mg	38,174,866.48	\$704,665.46
J2405 Injection, ondansetron hydroch	1,254,871.21	\$112,553.29
J2941 Injection, somatropin, 1 mg	12,832,768.15	\$854,076.17
J1453 Injection, fosaprepitant, 1 mg	1,873,591.45	\$53,992.90
J0640 Injection, leucovorin calcium,	1,717,329.60	\$135,979.49
J9206 Injection, irinotecan, 20 mg	9,095,477.31	\$746,400.80
J1200 Injection, diphenhydramine HCl	65,864.28	\$2,221.62
J9045 Injection, carboplatin, 50 mg	7,732,903.49	\$350,145.94
J7302 Levonorgestrel-releasing intra	3,006,070.37	\$69,992.54
J9390 Injection, vinorelbine tartrat	1,783,963.20	\$119,352.89
J1335 Injection, ertapenem sodium, 5	1,243,098.27	\$101,102.86
Total	609,713,744.03	\$35,962,746.37

Case Study

Proprietary Algorithms

PROVIDER DETECTOR

Provider Detector - Algorithms	Over Paid Amount
No Licence in Service Rendeing State	\$5,113,907.81
Inactive License in Other State (Denied)	\$1,611,576.62
Inactive License in Other State (Revoked)	\$1,170,060.74
Criminal Offenses	\$2,402,624.95
Inactive Licensse in Service Rendering State (Retired)	\$463,053.76
Inactive License in Service Rendeing State (Expired)	\$728,215.38
Inactive Licence Not Praticing in State	\$63,755.23
Medicare and Medicaid Exclusions	\$825,011.20
Deactivated NPI or Deceased	\$68,422.90
Disiplinary Actions	\$89,849.32
Total Discovery	\$12,536,477.91



OUR MISSION

Revolutionizing Healthcare Payment Integrity with Unparalleled Technologies.

OUR TEAM

We are comprised of superior healthcare market intelligence, successful IT leaders, innovators and some of the nations leading payment integrity experts with a recovery record of over **\$1 billion dollars.**

Innovation and Technology You Can Trust





THANK YOU

For More Information Contact:

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