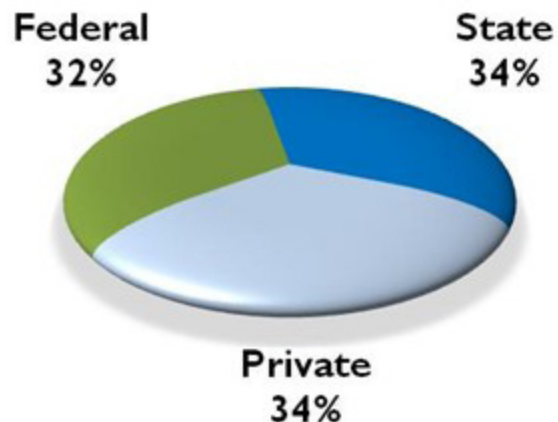


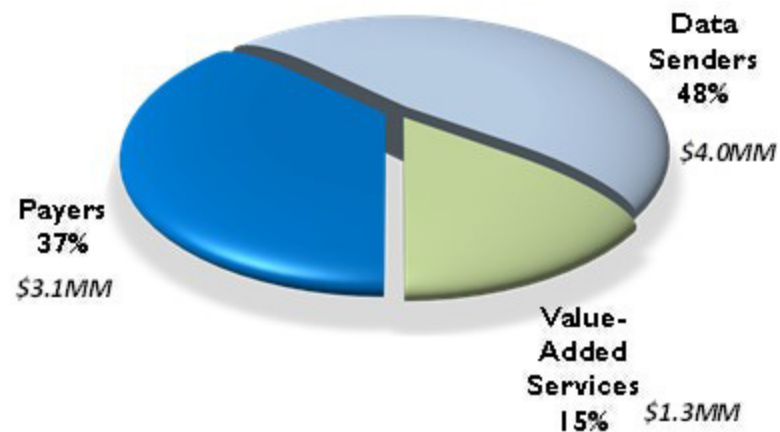
# DHIN's Revenue Transformation

## Revenue through FY2011



## Projected FY2018 Revenue

### FY2018 Operating Revenue - \$8.4MM



# Primary Key Points

## A Prominent Asset for Improving Healthcare

- Self-sustaining, non-profit since 2012
  - DHIN is the first public HIE to reduce participation fees (10% in FY15)
  - Growing health IT services group, with over 30 employees & based in Dover
- Much more than just results delivery
  - 20 distinct products and services
- Diverse Customer Segments
  - Providers, Hospitals, Public Health, Payers & Consumers
- Getting Information on DE patients from all or parts of 6 states and D.C.
  - DE, MD, WV, SE PA, Southern NJ, & OH (1 southern hospital)
- A critical population health tool, reducing costs & improving outcomes