Onyx Health Recognized for

2021

Enabling Technology Leadership

North American Healthcare
Data Interoperability Industry
Excellence in Best Practices

FROST & SULLIVAN

Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each award category before determining the final award recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Onyx Health excels in many of the criteria in the healthcare data interoperability space.

AWARD CRITERIA

Technology Leverage	Customer Impact
Commitment to Innovation	Price/Performance Value
Commitment to Creativity	Customer Purchase Experience
Stage Gate Efficiency	Customer Ownership Experience
Commercialization Success	Customer Service Experience
Application Diversity	Brand Equity

Bringing Secure Data Interoperability for the Healthcare Space

The healthcare space faces several challenges related to data interoperability. Notably, the United States (US) federal law will soon require health plans and providers to share data electronically with each other and with patients. Therefore, there are growing demands for solutions allowing for comprehensive and secure compliance.

Onyx Health (Onyx) is an innovative healthcare interoperability solutions provider. The company is a commercial division of NewWave, a federal contractor serving the Centers for Medicare and Medicaid Services (CMS), Centers for Disease Control and Prevention (CDC), and other federal and state agencies. Newave has unique experience as developer of CMS' Blue Button 2.0, a Fast Healthcare Interoperability Resources (FHIR)-based application programming interface (API), the first nationwide interoperability implementation for CMS. The Blue Button 2.0 program supports healthcare data access for 53 million beneficiaries.

> *"Beyond CMS and ONC regulation compliance, Onyx's SAFHIR health data platform enhances cost-effectiveness, improves member engagement, and provides innovative business models."*
>
> *- Pavel Zhebrouski, Best Practices Research Analyst*

Onyx leveraged its expertise with Blue Button 2.0 to partner with Microsoft, jointly building SAFHIR. The industry-leading platform for FHIR-based interoperable exchange allows healthcare organizations to meet CMS's and the Office of the National Coordinator for Health IT's (ONC) data sharing rules through a simple

turnkey implementation. The company's product roadmap anticipates the expansion of CMS data interoperability rules and the inexorable growth in the use of FHIR. Thus, the SAFHIR platform meets current regulations and incorporates features to adapt to the future regulatory and interoperability of the healthcare ecosystem.

Beyond CMS and ONC regulation compliance, Onyx's SAFHIR health data platform enhances cost-effectiveness, improves member engagement, and enables innovative business models. Customers can apply the data creatively with the expanding health information technology (IT) ecosystem and growing business applications. SAFHIR's FHIR-based API translates data from any healthcare application into a standard FHIR format, securely accessible by other applications, including electronic health records, within the organization, partner organizations (e.g., payers), and patients and with federal and state government agencies.

Notably, data ingestion using standard data guides make it easy for clients to transform data.[1] The SAFHIR platform has three key modules:

- **SAFHIR: Convert** - ingests claims, clinical, and pharmacy data

- **SAFHIR: Share** - implements access policy and authorization

- **SAFHIR: Control** - controls, revokes, and manages access

From the design standpoint, SAFHIR is the first solution specifically designed and purposely built for the unique data sharing of health plans, providers and payers, unlike other platforms in the market. Also, most commercial solutions are typically provider-centric. In contrast, Onyx's solution distinctly differentiates in the space as it is an out-of-the-box interoperability platform. It ensures a portal to manage access multiple HL7 Implementation Guides (e.g., CARIN, US-CORE), and data integration tools, that enable Patient Access, Provider, and Formulary APIs. The company distinguishes itself from competing solutions through its proven accuracy. Recently, Onyx received the Drummond Touchstone Payer and Patient Access FHIR Certification for API compliance.

Ensuring Confidence and Value for Customers

> *"Onyx comes to customers as a reliable and trustworthy partner. It shares responsibility for compliance with various regulations, e.g., CMS Patient Access Interoperability Rule). Widely considered the lowest-risk provider, Onyx has implemented SAFHIR with CMS, the largest payer in the world. Nobody else in the market can bring this experience level."*
>
> *- Koustav Chatterjee,*
> *Principal- Healthcare and Life Sciences*

Achieving compliance with the evolving interoperability regulations is mainly associated with uncertainty and risk for the health plans and healthcare providers. Onyx comes to customers as a reliable and trustworthy partner. It shares responsibility for compliance with various regulations like CMS Patient Access Interoperability Rule. Widely considered the lowest-risk provider, Onyx has implemented SAFHIR with CMS, the largest payer in the world. Nobody else in the market can bring this experience level.

Furthermore, SAFHIR is an innovative, turnkey platform-as-a-service solution originating from the

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[1] https://www.onyxhealth.io/healthcare-providers/, accessed July 2021

Onyx-Microsoft powerhouse partnership. Both companies have unparalleled experience delivering large-scale FHIR-based solutions. Notably, the platform leverages Microsoft's Azure cloud environment to ensure scalability and performance. SAFHIR became an integral part of Microsoft's strategy for healthcare over the past two years. Indeed, SAFHIR is available in Microsoft's Azure Marketplace now, greatly expanding data-sharing technology availability and customer access.

Onyx's market-leading and unrivaled technology, considerable experience in building interoperability solutions, and leadership team position the company at the innovation forefront.[2]

In addition to its leadership, Onyx is guided by its strong advisory board. The Board, compromised of industry leaders, evaluates and maps the evolution of interoperability technology and market shifts, identifying how the company can anticipate and address customer needs . Thus, SAFHIR's functionality corresponds to end-users real needs. Onyx remains informed and close to customers' experience, collects their feedback, shares best practices, and drives industry-wide innovations for broader customer success. Moreover, it brings deep expertise in FHIR-based interoperability. Onyx's team has leadership positions in the workgroups responsible for drafting HL7 Implementation Guides for the industry, including HL7's FHIR Accelerators the CARIN Alliance, the DaVinci Project and the Gravity Project.

With its remarkable market performance and industry-leading technology, the company gains wide recognition from prominent customers across the healthcare space, including many of the largest US-based payers and health information exchanges. Notably, two large Blue Shield Blue Cross companies and one sizeable commercial plan chose Onyx's interoperability platform. Also, the Wisconsin Health Information Organization authorized SAFHIR as the primary platform for interoperability, resulting in all the health plans in Wisconsin successfully leveraging the solution. Onyx's partnership with CareJourney, a national leader in healthcare data analytics, exemplifies another powerful synergy. Both companies combine forces to provide healthcare payers and providers with robust products and services while helping them solve data interoperability challenges.[3]

Since its foundation, Onyx differentiates in the market with its commitment to the client. The company offers a "Proof Run" environment with client's data to ensure the greatest customer value and experience. Customers can try SAFHIR without any obligations before making a final business decision. Also, it is open to working with clients on various flexible financial models, e.g., differed upfront costs and license models.

Frost & Sullivan commends Onyx for its ongoing excellence and pioneering leadership role in setting new market trends that address unmet customer needs. The company is in a prime position to lead data interoperability in healthcare as it brings its SAHFIR solution to the market.

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[2] https://www.onyxhealth.io/about-onyx/, accessed July 2021
[3] *Onyx Health Partners with CareJourney to Solve Data Interoperability Challenges for Health Payors*,
https://www.businesswire.com/news/home/20200615005702/en/Onyx-Health-Partners-with-CareJourney-to-Solve-Data-Interoperability-Challenges-for-Health-Payors, accessed July 2021

Conclusion

The healthcare space faces several challenges related to data interoperability. Notably, federal law in the United States will soon require health plans and providers to share data electronically with each other and with patients, driving demands for solutions allowing for cost-effective and secure compliance. Leveraging its deep experience in implementing the Blue Button 2.0 project for the Centers for Medicare and Medicaid Services (CMS), Onyx Health partnered with Microsoft to jointly build the SAFHIR solution. The industry-leading platform for Fast Healthcare Interoperability Resources-based information exchange ensures compliance with healthcare data interoperability regulations, brings cost-effectiveness, improves member engagement, and enables innovative business models. The out-of-the-box solution transforms existing data into actionable knowledge to power customers' products and services. It allows for easy data sharing within an organization and with patients. Frost & Sullivan lauds Onyx Health for its deep expertise, focus on payers, comprehensive roadmap anticipating CMS rules, and commitment to customers.

For its strong overall performance, Onyx Health is recognized with Frost & Sullivan's 2021 North American Enabling Technology Leadership Award in the healthcare data interoperability market.

What You Need to Know about the Enabling Technology Leadership Recognition

Frost & Sullivan's Enabling Technology Leadership Award recognizes the company that applies its technology in new ways to improve existing products and services and elevate the customer experience.

Best Practices Award Analysis

For the Enabling Technology Leadership Award, Frost & Sullivan analysts independently evaluated the criteria listed below.

Technology Leverage

Commitment to Innovation: Continuous emerging technology adoption and creation enables new product development and enhances product performance

Commitment to Creativity: Company leverages technology advancements to push the limits of form and function in the pursuit of white space innovation

Stage Gate Efficiency: Technology adoption enhances the stage gate process for launching new products and solutions

Commercialization Success: Company displays a proven track record of taking new technologies to market with a high success rate

Application Diversity: Company develops and/or integrates technology that serves multiple applications and multiple environments

Customer Impact

Price/Performance Value: Products or services provide the best value for the price compared to similar market offerings

Customer Purchase Experience: Quality of the purchase experience assures customers that they are buying the optimal solution for addressing their unique needs and constraints

Customer Ownership Experience: Customers proudly own the company's product or service and have a positive experience throughout the life of the product or service

Customer Service Experience: Customer service is accessible, fast, stress-free, and high quality

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty

About Frost & Sullivan

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The Growth Pipeline Engine™

Frost & Sullivan's proprietary model to systematically create on-going growth opportunities and strategies for our clients is fuelled by the Innovation Generator™. Learn more.

Key Impacts:

- **Growth Pipeline:** *Continuous flow of Growth opportunities*
- **Growth Strategies:** *Proven Best Practices*
- **Innovation Culture:** *Optimized Customer Experience*
- **ROI & Margin:** *Implementation Excellence*
- **Transformational Growth:** *Industry Leadership*

The Innovation Generator™

Our six analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- Mega Trend (MT)
- Business Model (BM)
- Technology (TE)
- Industries (IN)
- Customer (CU)
- Geographies (GE)