



Medicaid BlackBook

Vendor Review

360 Health Systems

What they do (self-reported)

Vision: To revolutionize the healthcare Payment Integrity in ways that others can not.

Year founded	2013	Annual Revenue	est @ <\$500k
# of Employees	est @ 25	Category	Tech>Program Integrity
Website	https://www.linkedin.com/company/360-health-systems-inc-/		

OVERALL EVALUATION



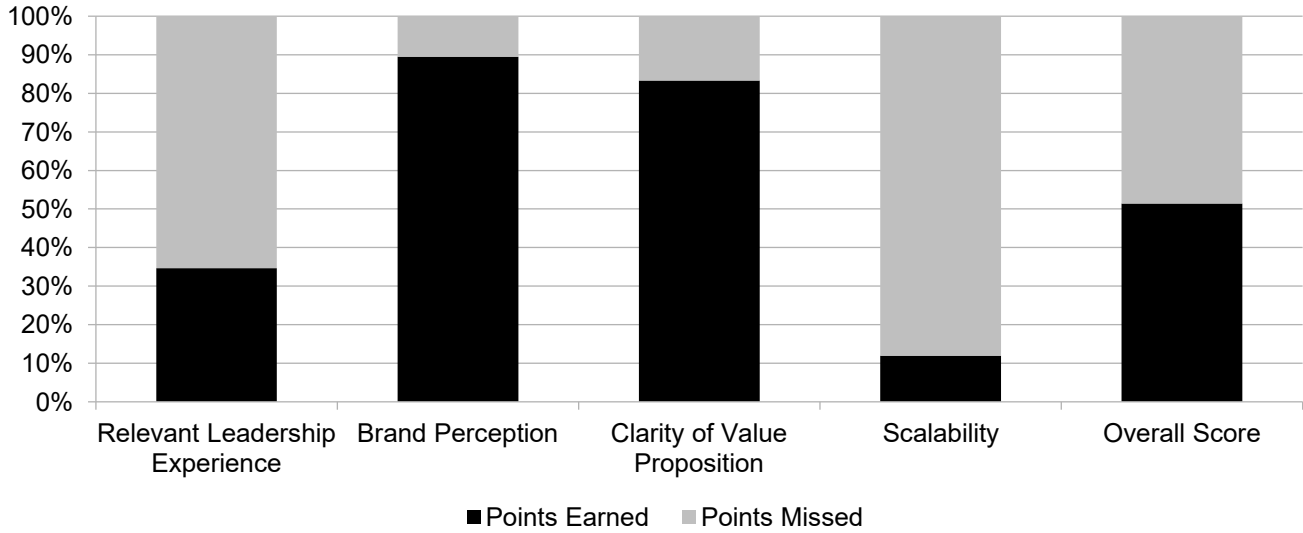
Recommended use of ratings

1 or 2 stars: Request client references before beginning discussions. If no references are available, request follow up in 6 months if there is an expected need for solution / servicesHave junior staff review available collateral

3 or 4 stars: Have small team of mid-level staff conduct limited introductory meeting

4 or 5 stars: Have mid-level staff conduct additional vettingInvite vendor for in depth discussion series, including senior staff

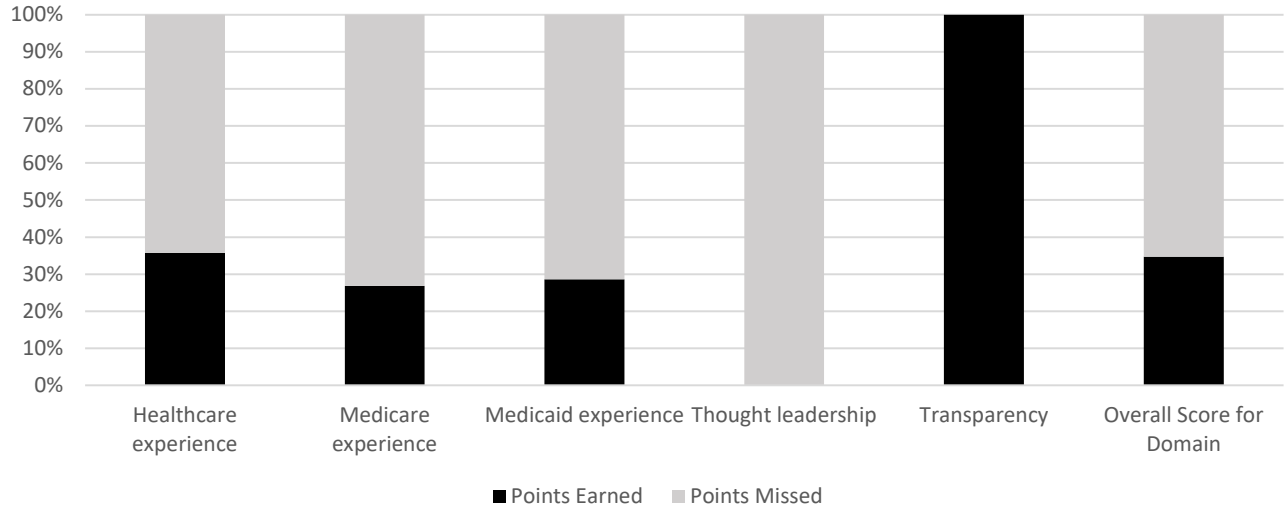
Overall Scoring



Overall summary

Newer program integrity solution vendor (2013)
Early successes in 1 state (FL) and 1 territory (PR)
Limited staff impacts scalability score. Future staffing investments may improve scalability

Relevant Leadership Experience

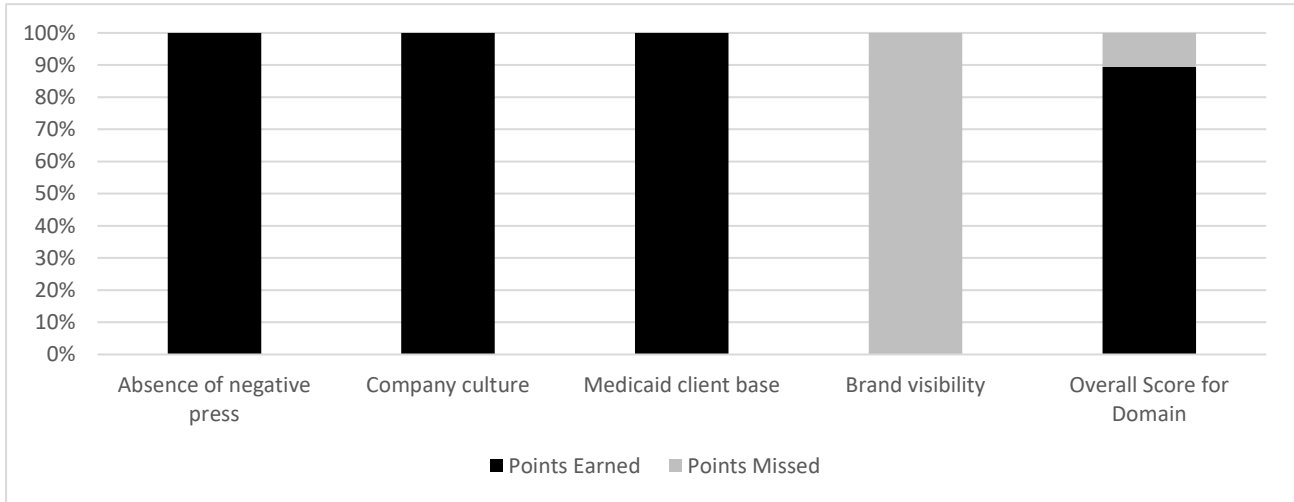


Note: Components are weighted differently. Contact your Medicaid Black Book consultant for more information on scoring calculations.

Why this domain matters

- 1) All our clients tell us the number one failure point for new vendor partners is misunderstanding fundamentals of the Medicaid space.
- 2) Many firms misrepresent their understanding of the Medicaid space, usually due to an error of assuming a higher level of similarity to commercial and Medicare than is merited.

Brand Perception



Note: Components are weighted differently. Contact your Medicaid Black Book consultant for more information on scoring calculations.

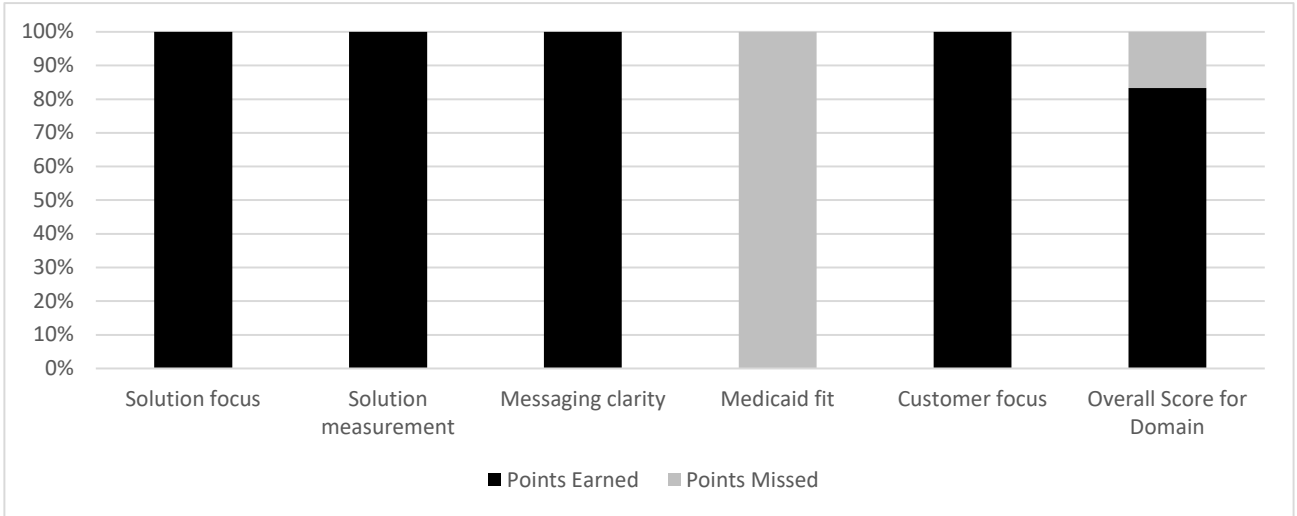
Analyst Notes

FL Medicaid and PR Medicaid accounts
Some conference presence in recent years

Why this domain matters

- 1) Vendors must work to create a perception of their value. You need an independent assessment of what the marketplace thinks of the organization and its solutions/ services.
- 2) Many large partnering mistakes could have been avoided by simple screens for things like lawsuits and negative press.

Clarity of Value Proposition



Note: Components are weighted differently. Contact your Medicaid Black Book consultant for more information on scoring calculations.

Analyst Notes

Measuring impact using payment recoveries

Why this domain matters

- 1) There are many non-unique solutions in the Medicaid space. It is important to quickly understand uniqueness so you can accurately evaluate your options.
- 2) The ability to tie solutions to specific outcome metrics is increasingly important in Medicaid payment systems. General calculations of "ROI" are insufficient.
- 3) Medicaid markets require solutions that are specific to the Medicaid space. Attempting to use a solution that was developed in another payer space without appropriate customization for Medicaid will create

Scalability



Note: Components are weighted differently. Contact your Medicaid Black Book consultant for more information on scoring calculations.

Analyst Notes

Small staff size impacts score (less than 15 staff with data for review)
Staff data available for review shows more than half of staff VP or above

Why this domain matters

1) Most of the vendors we review are in earlier stages of their journey. They may or may not be equipped to take on a much larger project or client.

Funding Model

Note: This domain is not scored and is provided for context only.

Model / Stage

VC Moving to PE

Latest funding round

2017

Total funding

Increasing; \$2M total over 3 rounds, with \$1.5M in 2017 round

Major investors

Startup Health, The Iron Yard, TEDCO

Why this domain matters

- 1) Many of our subscribers tell us that the type of funding model for the vendor plays a significant role in their strategy and the way they manage client accounts.
- 2) Our investor subscribers prefer a quick view of how the vendor is financed so that they can understand how this vendor compares to other portfolio companies.

Leadership Profiles

Stanley Guildaud
CEO / Product Executive



LinkedIn Profile/Bio
<https://www.linkedin.com/in/stanley-guilbaud-cssbb-7205583/>



Chief Executive Officer and Founder
360 Health Systems, Inc.
Feb 2013 – Present · 7 yrs 10 mos
Miami/Fort Lauderdale Area



President
SCG Group, LLC
Feb 2009 – Present · 11 yrs 10 mos
Miami/Fort Lauderdale Area



National Director of Payment Integrity Operations
OptumInsight (Formerly Ingenix), a division of UnitedHealth Group
Jun 2009 – Aug 2012 · 3 yrs 3 mos



SVP Software Development Ops & SQA
HOPS International, Inc
Oct 2007 – Jan 2009 · 1 yr 4 mos

Leadership Profiles

Dario Desrouleaux
Operations Executive



LinkedIn Profile/Bio
<https://www.linkedin.com/in/dario-desrouleaux-06899917b/>



Vice President Of Business Development, Marketing And Sales
360 Health Systems, Inc.

Leadership Profiles

Kerri Darling
Sales Executive



LinkedIn Profile/Bio
<https://www.linkedin.com/in/kerridalpe/>



Vice President
DD Partners & Associates, LLC
Feb 2018 – Present · 2 yrs 10 mos
Tampa/St. Petersburg, Florida Area



Vice President of Client Development & Growth
360 Health Systems, Inc.
Mar 2018 – Sep 2020 · 2 yrs 7 mos
Doral, Florida



Vice President Business Development
Excess Risk Solutions, Inc.
Dec 2015 – Feb 2018 · 2 yrs 3 mos
1523 Dale Mabry Hwy, Suite 102 Lutz, FL 33548



Managing Partner
G3
Apr 2013 – 2015 · 2 yrs
Tampa/St. Petersburg, Florida Area

