

NAME: Edward E. Kosci

BIOGRAPHICAL INFORMATION

PROFESSIONAL CREDENTIALS (i.e., CPA, JD, Etc.): CS

TITLE: CEO

FIRM OR COMPANY: Edward Kosci & Associates

CITY: Ft. Myers **STATE:** Florida **ZIP:** 33917

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CURRENT POSITION: Senior Computer/System Consultant & Advisor

NUMBER OF YEARS HELD: Over 30 years in long-term health care

RESPONSIBILITIES: Chief consultant, project leader, needs studies from the use side, both clinical and financial in health care

MEMBERSHIPS: AAHSA/HIMSS/AOPHA/AANAC/MS HUGS/ACNAA

PUBLICATIONS AND/OR SPEAKING ENGAGEMENTS: Illinois Council of Aging (*People Side of Computerization*); Healthcare Financial Group, Dayton Ohio; HIMSS, Minneapolis, Minnesota/Atlanta, Georgia/Dallas, Texas/San Diego, California; Ohio Society of CPAs Convention, Columbus, Ohio (*What's New in Technology?*); White Paper on Long Term Health Care Vendors; White Paper on ASP; White Paper on Web-Based vs. Web-Enabled; HCAA (*Software Selection and Process Management for Home Health Care*), Montgomery, Alabama

RECENT CONFERENCES ATTENDED: Case Mix Quality Assurance Conference, Cleveland, Ohio; MDS 2.0/PPS Computerization Conference (ACHA & HCFA), Baltimore, Maryland; American Association Of Nurse Assessment Coordinators, Baltimore, Maryland; American College Of Nursing Home Administrators St. Louis, Missouri

Attended all national Long Term Health Care Association and Assisted Living Association annual meetings, in addition to HIMS from 2006-2009.

QUALIFICATIONS: Forty years experience in computer field, from mainframes to palm tops. Our firm has conducted hundreds of needs investigations for computer hardware and software acquisitions, a large percent in the healthcare field. We have had experience with some of the top specialists in the computer industry. We have associates in fifty states dealing with pen computing to main frames and databases to wide area networks. We have researched the ASP new wave of software distribution for the twenty-first century and have developed an intuitive database of all software vendors that sell software to the LTHC industry. This database has been developed over a period of five years of research and interviews. It tells all - both good and bad..

VENDOR INTELLIGENCE DATABASE: Our staff has developed a database of healthcare software vendors, covering long-term healthcare, home healthcare, infusion therapy, and small community hospital vendors. This information has been harvested over the past ten years from due-diligence for our clients, visits to vendor operations, and interviews with customers from vendor databases. We have also reviewed the technology that these vendors are using in the development of their software programs. Our database now contains over 10MB of information and is updated constantly. We have sold this information to accounting firms, LTHC chains, software vendors and healthcare associations.

REFERENCES:

Menorah Park, Cleveland, Ohio (Steve Rachelson, CEO – 216-831-6500)

Wexner Heritage, Columbus, Ohio (216-831-3233)

Darlington House, Toledo, Ohio (Chuck Weiden, CEO – 419-531-4465)

PHM Corporation, Monroe, Louisiana (Roy Q. Cole, Jr., CPA – 318-361-9555)

American Baptist Homes of the West, Oakland, California (510-635-7600)

Beverly Corp, Ft. Smith, Arkansas (501-201-3812)

Rose Lane Health Centers, Massillon, Ohio (Dennis Potts, Administrator – 330-833-3174)

Extendicare, Div of Virtual Care, Milwaukee, Wisconsin (414-908-8068)

Council for Jewish Elderly, Chicago, Illinois (Jerry Behn, MIS – 773-508-1040)

Brookside Tech (Tandem Healthcare), Newington, CT (Chuck Riccardo, CIO – 860-666-3870)

Carmelite System Group, Germantown, NY (Paul MacGiffert, CFO – 518-537-7500 Ext. 15)

AOPHA, Columbus, Ohio (614-494-2882)

Episcopal Church Home, Louisville, Kentucky (Keith Knapp, CEO – 502-425-8840)

Ohio State University Medical Center, Columbus, Ohio (614-293-2768)

Presbyterian Home Services, Princeton New Jersey (1-800-222-0609)

Asbury Methodist, Gaithersburg, MD (301-216-4001)

Homewood Retirement Communities, Williamsport, Maryland (Gary Recher, 301.582.1626 Ext. 1406)

American Assisted Living Pharmacies, Paducah, Kentucky (Michael Ormes, CEO 800.707.0120)