

## HISP PROFILE



Secure Exchange Solutions (SES) provides a secure scalable way for physicians to send and receive health information to their colleagues and their patients via the Internet regardless of their technology investments, platforms or email preferences.

SES HISP services are Direct compliant and help physicians and hospitals meet HIPAA and HITECH Meaningful Use requirements. SES Direct is designed to work within the existing document management workflow to ensure ease of use, and can also be closely integrated with other HIT vendor product offerings. SES provides encryption, digital certificates, and guaranteed message notification to ensure that messages are exchanged securely and safely.

Physicians and specialists rely on SES products to share clinical information, optimize referrals, exchange medical documentation for claims and enhance communications with their patients and their colleagues.

SES HISP solutions use a social networking model to support opt-in / opt-out and are rapidly deployed. SES also provides developer solutions for HIT vendors, and the SES Direct platform for Health Internet Service Providers (HISPs) and other Health Information Exchange (HIE) vendors. These platform solutions include a Directory service framework to support Directory synchronization and physician discovery across other federated networks and directories.

### Company Profile

Name:	Secure Exchange Solutions
Headquarters:	Bethesda, Maryland / Washington DC Metro Area
History:	SES Direct product commercially launched in 2010. Since 1993, the team behind Secure Exchange Solutions has been providing proven, innovative and industry changing electronic commerce technology solutions to the healthcare and government market segments.
Size:	Self certified small business
Website:	<a href="http://www.secureexsolutions.com">www.secureexsolutions.com</a>
Contact for more Information:	<a href="mailto:sales@secureexsolutions.com">sales@secureexsolutions.com</a> Michele Darnell 703.966.6842 <a href="mailto:mdarnell@secureexsolutions.com">mdarnell@secureexsolutions.com</a>
<b>Experience</b>	
Number of Current Secure Messaging Customers:	50

Number of Customers Receiving Other Types of HIE Services:	50
<b>Products &amp; Services</b>	
<p><b>Secure Exchange Solutions HISP Products and Services include:</b></p> <p><b>SES Direct</b> is a secure messaging solution that manages the digital certificate issuance, e-authentication, and the encryption, signing and confidential transfer of personal health information across the public Internet in a simple, easy and direct way. Physicians, clinics, specialists, and patients need only a connection to the Internet, and access to one of the popular web browsers such as Internet Explorer or Mozilla Firefox. Subscribers register, obtain a private key if needed, and then are able to send and receive secure messages to any other user. SES Direct can be integrated easily into existing office workflow or EMR.</p> <p><b>Standard (Web) and Full Edition (Client) available. SES Direct is the basic clinical messaging service offered under the THSA voucher program.</b></p> <p><b>SES Direct Developer Toolkits</b> used to easily integrate secure mail within vendor applications. EMR/lab software developers can use the Client API to invoke the SES directory services, certificate and IP address resolution.</p> <p><b>SES Directory Networking Service</b> is a web enrollment / registration and a social networking utility that facilitates selection of participants that are part of the trust community.</p>	
<b>Direct Product Name</b>	
<b>SES Direct</b>	

## HISP Pricing Sheet

Instructions: You must include all costs and fees that Providers will or might incur for use of your Services. Any limitations, such as file size, number of users, or number of secure messages, shall be specifically listed in the “Comment, inclusions and exclusions” column.

		<b>Per Provider Cost per Unit</b>	<b>Per Practice Cost per Unit</b>	<b>Per Enterprise Cost per unit</b>	<b>Comment, inclusions and exclusions</b>
<b>Fees for HISP Services (including Certificate Authority fees; 30 days training and support included at no cost to Providers)</b>	License Fees  SES Direct – Client Subscription Fee (monthly)	\$35 pp/pm	\$35 pp/pm	Varies depending upon hospital size and # of addresses & users.	Per provider, per month. Downloadable client that integrates with existing apps. Multi-site practice discounts available. Enterprise discounts available as well as discounts for small hospitals.  Pricing may vary for:  -Client uses their own email server -Vanity Direct address
	Set-Up Fees	\$250	\$500	\$1000	One-time fee includes Set-up, Proficiency Training, Standard Configuration Support package.  Additional integration, or integration with existing email server additional per hour.
	Proficiency Training for providers and support staff	Included	Included	Included	Web training included
	Implementation Project Management	\$0	\$0	\$0	
	Training Costs	Included	Included	Included	Online standard training available at no additional cost. Supplemental custom training available at standard commercial rates

	Tiered Pricing Available (Y/N)	Yes	Yes	Yes	
	Subscription Fees (monthly) SES Direct – Web Standard	\$15 pm/pm	\$15 pm/pm	\$15 pm/pm	Subscription fee is per mailbox, per month. Enterprise discounts available.
	Support and Maintenance Fees (annualized)	\$0	\$0	\$0	Included in web and client subscription costs. Customer Support is available M-F 8:00 am EST to 5:00 CST
<b>Additional Recurring Costs for HISP Services (including costs for Certificate Authority)</b>	Ongoing Customization Services	\$0	\$0	\$0	Available at commercial rates; varies depending upon the requirement.
	Ongoing Training	\$0	\$0	\$0	
	Certificate Fees (annual)	\$50	\$50	\$50	Begins in Year 2 - annual maintenance.
	SES Direct Web – Standard Subscription Fees (monthly)	\$15 pm/pm	\$15 pm/pm	\$15 pm/pm	Subscription fee is per mailbox, per month. Enterprise discounts available.
	SES Direct – Client License Fees Subscription Fees (monthly)	\$35 pp/pm	\$35 pp/pm	Varies depending upon hospital size and # of addresses & users.	Per provider, per month. Downloadable client that integrates with existing apps. Multi-site practice discounts available.
	Support and Maintenance Fees (annualized)	\$0	\$0	\$0	Year 1 included in subscription costs. Customer Support is available M-F 8:00 am EST to 5:00 CST

		<b>Per Provider Cost per Unit</b>	<b>Per Practice Cost per Unit</b>	<b>Per Enterprise Cost per unit</b>	<b>Comment, inclusions and exclusions</b>
<b>Other Required Products/Services (list)</b>	Proficiency Training for providers and support staff	TBD	TBD	TBD	Online standard training available at no additional cost. Supplemental custom training available at standard commercial rates.
	Implementation Project Management	TBD	TBD	TBD	Implementation Project Management included in the initial set-up fees. Additional project management made available at the then current commercial rates.