

This analysis is focusing on a 3 month period: June 2018 - August 2018.

The Agreement:

- ▶ Research RCM and CDI contacts at Provider organizations
- ▶ Conduct market intelligence calls
- ▶ Produce 15 MQL over three months

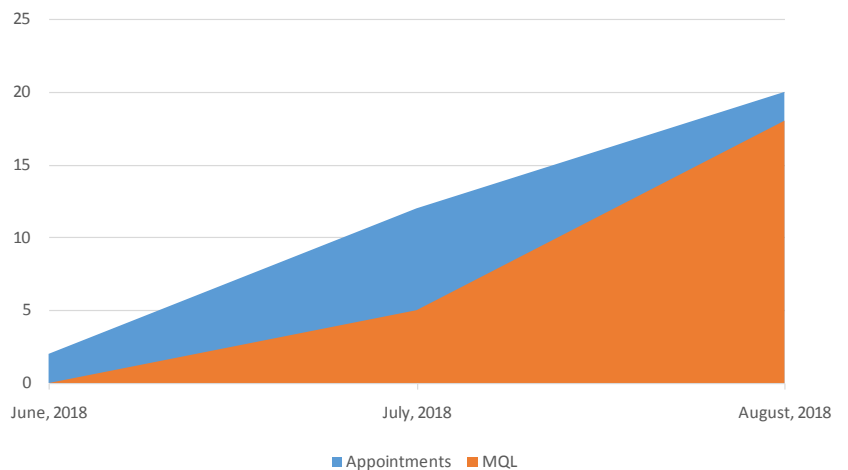
- ▶ Produced direct phone numbers and email address for 200 target companies/500 contacts.
- ▶ Conducted exploratory conversations to discuss current RCM and CDI initiatives using soft sell skills.
- ▶ Coordinated 20 appointments over 75 days, exceeding client expectations by 33%.

OnTarget Partners marketing, sales and research solutions support B2B Executives and Marketers by offering "Intelligence for Business" via specific lines of service, delivered primarily on an outsourced basis.

OnTarget Services:

- Tactical Research
- Digital Marketing
- Targeted Prospecting
- Lead Processing
- Marketing Analytics

OnTarget Targeted Prospecting Results



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Tactical Research Yielded:

- 200 Healthcare Providers
- 500 Contacts
- Direct Phone Numbers
- Email Addresses