



Prepared for:

**hfma**<sup>TM</sup>

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# Clearsense Overview



# Clearsense Overview

Accelerated Time to Value | Tangible ROI

## Accelerate Cost Takeout by 4x to 10x

Compared to legacy archive vendors, Clearsense accelerates cost takeout by shortening archive cycle time and enabling concurrent archival of dozens of simultaneous applications.

## Increase Value from Legacy Data

Clearsense **revitalizes healthcare data**, simplifying user access, improving both clinical and financial results, and supporting innovation initiatives such as AI.

Data Enablement | Enterprise Scale

Healthcare Data Lakehouse | Secure



# 500+

Supported Hospitals

# 300+

Total EHR Application Integrations

# 700+

Total Application Integrations

# Industry Headwinds



# The Case for Data Optimization

**\$1 Trillion**

Medicaid & ACA spend reduction from OBBBA<sup>1</sup>

**59%**

of health Systems stated their **#1 IT initiative** in 2026 & 2027 will be **cost reduction**<sup>2</sup>

**\$25 Million**

In revenue replacement for every \$1M in OpEx cost reduction\*

\*at 4% Operating Margin

**20% to 30%**

Average Health System Application Portfolio Bloat<sup>3</sup>

**67%**

of health systems experienced a successful ransomware attack in 2023<sup>4</sup>

**References:** <sup>1</sup>[What are the Implications of the 2025 Budget Reconciliation Bill for Hospitals? Levinson, Neuman, Godwin, June 12, 2025](#)

<sup>2</sup>[Gartner 2026 CIO Agenda for Healthcare Providers: Technology Priorities and IT Strategy Shifts](#)

<sup>3</sup>[Prioritize Business Domains for Application Rationalization, Stefan Van Der Zijden, Gartner, November 29, 2023](#)

<sup>4</sup>[Two-Thirds of Healthcare Organizations Hit by Ransomware – A Four-Year High, Sophos Survey, September 26, 2024](#)

# The Hospital World: Thousands of Systems\*

Alea  
Allscripts  
Amazing Charts  
Anso  
API Time and Attendance  
Ascend  
Athena  
BedTracking  
Caduceus  
Cardio  
Cattails  
Centricity  
Cerner  
Claims Administrator  
Content On-Demand  
CoPath  
CPSI  
Dentrix  
Document Management  
eCW  
EDIMS  
**ELLKAY**  
Embla  
eMD  
Evolv  
Fastrack  
GE Centricity  
Greenway  
**Harmony**

Health Business System  
Healthcare Enterprise Management System  
Healthland Classic  
HIPAATrax  
Home Care  
Horizon IP  
Horizon Meds Manager  
HQPAF  
i-heal  
IDXRad  
Imaging-RPACS  
InfoArchive  
**Informatica**  
Intellidose  
IntelliSpace  
Intergy  
Invision  
Kronos  
LabDAQ  
Lawson  
McKesson  
MedAptus  
Medent  
Medhost  
MedicareRT  
Medilinks  
**MediQuant**  
Meditech  
medQM

MedSeries 4  
MedSurg  
MHC Document Express  
Mindseye  
Misys  
Mosaic  
N/A  
NeoData  
Netsmart  
NextGen  
OB Tracevue  
**OLAH**  
Omnice  
Oncology Navigator  
OneContent  
OR  
Orchestrate  
ORSOS  
PaceArt  
Pandora  
Paragon  
Parallon Workforce Management  
Pathlore  
PathNet  
Pathways  
PatientTracking Portal  
PeopleSoft  
PFM  
Pharmacy/MAK  
Pics

PMM  
PreAdmitTracking  
PrimeSuite  
PulseCheck  
Q-Centrix eCDM Regulatory Reporting  
Technology (RRT)  
QS1  
ReDoc  
RX30  
Safety Zone  
SIS  
Soarian  
SoftDent  
SoftLab  
SRSoft  
Standing Stone Scheduling  
Star  
Stevens Point Dental Clinic  
Sunquest  
Sunquest Lab  
Syngo Radiology Management  
Systoc  
Timetrac  
TransChart  
TransportTracking  
VacSeen  
Wellsoft  
WorkForce  
WoundExpert  
XLTEK

And MANY MORE...

# Healthcare M&A Investment Thesis



# Healthcare M&A Investment Thesis: Modernized Archiving

## Compound Cost Savings by Making Data Optimization a Headline Value Lever

**The Reality:** Post-close value leakage from legacy apps (EHR, ERP, etc.), TSA overhang, and cyber exposure

### Addressing the reality head-on:

#### Investment Thesis

- Use modernized, active archiving to unlock compound OpEx takeout and accelerate TSA exit across clinical and operations domains

#### Finance Mechanism

- CapEx→OpEx substitution; pull forward savings; avoid renewal cycles

#### Operating Model

- Decommissioning assembly line = Governance + APM roadmap + Active Archiving embedded in Clinical/Ops workflows

#### Enterprise Strategy

- Integrated plan for clinical workflows (care delivery, HIM, imaging, rev cycle) and operations workflows (finance, supply chain, HR/payroll)

#### Expected Outcomes

- Tens of millions in cumulative takeout; faster cash; lower risk; audit-ready documentation







# The Hidden Financial Drag

The Data Dependency that Keeps Redundant Systems Alive

## Licenses & Contracts

- Duplicate modules and “evergreen” clauses continue billing.
- Auto-renewals with 3–5% escalators reset multi-year obligations.
- Minimums and true-up clauses keep charges even as usage declines.

## Infrastructure & Tooling

- Hosting, storage, backup, DR maintained for systems used only for history.
- Security tools added to harden end-of-life platforms.
- Separate monitoring/log retention/DR per legacy app multiplies base cost.

## People & Process

- Parallel support teams maintain patches and access control.
- Clinical and HIM teams “hunt” across portals to retrieve history.
- Shadow reconciliations and help-desk volume rise due to toggling.

# Speed as a Financial Multiplier

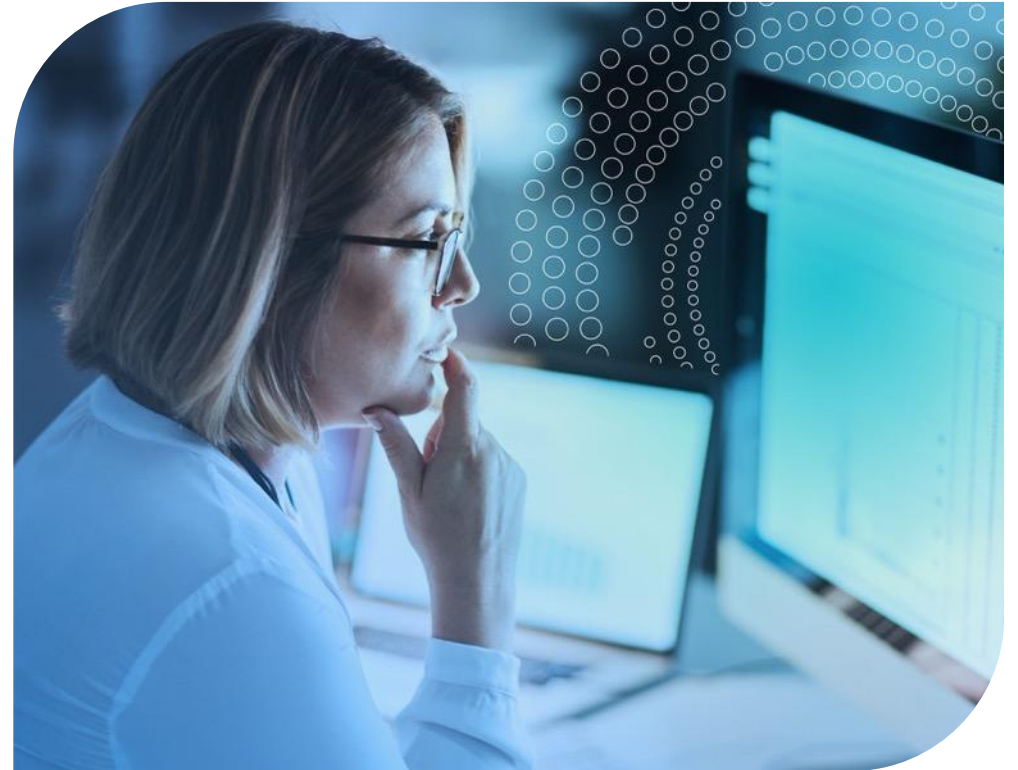
Accelerated Decommissioning Compounds Value Beyond Linear Savings

## Four Ways Speed Pays

- 1) Pulls savings forward → Increase NPV
- 2) Avoids entire renewal cycles
- 3) Shortens TSA period → immediate cash relief
- 4) Shrinks cyber/compliance exposure window

## Metrics to Manage

- Months-to-archive-and-retire, apps retired/month, renewal-avoidance captured, TSA run-off



# \$25 Million

In revenue replacement for every  
\$1M in OpEx cost reduction\*

# Case Study: App Decommission Time Compression

By compressing decommissioning of 45 apps from 5 years to 1 year, a health system saved an additional \$10.2M in cost takeout

**Client:** \$2.5B Non-profit Health System with 19 hospitals

## Challenge

- Due to hospital acquisition, system added **45 redundant apps** to portfolio.
- Client bandwidth limitations drove a **5-year archive / decommission** plan, **negatively impacting cost reduction** at the desired pace.

## Solution

- Leveraging '**Assembly Line**' Approach + **1Clearsense Platform**, client is **archiving 45 applications within 1 year**, instead of 5 years.

## Impact (Cost savings shown below are net of Clearsense fees.)

- In addition to **\$6.3M in OpEx reduction** from app decommission, **compressing the project from 5 to 1 year saves an additional \$10.2M** in permanent OpEx cost takeout.

**Total net cost reduction from program: \$16.5M**

## Cost Savings from Decommission Time Compression



At 4.6% operating margin, each **\$1M in cost takeout = \$21.7M in revenue replacement.**

Client is **replacing the equivalent of \$359M** in first year of program.

# CapEx → OpEx Substitution

Capitalize the Archive, Retire the App, Erase the Run-Rate

A one-time archive investment (CapEx) enables legacy shutdowns that **permanently remove OpEx** and make EBITDA **more predictable**.

- Active archive provides read-only, **in-workflow access** in EHR/ERP, so source apps and interfaces can be **retired**.
- Capitalize qualifying build/migration; start depreciation at archive go-live; **recognize benefits only at gated retirements**.
- Pull savings **forward**, **avoid renewals**, **shrink TSA**, and reduce cyber surface as systems come off.

# TSA Acceleration

## Data Availability is the Real Exit Criterion

TSA duration and cash burn **shrink** when historical data is **embedded in EHR and Operational workflow** via active archiving, allowing legacy systems to be **decommissioned earlier**.

- Active archive gives **read-only, in-workflow access** to history for clinicians, HIM, Finance/AP/AR, SCM, and HR/payroll.
- With access satisfied, **legacy apps and interfaces** tied to the TSA can be retired.
- Put **archive availability SLAs** (clinical + ERP) into TSA terms and exit criteria.
- Set **renewal-freeze dates** aligned to the retirement calendar to avoid new lock-ins.
- Fewer Day-2 dependencies; simpler support model; clearer decision rights for shutdown.
- Governance tracks **archive milestones** as cash events.



**Practical Test:** Can clinicians, HIM, Finance, Ops, easily perform their work inside the new environment with historical data?



# Legacy Systems as Cyber (& Balance-Sheet) Risk

## Unsupported Platforms Elevate Breach Probability and Cost

Consolidating legacy data into a certified **active archive** and retiring source systems **reduces breach likelihood/cost** and **speeds audits** by shrinking the attack surface and centralizing controls.

### Surface Reduction

- Retire end-of-life apps/OS and decommission legacy interfaces/endpoints with known CVEs.
- Unify identity and access; eliminate parallel admin consoles and unmanaged service accounts.

### Control & Auditability

- Single access layer with **unified audit logs**, standardized retention/legal hold, and immutable storage options.
- Consistent evidence for HIPAA records requests; faster legal discovery.

### Financial Exposure

- Lower probability-weighted loss from breaches; reduce ongoing “legacy hardening” spend.
- Healthcare has the highest breach costs (~\$7.4–\$10M) of any industry and the slowest containment (~279 days)<sup>2</sup>
- Improved cyber-insurance posture and incident response readiness.

67%

of health systems experienced a successful ransomware attack in 2023<sup>1</sup>



### Zombie App Definition:

An application that is rarely or no longer used, maintained, or updated, but continues to run within the organization's infrastructure, consuming resources and posing security risks.



# Typical ‘Upstream’ Challenges Scaling Application Decommissioning

Although health leaders nearly unanimously agree that rationalization of legacy systems is a top strategic priority, health systems struggle in the following areas:

## Standardized Governance

Lack of standardized governance and processes to track KPIs and ROI across departments

## Data Extraction Challenges

Limited technical resources and capabilities to extract data for application decommissioning and archival

## Unrealized Program Impact

Failure to unlock full cost and ROI benefits from application portfolio tech debt removal

## Utilize an app decommission 'assembly line' that drives compounded cost savings

### Program Governance

Enables faster throughput by formalizing prioritization, intake, metrics, tracking and operational governance.

### Application Rationalization

Optimized application portfolio roadmap that reduces costs and redundancies, ensuring critical data accessibility post decommission.

### Operations Framework

Establishment and execution of governance framework, reporting and ROI tracking, for decision-making hierarchy.

### Data Acquisition Services

Securely extract, migrate, and preserve critical legacy data to support downstream access and compliance.

### Decommissioning

Retire legacy applications through secure vendor shutdowns, infrastructure decommissioning, and data cleansing.

# An Assembly Line Approach

Accelerated Application Archival and Decommissioning

- Grow your team's expertise in application rationalization and decommission process management
- Accelerate application decommission and archive to drive faster and greater cost takeout and ROI
- Improve on-time delivery of data and essential milestones leading to on-time archive project completion
- Improve your ability to project and report internally verified cost takeout from application decommissioning





## Case Study\*: Accelerated Cost Takeout

### About Trinity Health

- Not-for-profit health \$20B+ system with 93 hospitals, across 26 states
- 120 care sites, 120,000 staff, 38,000 clinicians
- Had 7,400+ applications at the start of its Clearsense partnership in 2020.

[\\*https://www.gartner.com/document-reader/document/6659536?ref=pubsite](https://www.gartner.com/document-reader/document/6659536?ref=pubsite)



### Challenge

- Epic and ERP rollout demanded \$50M in cost cuts by retiring and archiving 500+ applications.
- From 2017 to 2019, the previous archiving vendor's project-based approach failed to scale, archiving only 6 applications.

### Solution

In 2020, the 1Clearsense Platform™ was implemented - accelerating archiving, using a Data Enablement approach to boost data use, clinical efficacy, and patient outcomes.

### Impact

- **\$68M+ permanent, annual OpEx cost savings** (2024), with upcoming Cerner decommissioning (2025) to push total savings beyond \$100M+
- Archived data from a range of 740+ apps
- Consistently decommissioning 20-40 concurrent applications
- **Archived the archiver:** Informatica, ELLKAY, MediQuant
- 155,000 logins show high data usage and business value

# Beyond Cost Takeout

## Turn Archives into Strategic Data Assets

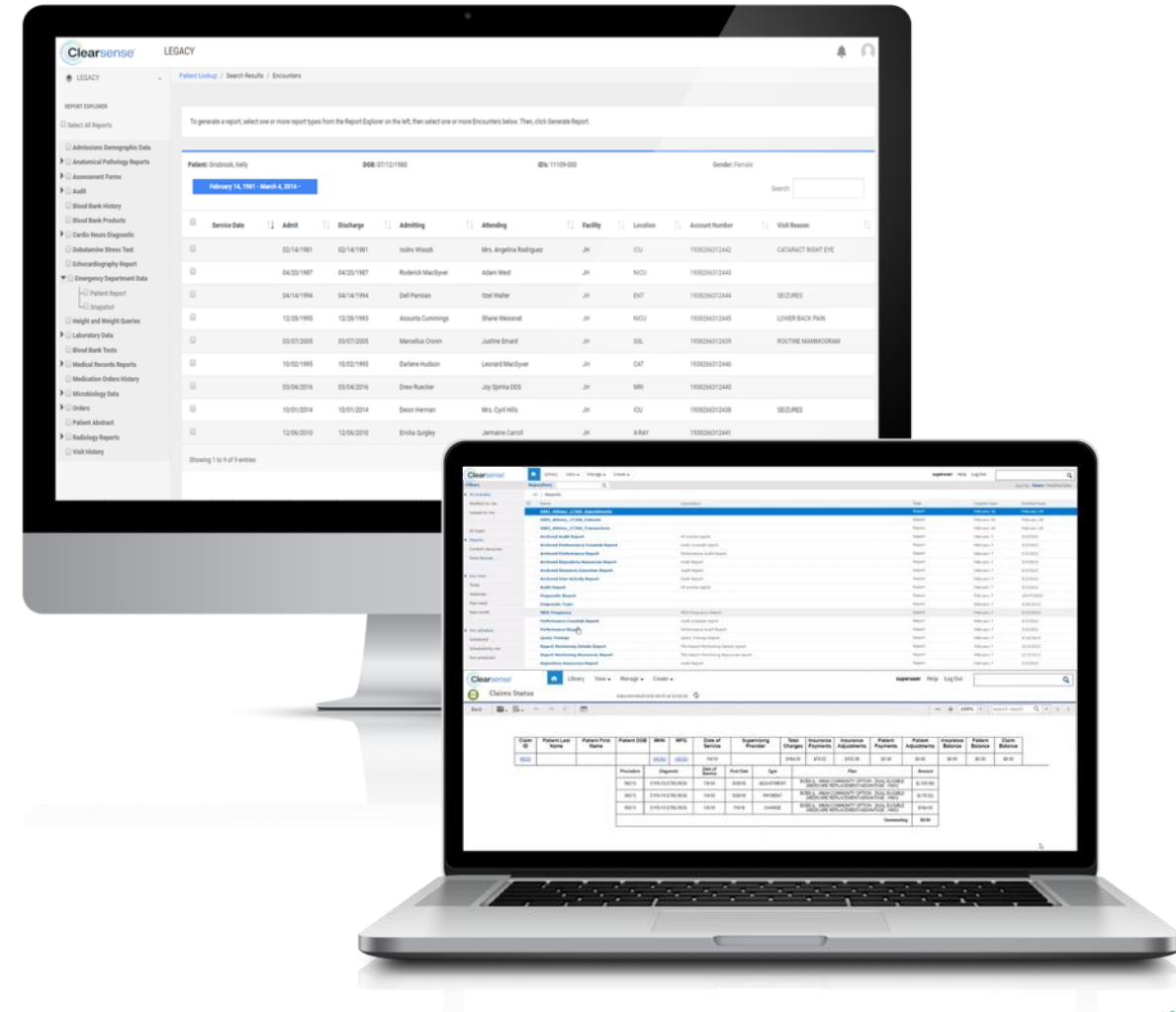
An **active archive** embedded in workflows converts historical data into **in-workflow insight** and **governed analytics**, creating value beyond cost takeout.

## Revitalized Enterprise Data Value

- Unifies patient data into a longitudinal medical record and embeds insights directly into EHR and operational workflows.

## Fuel for Innovation

- Rapid savings free capital, while revitalized data powers next-generation initiatives such as AI model validation and clinical trial research expansion.



# Make Speed Your Synergy Advantage

Operationalize the Assembly Line to Change the Slope of Value Creation

## Platform

- Active archive in certified cloud with in-workflow clinical and business access.
- Full audit trails, standardized retention, legal hold support.

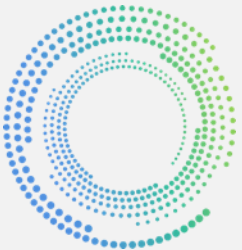
## Services & playbooks

- Governance setup; app rationalization; data acquisition/conversion; decommissioning.
- KPI/ROI tracking and monthly throughput management.

## Outcomes

- Months shaved from TSA; higher monthly retirements; validated OpEx removal.
- Repeatable cadence from “inventory” to “shutdown verified.”

# Thank You



**Clearsense**

[clearsense.com](https://clearsense.com)

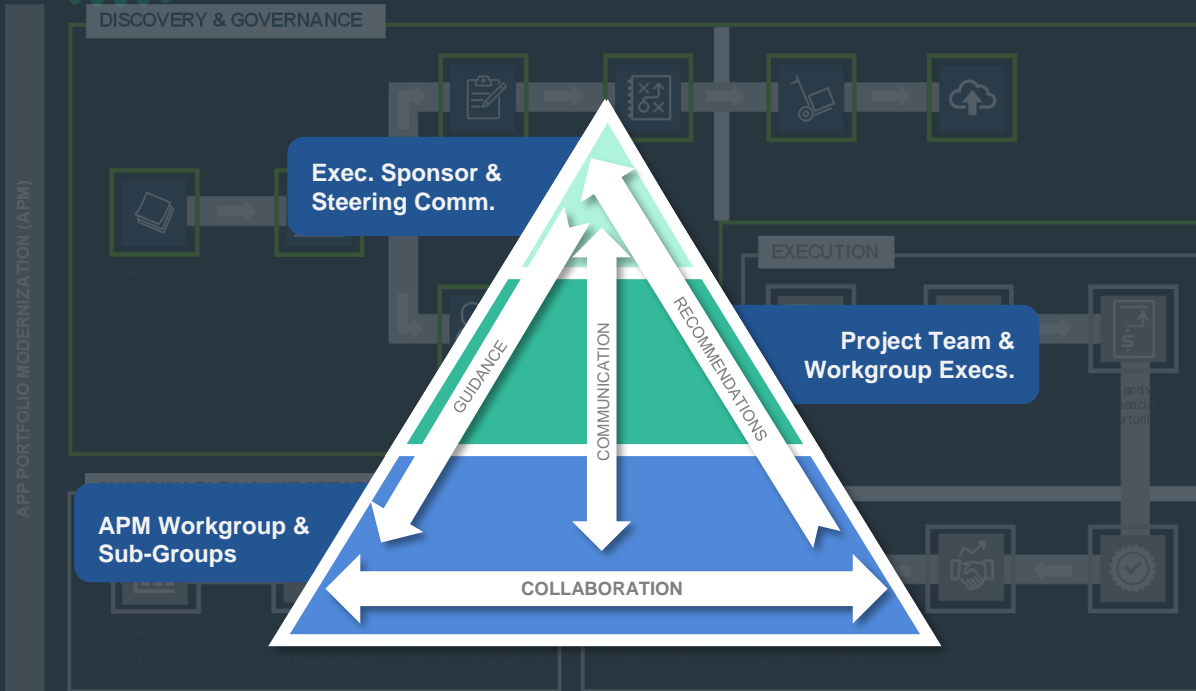
p: (615) 857-1504

e: [info@clearsense.com](mailto:info@clearsense.com)

# Appendix



# APM Governance Model & Sample RACI



Deliverable or Task	Exec. Sponsor & Steering Co	Project Leadership	Project Team	OCIO, IT, Vendor Mgmt.	Market Presidents	Exn Leader / CXO	APM Sub-Group Lead	Third Party Vendor
<b>Planning Activities</b>								
Prioritize target application categories	I	A	R	C				
Prepare supporting materials for Application Teams		A	R	C	I	I		
Identify APM Sub-Groups, Leads, and Participants		I	I		C	A	R	
Schedule orientation and prioritized APM Sub-Group meetings		I	C		C	A	R	
<b>APM Sub-Group Activities</b>								
Conduct APM Orientation for APM Sub-Group Leads		A	R	C	I	I		
Drive APM Sub-Group meetings and take action as prescribed in the supporting materials			C	I	R	A	R	
Follow up with relevant stakeholders to address gaps (e.g., app capabilities)			I	I	R	A	R	C
Provide recommendations/escalations regarding opportunities to the Project Team		I	I		C	A	R	
<b>Finalize Recommendations &amp; Roadmap</b>								
Prioritize opportunities and address gaps with the APM Workgroup		A	R	I	C	R	C	
Review finalized opportunities with Project Leadership		A	R	I	I	R	I	
Develop and finalize the roadmap for Steering Co		A	R	C	I	C	I	
Present roadmap to Steering Co	I	A	R			C		

- R** Responsible (Assigned to complete the task or deliverable by a due date)
- A** Accountable (Has final decision-making authority and accountability for completion)
- C** Consulted (An adviser, stakeholder, or subject matter expert who is consulted before a decision or action)
- I** Informed (Must be informed after a decision or action)

# Why M&A Economics Break Down Post-Close

## The Data Dependency that Keeps Redundant Systems Alive

### Desired

Rapid system and app consolidation (EHR/ERP), fast TSA exit, linear synergy ramp

### Observed

Historical data obligations keep legacy **EHR and ERP** running → renewals recur; TSA meters continue; clinicians and back-office teams toggle systems

### Where the Dollars Leak

- Timing: synergy ramp slips → lower NPV and delayed cash
- Cap cost: higher interest expense while savings are deferred
- Working capital: vendors kept on retainer; duplicate contracts renewed (e.g., AP automation, materials mgmt)
- Stranded OpEx: licenses, hosting, support, interfaces, KTLO staffing across clinical and operations apps

### Operational Blockers (indicators you're stuck)

- No signed decision rights across Finance/Clinical/Legal/IT/Supply Chain/HR
- Ambiguous retention/HIM requirements; unresolved legal holds; **records policies for ERP (contracts)** unclear
- Users forced to log into legacy UIs (clinic notes, imaging, **AP invoices, payroll history**)
- “Temporary” TSA extensions and quiet auto-renewals

### What to Put on the Scorecard

- **Apps retired/month; months-to-archive-and-retire** (EHR and ERP tracked separately)
- **TSA burn/month & months remaining** (include ERP hosting/HRIS/payroll dependencies)
- **Renewal avoidance captured** (count and \$)
- **% historical records accessible in EHR/ERP** (by service line and function)



# Speed as a Financial Multiplier

Based on [client]'s applications flagged to be decommissioned, there is an estimated \$76.2M of hard OpEx cost takeout opportunity that could be realized/increased by implementing an accelerated cost optimization program.

## Inventory Analysis:

- 3,727 applications identified; 582 apps flagged for decommissioning; 309 apps flagged for archival
- **Annual application OpEx estimated cost: \$76.2M**

Annual Application Costs	Lic./Maint.	Infrastructure*	Total
<b>Applications for Decommission (582)</b>	<b>\$ 66,640,876</b>	<b>\$ 10,662,540</b>	<b>\$ 77,303,416</b>
Applications for Decommission Only (274)	\$ 31,302,265	\$ 5,008,362	\$ 36,310,628
<b>Applications for Decommission + Archive (309)</b>	<b>\$ 35,338,610</b>	<b>\$ 5,654,178</b>	<b>\$ 40,992,788</b>

Recommendations: We compared a 6-year time horizon to an **accelerated 3-year program** which can yield gross estimated savings of:

- Additional estimated **cost savings from 3-year program acceleration: \$81.5M to \$125.4M**
- An estimated **total savings from acceleration: 3-year program \$94.3M to \$145.2M**
- **Avoidable IT Security Remediation costs were not included** within the financial conclusions

Acceleration Cost Savings (3 years vs. 6 years)	Low Estimate (65% of App Cost)	Med. Estimate (85% of App Cost)	High Estimate (100% of App Cost)
Cost Savings from Decommission 582 Applications	\$ 50,247,220	\$ 65,707,903	\$ 77,303,416
Additional Cost Savings from Time Compression (3 vs. 6 Years)	\$ 82,661,821	\$ 108,096,227	\$ 127,172,032
<b>TOTAL Cost Savings over Year 3</b>	<b>\$ 97,023,600</b>	<b>\$126,877,015</b>	<b>\$149,267,076</b>

### **Note:**

Low and Medium estimates represent that further diligence is required to confirm total cost savings.



# Modernized Archiving for Maximized Cost Reduction

Clearsense's app decommissioning solution delivers unprecedented velocity in OpEx savings for health systems.

## Faster and Larger Cost Takeout

- Independently validated by **Gartner and KLAS**, the 1Clearsense Platform **accelerates app decommissioning** at scale, **4x to 10x faster** than legacy archiving approaches, multiplying cost savings by converting years of missed opportunity into immediate ROI.

## Revitalized Data Value

- The 1Clearsense Platform unifies patient data into a longitudinal medical record and embeds insights directly into EHR and operational workflows.

## Fuel for Innovation

- Rapid savings free capital, while revitalized data powers next-generation initiatives such as AI model validation and clinical trial research expansion.



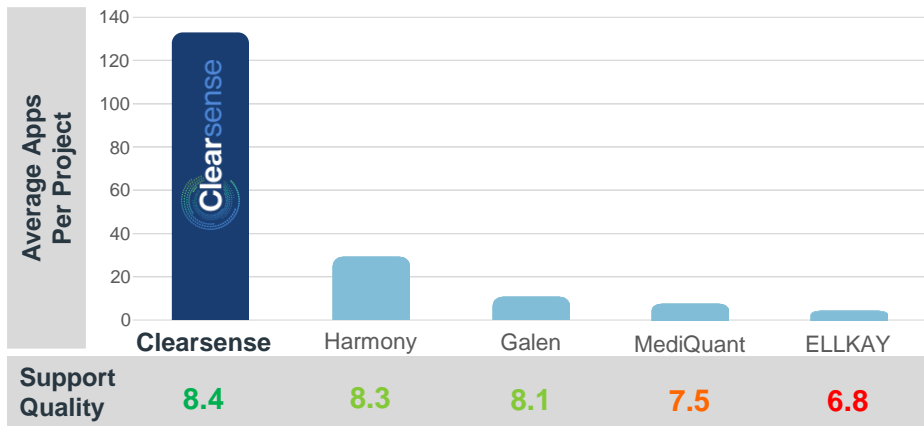
# 3<sup>rd</sup> Party Validated

The 1Clearsense Modernized Archiving Platform is Recognized as the Industry Blueprint for App Decommissioning Technology



[Case Study \(2025\): “Clearsense Powering the Largest and Most Impactful Application Rationalization & Active Archiving Initiative in U.S. Healthcare”](#)

## Average Apps per Project vs. Support Quality\*



“Clearsense delivered the **largest, most complex decommission projects**, with the **highest implementation support quality** of any vendor.”



\*KLAS 2024 Data Archiving Report, August 2024



[Case Study \(2025\): “Trinity Health Drives IT Cost Optimization with Legacy Application Decommissioning”](#)

### Challenge

- Epic and ERP rollout required \$50M in cost cuts by archiving 500+ apps, but the legacy vendor’s project-based approach failed to scale—retiring only 6 apps over two years.

### Solution

- In 2020, Trinity implemented the 1Clearsense Platform™ to rapidly scale archiving while unlocking cost take out and higher data value.

### Impact

- **\$68M+ annual OpEx savings** (2024); target of \$100M in 2025
- **740+ applications decommissioned**
- **25+ concurrent apps archived per quarter** for years
- **Archived legacy archivers:** Informatica, Ellkay, MediQuant
- **155,000 logins** confirm high usage and business value

# KLAS Ranking

According to KLAS\*, “Clearsense delivered the **largest, most complex decommission projects**, with the **highest implementation support quality** of any vendor.”

## KLAS Case Study: “Reducing Costs & Increasing Efficiency Through Accelerated Data Archiving”

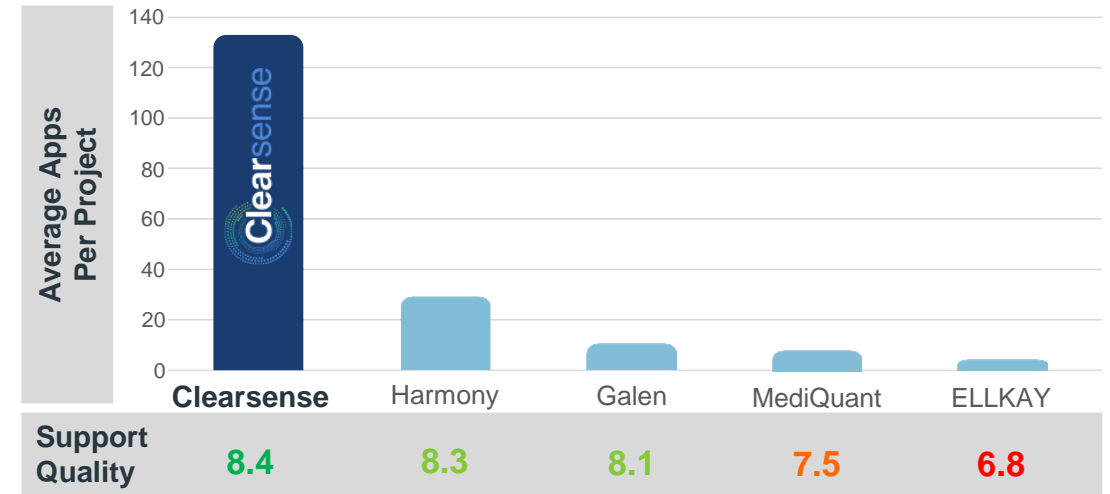
<https://clearsense.com/insights/intelligence/clearsense-data-platform-as-a-service-case-study>



\*KLAS 2024 Data Archiving Report, August 2024



## Average Apps per Project vs. Support Quality\*



“We're doing app rationalization and archival at scale...

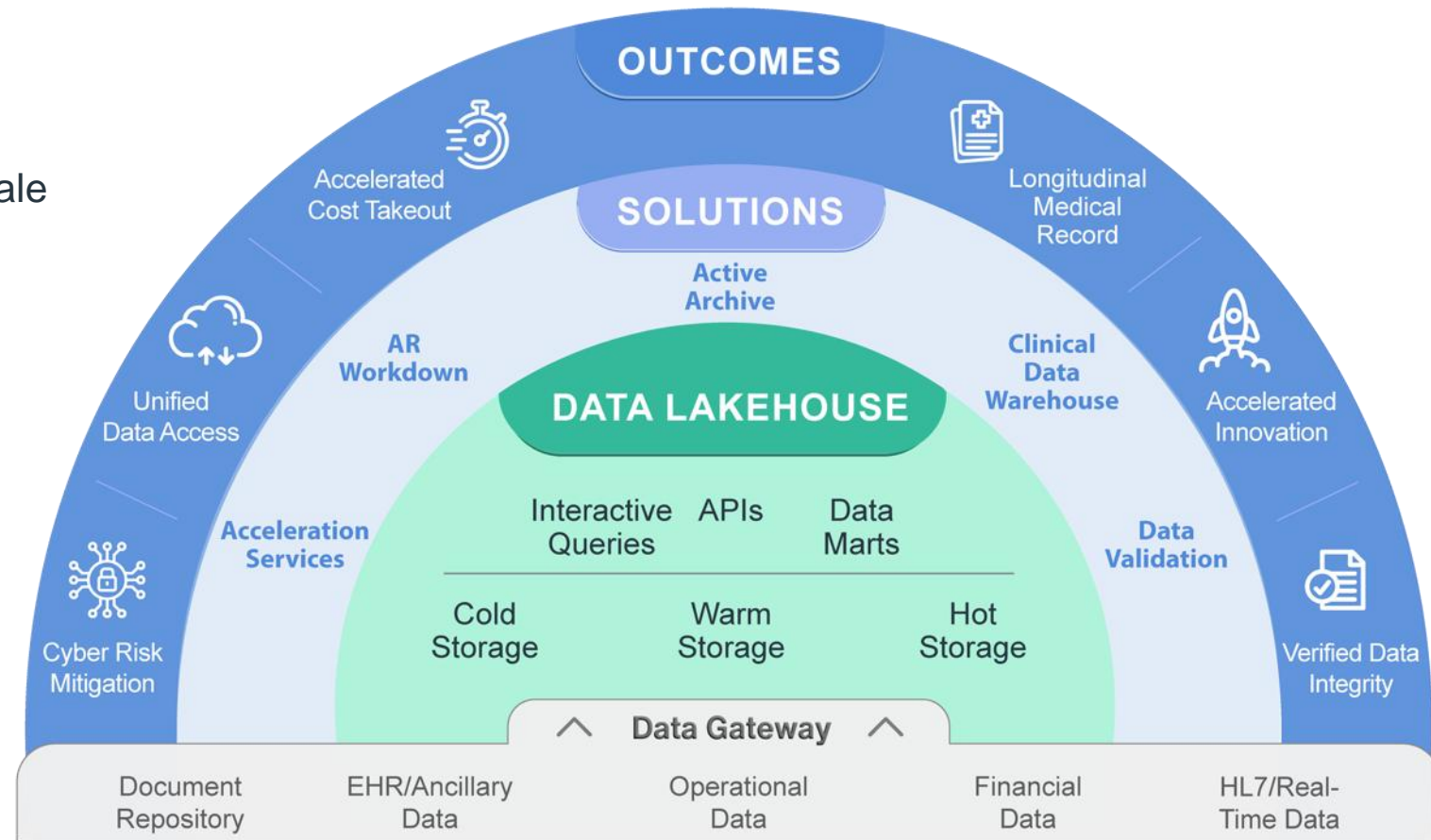
If you're like us and you're doing **20 to 25 applications every three months** and you're going to do that for six years, that's **not** something other vendors can do... **Clearsense's biggest differentiator comes at the scale and the velocity they have at scale.**”

– KLAS Collected Quote, VP / Health System Executive (May 2025)

# 1Clearsense Platform™

Built for Scale. Proven in Healthcare.

- Rapid concurrent archiving at enterprise scale
- Lower total cost of ownership from system decommissioning
- Reduce cyber risk through standardized governed data frameworks
- User-friendly access to unified, accurate and complete data



# Turnkey Application Archival & Decommissioning

Drive accelerated cost takeout and increased value from data

## Acceleration Services™

Modular framework for accelerating application decommissioning

### Program Governance

Enables faster throughput by formalizing prioritization, intake, metrics, tracking and operational governance.

### Application Rationalization

Optimized application portfolio roadmap that reduces costs and redundancies, ensuring critical data accessibility post decommission.

### Operations Framework

Establishment and execution of governance framework, reporting and ROI tracking, for decision-making hierarchy.

### Data Acquisition Services

Securely extract, migrate, and preserve critical legacy data to support downstream access and compliance.

### Decommissioning

Retire legacy applications through secure vendor shutdowns, infrastructure decommissioning, and data cleansing.

## 1Clearsense Platform™

Industry-leading healthcare data lakehouse

### SaaS Data Enablement Platform

Enables archiving at enterprise scale to accelerate cost takeout while unlocking the full potential of data

### Clinical Data Archiving

Unified historical patient data seamlessly accessed at the point of care from within EHR workflows

### Operational & Financial Archiving

Simplified access to finance, HR, and operational data, to support audits, reporting, and daily workflows

# Customer Testimonials



The Clearsense partnership represents our commitment to leveraging **innovative solutions that drive efficiency** and unlocks the true potential of healthcare data.



When I think about what we're doing, it has everything to do with patient care, and it has everything to do with **the accessibility of that data** as these analytical engines grow in power.



We have archived and or decommissioned over 780 applications in the last four years. That has had a return on investment of a **cost savings of approximately \$78M** for our organization. Clearsense has strategies that help us **get value from the data.**



# Delivering Rapid Time-to-Benefit At Scale

Measurable cost takeout | Long-term strategic value



**\$68M**

Ongoing annual OpEx cost takeout

**750+**

Applications archived

(out of 7,400 total apps)

Archived: Informatica, Ellkay & MediQuant

20 to 40 concurrent workstreams

**4 Months**

First archive set in production



Intermountain  
Health

**84**

Apps in scope, 1<sup>st</sup> year

Archived: MediQuant

17+ concurrent workstreams

**Top, Strategic Vendor**

1 of 4 strategic vendors Identified as essential for to corporate initiatives

Epic, Workday, ServiceNow, Clearsense



Cleveland Clinic

**126**

Applications archived

10+ concurrent workstreams