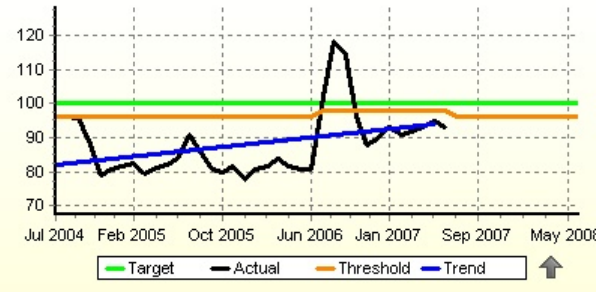


# ADDENDUM J

- Achieve Profitability (FS)
- Demonstrate Business Growth (FS)
- Develop Loyal Patients (CS)
- Increase Physician Loyalty (CS)
- Demonstrate High Quality Patient Care (Q)
- Demonstrate Safe Patient Care (Q)
- Optimize Process Efficiency & Effectiveness (Q)
- Attract, Acquire&Retain High Quality Workforce(W)
- Demonstrate Employee Competence & Growth (WD)
- Create a Learning Organization (WD)
- Provide Tools & Equip for Optimal Performance (WD)
- Provide Facilities for Optimal Delivery&Rec Svs(WD)




Measures		Show YTD Show Periods		
	ACTUAL	GOAL	VAR	
<input checked="" type="checkbox"/> <b>OEBITDA Margin (Profitability) (PPH)</b>	92.9 %	100.0 %	(7.1) %	

OEBITDA Margin (Profitability)(PPH) 



↑ good direction updated: 8/2/2007

Comments	
2/20/2007	FY09 Goals - Achieve Aa bond rating.

Initiatives		Show Periods		
	\$		%	STATUS
1.1.1 HealthWoRx (PPH)			15%	In Progress

**Measure Detail >**

**OEBITDA Margin (Profitability)(PPH)**

(Net operating income+interest expense+depreciation expense+ prop taxes)/ Net pt revenue, actual vs. budget

[Covert, Michael](#)  
[Delosantos, Danny](#)  
[Hemker, Robert](#)

**Initiatives**

**Parent Objectives**

(1.1) Achieve profitability(Palomar Pomerado Health)

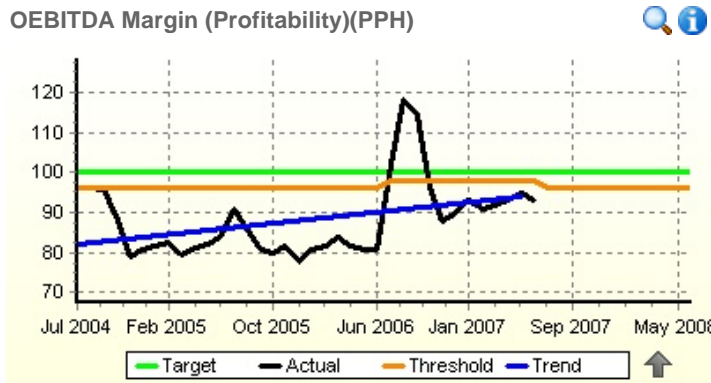
[Covert, Michael](#)  
[Hemker, Robert](#)

**Measures**

Ind Name	Actual	Goal	Variance	Date	Owner(s)
<input checked="" type="checkbox"/> <b>OEBITDA Margin (Profitability)(PPH)</b>	92.9 %	100.0 %	(7.1) %	Jun 2007	<a href="#">Covert, Michael</a> <a href="#">Delosantos, Danny</a> <a href="#">Hemker, Robert</a>
<input checked="" type="checkbox"/> » <a href="#">OEBITDA Margin (Profitability)(PMC)</a>	82.3 %	100.0 %	(17.7) %	Jun 2007	<a href="#">Bracht, Gerald</a> <a href="#">Delosantos, Danny</a>
<input checked="" type="checkbox"/> » <a href="#">OEBITDA Margin (Profitability)(Pom)</a>	128.4 %	100.0 %	28.4 %	Jun 2007	<a href="#">Delosantos, Danny</a> <a href="#">Gold, Steve</a>

^ Contributing in Roll Up \* Leading Indicator

**Performance Graph >**



↑ good direction

updated: 8/2/2007

**Performance History >**

Period	Actual	Goal	Variance
Apr 2006	81.6	100.0	(18.4)
May 2006	80.6	100.0	(19.4)
Jun 2006	80.6	100.0	(19.4)
Jul 2006	102.0	100.0	2.0
Aug 2006	118.2	100.0	18.2
Sep 2006	114.3	100.0	14.3
Oct 2006	96.0	100.0	(4.0)
Nov 2006	87.8	100.0	(12.2)
Dec 2006	89.8	100.0	(10.2)
Jan 2007	92.9	100.0	(7.1)
Feb 2007	90.8	100.0	(9.2)
Mar 2007	91.8	100.0	(8.2)
Apr 2007	92.9	100.0	(7.1)
May 2007	94.9	100.0	(5.1)
Jun 2007	92.9	100.0	(7.1)

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**User Defined Performance Graphs >**

**External Applications >**

**Attachments >**

**Comments >**

Owner Comments

Manager Comments

**Initiative Detail >**

**1.1.1 HealthWoRx (PPH)**

**(5/1/2006 - 7/2/2007)**

Develop, implement and operationalize a patient focused redesign of the business aspects of patient care.

Van Winkle, Melanie

**Parent Initiatives**

**Parent Measures**

**Parent Objectives**

**Parent Scorecards**

Achieve profitability(Palomar Pomerado Health)

Covert, Michael Hemker, Robert

**Parent Program Groups**

FY07 System-Wide Initiatives

Jackson, Marcia Xenitopoulos, Nick

**Initiative Hierarchy >**

Name	Type	Report	Status	%	\$		Owners
1.1.1 HealthWoRx (PPH)		<u>4/1/2007</u>	In Progress	15%			<u>Van Winkle, Melanie</u>

**Initiative Status Reports >**

Report Date	Status	% Complete	\$		Submitted By
<u>4/1/2007</u>	In Progress	15%			<u>Van Winkle, Melanie</u>
<u>2/1/2007</u>	In Progress	n/a			<u>Van Winkle, Melanie</u>
<u>1/1/2007</u>	In Progress	n/a			<u>Admin, Admin</u>
<u>10/1/2006</u>	In Progress	15%			<u>Van Winkle, Melanie</u>
<u>9/1/2006</u>	In Progress	15%			<u>Van Winkle, Melanie</u>
<u>8/1/2006</u>	In Progress	10%			<u>Van Winkle, Melanie</u>
<u>7/1/2006</u>	In Progress	5%			<u>Van Winkle, Melanie</u>

**Tasks >**

Name	Start Date	Due Date	Status	%	\$		Assigned To
<b>*<u>Define and Document Project Charter</u></b>	2/10/2006	10/16/2006	In Progress	98%	n/a	n/a	<u>Van Winkle, Melanie</u>
<b>*<u>"Staging" of design features</u></b>	11/1/2006	1/22/2007	In Progress	75%	n/a	n/a	<u>Van Winkle, Melanie</u>
<b>*<u>Address Facility &amp; Space needs</u></b>	12/1/2006	6/29/2007	Not Started	n/a	n/a	n/a	<u>Van Winkle, Melanie</u>
<b>*<u>Address System Modification needs</u></b>	10/2/2006	6/29/2007	In Progress	2%	n/a	n/a	<u>Van Winkle, Melanie</u>
<b>*<u>Plan &amp; Conduct Education Sessions</u></b>	4/2/2007	6/29/2007	Not Started	n/a	n/a	n/a	<u>Van Winkle, Melanie</u>
<b>*<u>Conduct final implementation plan</u></b>	5/1/2007	7/31/2007	Not Started	n/a	n/a	n/a	<u>Van Winkle, Melanie</u>
<b><u>Identify "low hanging fruit" &amp; implement changes</u></b>	5/15/2006	7/2/2007	In Progress	50%	n/a	n/a	<u>Van Winkle, Melanie</u>
<b>*<u>Pt Acct - Benchmark Assessment</u></b>	6/2/2006	10/10/2006	Complete	100%	n/a	n/a	<u>Van Winkle, Melanie</u>
<b><u>Implement Initial Communication Plan</u></b>	6/13/2006	8/15/2006	Complete	100%	n/a	n/a	<u>Van Winkle, Melanie</u>
<b>*<u>Validate the Functionality of the Corner Upgrade</u></b>	9/8/2006	10/31/2006	In Progress	85%	n/a	n/a	<u>Van Winkle, Melanie</u>
<b>*<u>Rev Cycle Baseline "Series Learning"</u></b>	8/1/2006	5/31/2007	In	10%	n/a	n/a	<u>Van</u>

Training			Progress						
* <u>Rapid Design Sessions</u>	7/10/2006	11/13/2006	Complete	100%	n/a	n/a			<a href="#">Winkle, Melanie Van</a>
* <u>Patient Focus Groups</u>	8/1/2006	10/31/2006	In Progress	95%	n/a	n/a			<a href="#">Winkle, Melanie Van</a>
* <u>Post RDS Documentation &amp; Task Resolution</u>	9/28/2006	1/31/2007	In Progress	15%	n/a	n/a			<a href="#">Winkle, Melanie Van</a>
* <u>RDS Validation Session</u>	10/2/2006	11/10/2006	Complete	100%	n/a	n/a			<a href="#">Winkle, Melanie Van</a>
* <u>Present Future State Designs to Steering Committee</u>	10/2/2006	11/17/2006	In Progress	75%	n/a	n/a			<a href="#">Winkle, Melanie Van</a>
* <u>Conduct post RDS Work Session</u>	11/14/2006	11/30/2006	Not Started	0%	n/a	n/a			<a href="#">Winkle, Melanie Van</a>
* <u>Develop new Procedures</u>	1/2/2007	4/30/2007	Not Started	n/a	n/a	n/a			<a href="#">Winkle, Melanie Van</a>
* <u>Define Organizational Model &amp; HR needs</u>	11/14/2006	2/28/2007	Not Started	n/a	n/a	n/a			<a href="#">Winkle, Melanie Van</a>

\* - Milestone

## User Defined Performance Graphs >

## Agenda >

## External Applications >

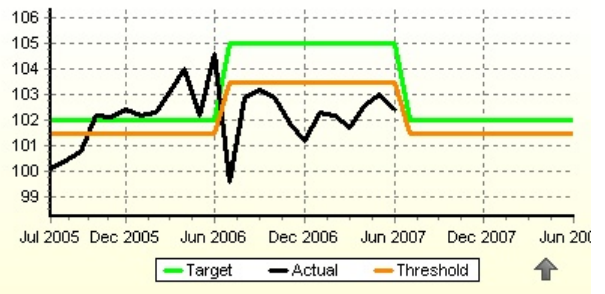
## Attachments >

Title	Status	Check Out
<a href="#">Project plan detail - 9-29-06</a>		
<a href="#">Status Report - August 2006</a>		
<a href="#">Status Report - July 2006</a>		
<a href="#">Status Report - October 2006</a>		
<a href="#">Status Report - September 2006</a>		

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- Provide Tools & Equip for Optimal Performance (WD)
- Provide Facilities for Optimal Delivery&Rec Svs(WD)

Measures	Show YTD	Show Periods
<input checked="" type="checkbox"/> <b>Increase in Weighted Patient Days(PPH)</b>	<b>ACTUAL</b>	<b>GOAL VAR</b>
	102.4 %	105.0 % (2.6) %

Increase in Weighted Patient Days(PPH)



↑ good direction updated: 8/2/2007

Comments
2/20/2007 FY09 Goals - Achieve Aa bond rating.

Initiatives	Show Periods
1.2.1 Update PPH Strategic Plan (PPH)	\$ 🏆 % STATUS ▲ 📉 75% In Progress
1.2.2 Comprehensive web strategy implementation (PPH)	▲ 🟡 93% In Progress

**Measure Detail >**

**Increase in Weighted Patient Days(PPH)**

Increase in Weighted Patient Days, current fiscal year to date compared to same period in prior fiscal year

[Covert, Michael](#)  
[Delosantos, Danny](#)

**Initiatives**

7/1/2006 [1.2.1 Update PPH Strategic Plan \(PPH\)](#)

[Jackson, Marcia](#)

Budget: Timing:

4/1/2006 [1.2.2 Comprehensive web strategy implementation \(PPH\)](#)

[Friederichsen, Gustavo](#)

Budget: Timing:

**Parent Objectives**

[\(1.2\) Demonstrate business growth \(Palomar Pomerado Health\)](#)

[Covert, Michael](#)  
[Hemker, Robert](#)

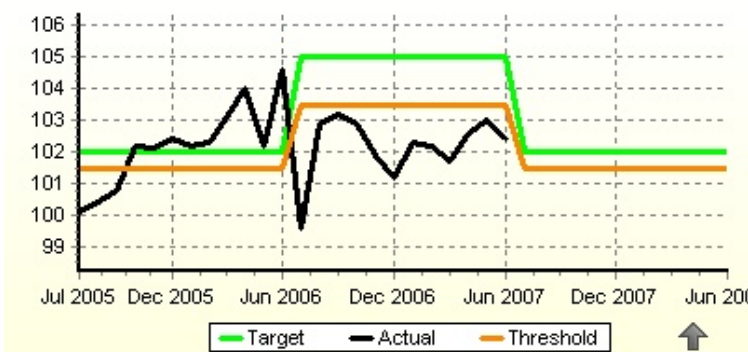
**Measures**

Ind Name	Actual	Goal	Variance	Date	Owner(s)
<b>Increase in Weighted Patient Days(PPH)</b>	102.4 %	105.0 %	(2.6) %	Jun 2007	<a href="#">Covert, Michael</a> <a href="#">Delosantos, Danny</a>
» <a href="#">Increase in Weighted Patient Days (PMC)</a>	102.3 %	105.0 %	(2.7) %	Jun 2007	<a href="#">Bracht, Gerald</a> <a href="#">Delosantos, Danny</a>
» <a href="#">Increase in Weighted Patient Days (Pom)</a>	103.5 %	105.0 %	(1.5) %	Jun 2007	<a href="#">Delosantos, Danny</a> <a href="#">Gold, Steve</a>

^ Contributing in Roll Up \* Leading Indicator

**Performance Graph >**

Increase in Weighted Patient Days(PPH)



good direction

updated: 8/2/2007

**Performance History >**

Increase in Weighted Patient Days(PPH)

Period	Actual	Goal	Variance
Apr 2006	104.0	102.0	2.0
May 2006	102.2	102.0	0.2
Jun 2006	104.6	102.0	2.6
Jul 2006	99.6	105.0	(5.4)
Aug 2006	102.9	105.0	(2.1)
Sep 2006	103.2	105.0	(1.8)
Oct 2006	102.9	105.0	(2.1)
Nov 2006	101.9	105.0	(3.1)
Dec 2006	101.2	105.0	(3.8)
Jan 2007	102.3	105.0	(2.7)
Feb 2007	102.2	105.0	(2.8)
Mar 2007	101.7	105.0	(3.3)
Apr 2007	102.6	105.0	(2.4)
May 2007	103.0	105.0	(2.0)
Jun 2007	102.4	105.0	(2.6)

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**User Defined Performance Graphs >**

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Owner Comments

Manager Comments

**Initiative Detail >**

**1.2.1 Update PPH Strategic Plan (PPH)**

(7/1/2006 - 1/1/2007)

Establish an update comprehensive PPH Strategic Plan

[Jackson, Marcia](#)  
[Xenitopoulos, Nick](#)

**Parent Initiatives**

**Parent Measures**

[Increase in Weighted Patient Days \(PPH\)](#)

[Covert, Michael](#)

**Parent Objectives**

[Demonstrate business growth \(Planning PPH\)](#)  
[Demonstrate business growth \(Palomar Pomerado Health\)](#)

[Jackson, Marcia](#)  
[Xenitopoulos, Nick](#)  
[Covert, Michael](#)  
[Hemker, Robert](#)

**Parent Scorecards**

**Parent Program Groups**

[FY07 System-Wide Initiatives](#)

[Jackson, Marcia](#)  
[Xenitopoulos, Nick](#)

**Initiative Hierarchy >**

Name	Type	Report	Status	%	\$		Owners
1.2.1 Update PPH Strategic Plan (PPH)		<a href="#">6/1/2007</a>	In Progress	75%			<a href="#">Jackson, Marcia</a> <a href="#">Xenitopoulos, Nick</a>

**Initiative Status Reports >**

Report Date	Status	% Complete	\$		Submitted By
<a href="#">6/1/2007</a>	In Progress	75%			<a href="#">Jackson, Marcia</a>
<a href="#">4/1/2007</a>	In Progress	65%			<a href="#">Admin, Admin</a>
<a href="#">2/1/2007</a>	In Progress	60%			<a href="#">Jackson, Marcia</a>
<a href="#">1/1/2007</a>	In Progress	60%			<a href="#">Jackson, Marcia</a>
<a href="#">12/1/2006</a>	In Progress	35%			<a href="#">Jackson, Marcia</a>
<a href="#">9/1/2006</a>	In Progress	25%			<a href="#">Jackson, Marcia</a>
<a href="#">8/1/2006</a>	In Progress	15%			<a href="#">Jackson, Marcia</a>

**Tasks >**

Name	Start Date	Due Date	Status	%	\$		Assigned To
<b>*Phase 1: Market and Strategic Position Assessment</b>	7/1/2006	10/31/2006	Complete	100%	n/a	n/a	n/a
<b>*A. Project initiation</b>	7/1/2006	7/31/2006	Complete	100%			<a href="#">Jackson, Marcia</a>
<b>*B. Market and Program/Service Definition Development</b>	7/1/2006	8/31/2006	Complete	100%	n/a	n/a	<a href="#">Jackson, Marcia</a>
<b>*C. Strategic Position Assessment</b>	7/1/2006	11/3/2006	Complete	100%	n/a	n/a	n/a
<b>*D. Network Strategy Development</b>	8/1/2006	12/15/2006	Complete	100%	n/a	n/a	n/a
<b>*E. Program/Service Analysis</b>	8/1/2006	11/3/2006	Complete	100%	n/a	n/a	n/a
<b>*F. Physician Analysis</b>	8/1/2006	11/3/2006	Complete	100%	n/a	n/a	n/a
<b>*G. Interviews/Focus Groups</b>	8/1/2006	10/16/2006	Complete	100%	n/a	n/a	<a href="#">Jackson, Marcia</a>
<b>*Phase 2: Growth Strategy Development and Modeling</b>	10/1/2006	1/31/2007	Complete	100%	n/a	n/a	<a href="#">Jackson, Marcia</a>
<b>*A. Prepare Service Line Plans</b>	10/1/2006	1/12/2007	Complete	100%	n/a	n/a	<a href="#">Jackson, Marcia</a>
<b>*B. Financial Modeling</b>	10/1/2006	1/12/2007	Complete	100%	n/a	n/a	<a href="#">Jackson, Marcia</a>
<b>*Phase 3: Finalization and Approval</b>	2/1/2007	3/30/2007	In Progress	40%	n/a	n/a	<a href="#">Jackson, Marcia</a>



**\*A. Prepare final document**

12/1/2006 2/12/2007 In Progress 60% n/a n/a [Jackson, Marcia](#)

**\*B. Achieve Board approval**

12/1/2006 3/12/2007 In Progress 20% n/a n/a [Jackson, Marcia](#)

\* - Milestone

**User Defined Performance Graphs >**

**Agenda >**

**External Applications >**

**Attachments >**

**Title**

**Status**

**Check Out**

**Initiative Detail >**

**1.2.2 Comprehensive web strategy implementation (PPH)**

**(4/1/2006 - 12/15/2007)**

Develop, launch, measure 4-pronged web strategy which includes the development of a customer portal, employee portal and physician portal.

[Friederichsen, Gustavo](#)

**Parent Initiatives**

**Parent Measures**

[Increase in Weighted Patient Days \(PPH\)](#)

[Covert, Michael](#)

**Parent Objectives**

[Demonstrate business growth \(Clinical Outreach Services PPH\)](#)  
[Demonstrate business growth \(Palomar Pomerado Health\)](#)

[Brown, Sheila](#)  
[Culverwell, Megan](#)  
[Covert, Michael](#)  
[Hemker, Robert](#)

**Parent Scorecards**

**Parent Program Groups**

[FY07 System-Wide Initiatives](#)

[Jackson, Marcia](#)  
[Xenitopoulos, Nick](#)

**Initiative Hierarchy >**

Name	Type	Report	Status	%	\$	🔔	Owners
1.2.2 Comprehensive web strategy implementation (PPH)		<a href="#">6/1/2007</a>	In Progress	93%	▲	🟡	<a href="#">Friederichsen, Gustavo</a>
» <a href="#">Web Strategy for Clinical Outreach</a>		<a href="#">10/1/2006</a>	In Progress	60%	▲	▲	<a href="#">Sheila Brown</a> <a href="#">Megan Culverwell</a>

**Initiative Status Reports >**

Report Date	Status	% Complete	\$	🔔	Submitted By
<a href="#">6/1/2007</a>	In Progress	93%	▲	🟡	<a href="#">Friederichsen, Gustavo</a>
<a href="#">2/1/2007</a>	In Progress	75%	▲	▲	<a href="#">Friederichsen, Gustavo</a>
<a href="#">10/1/2006</a>	In Progress	75%	▲	▲	<a href="#">Admin, Admin</a>

**Tasks >**

Name	Start Date	Due Date	Status	%	\$	🔔	Assigned To
* <a href="#">pph.org Home Page Revenue Stream II</a>	11/6/2006	12/11/2006	In Progress	50%	▲	▲	<a href="#">Friederichsen, Gustavo</a>
* <a href="#">PPHTV (online) Revenue Stream I</a>	11/6/2006	12/31/2007	In Progress	40%	n/a	n/a	<a href="#">Friederichsen, Gustavo</a>
* <a href="#">Development of market growth-focused customer site</a>	4/1/2006	7/3/2007	In Progress	90%	▲	▲	<a href="#">Friederichsen, Gustavo</a>
<a href="#">Develop tool to track patient acquisition</a>	8/1/2006	11/30/2007	In Progress	15%	▲	▲	<a href="#">Friederichsen, Gustavo</a>
* <a href="#">Development of employee portal</a>	10/6/2006	7/9/2007	In Progress	89%	▲	▲	<a href="#">Friederichsen, Gustavo</a>
<a href="#">Patient Acquisition related to Web</a>	12/1/2006	10/9/2007	In Progress	15%	▲	▲	n/a

\* - Milestone

**User Defined Performance Graphs >**