



科学的介護経営の新しいステージへ



CAMP Management Analysis System & CAMP LIFE Utilization System

~Changing the Future Through Data-Driven Long-Term Care Management~

Using the power of data to simultaneously improve management and care quality!

CAMP consists of two systems that leverage National Health Insurance Association (Kokuhoren) claims data and LIFE data to provide powerful support for “visibility” and “improvement” at long-term care facilities.

CAMP Management Analysis System



By analyzing National Health Insurance Association claims data, we support the “visualization” of business operations and the implementation of improvement measures.

CAMP LIFE Utilization System



By utilizing LIFE data, we support improvements in care quality and the acquisition of additional payments.

Two Forces
Connected
by Data

The Future
CAMP Aims For

- ✓ Stabilizing Operations and Improving Profitability
- ✓ Improving care quality and achieving user satisfaction
- ✓ Fostering a sense of fulfillment among staff and creating a supportive work environment

Let's work together
to create
a new future for long-
term care!



What Is the Kohama Theory?

~Transforming Long-Term Care Management from "Experience" to "Science"~

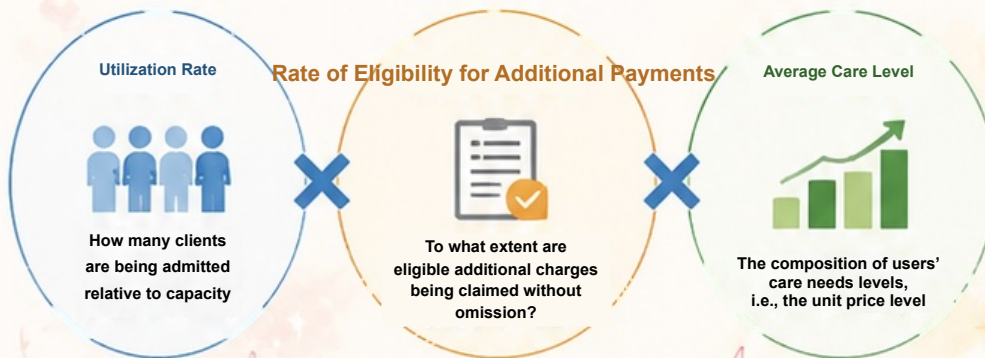
Until now, managing long-term care businesses has often relied on "experience" and "gut feeling," and it was not uncommon to repeat the same measures without identifying the root cause.

The number of clients has dropped...
We're not turning a profit...
Even with additional payments, we're struggling financially...

The Kohama Theory was developed to break free from this situation, where the causes could only be explained "vaguely."

The Three Engines of Profit Generation (= The Three Major Management Indicators)

Only the following three metrics directly contribute to the profitability of a long-term care business:



These three factors are interrelated in a "multiplicative" relationship. If even one of them falters, revenue will not grow significantly.

Synergistically boosting these three is the starting point for improving long-term care management!

Focusing on just one indicator... is dangerous!

If you focus solely on occupancy rates...

If we accept just anyone, the average care level will drop, and so will the unit price...

If you focus solely on the average care level...

If you only accept residents with severe care needs, staffing limitations will cause the occupancy rate to drop...

If you focus solely on earning additional paid leave...

The frontline staff will be overwhelmed by paperwork, and user satisfaction will decline...

Balancing these three factors, revenue will stabilize and grow sustainably!

10 Indicators for Improving Long-Term Care Business Revenue and the Three-Tier Structure

We organize the 10 indicators into three tiers based on their different roles.



First, focus on these three things!

Turn Revenue into Profit!

Building a Stable Future!

By keeping this cycle going, you can achieve sustainable business growth!

What is the CAMP Management Analysis System?

~ ~ A scientific management analysis tool using National Health Insurance Association claims data~

The CAMP Management Analysis System automatically calculates the three key management indicators of the Kohama Theory based on the **National Health Insurance Federation claim data (CSV)** submitted monthly by medical practices, providing powerful support for management improvement!

Connected by Data! Two Key Forces



What the CAMP Management Analysis System Can Do

1 Automatically calculate the three key management indicators!

Accurately track the three key metrics at the core of the Kohama Theory!

Utilization Rate



Additional Payment Rate



Average Care Level



Gain a solid grasp of your business's engine!



2 A dashboard that provides a bird's-eye view of the entire organization

Compare the status of multiple locations at a glance!
See your strengths and weaknesses immediately.

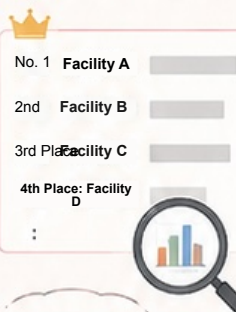


Easy to view!
Easy to understand!



3 Facility-by-Facility Rankings and Detailed Analysis

Build on each facility's strengths and identify challenges early!



Find tips for improvement in the rankings!



4 Trend analysis over changes

Use monthly trend graphs to track the effects of improvements and identify challenges over time!

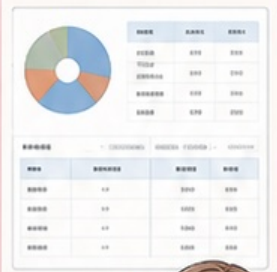


Because you can see the changes, it's easier to take the next step!



5 Thoroughly manage referral performance!

Check referral performance for each home care support office via graphs!



It also helps strengthen your referral channels!



AI automatically generates report text!

The system calculates figures and performs evaluations, and based on those results, the AI automatically generates reports that are easy for business owners to understand.

Data Analysis and Evaluation (System/Code)



Report Generation (AI)



Business Decisions and Improvement Measures: Planning and Execution (Humans)



AI acts as a support tool for generating reports. The final decision rests with "you" —the business owner!



The AI's role is solely "report generation"!

- ✓ The code is responsible for calculating and evaluating the figures
- ✓ AI converts the confirmed results into easy-to-understand text
- ✓ Decisions and judgments are made by humans



This is CAMP's strength!

- ✓ No new data entry required! Utilizes National Health Insurance Association data as-is
- ✓ Scientific analysis with accurate data! Move toward management that doesn't rely on experience or intuition
- Accelerate the business improvement cycle! Continuously implement PDCA for sustainable growth
- Easy to use even without specialized knowledge! With an intuitive interface, anyone can use it easily

With the CAMP Management Analysis System, let's make the future of your business even brighter! □



Use the power of data to "visualize" your business and "accelerate" improvements!

The CAMP Management Analysis System is your strongest partner!



What is the CAMP LIFE Utilization System?

~Supporting LIFE reporting and scientifically improving the quality of care~

The CAMP LIFE Utilization System streamlines submissions to LIFE (Scientific Care Information System) and

visualizes changes in residents' conditions, and is a

!

Do you have any of these concerns?

- ✓ Submitting reports to LIFE is just so much work...
- ✓ There are 27 different items, and it's impossible to keep up...
- ✓ Feedback from the government takes too long to arrive...
- ✓ Use data to I don't have time to keep up with care...



CAMP LIFE can solve these problems!

- Automate data import!
- Efficiently manage the required items!
- Visualize feedback immediately!
- Thoroughly record and support the PDCA cycle!



Key Features of the CAMP LIFE System

Batch Data Import

Bulk import CSV and ZIP files!



Bulk import significantly reduces work time!

Visualize changes in residents' conditions

Displays the Barthel Index and other metrics clearly in graphs!



You can see status changes at a glance!

Automatic AI Comment Generation

Automatically generates draft findings from evaluation data!

AI-Generated Comments (Example)

Mobility has improved slightly, and walking indoors is stable. The patient is able to eat independently, and overall, there has been maintenance and improvement in ADLs. Let's continue with walking training and nutritional management.

Reduces the burden of document creation!

PDCA Cycle Support

Thoroughly record planning, implementation, evaluation, and review!



Records are saved, so you can feel confident about operational guidance!

Diverse Report Output

Easily generate reports for submission and internal use!



You can create the necessary forms immediately!

Compatibility with LIFE 27-IF

27 out of 27
12IF Implementation Complete!

- Implementation Complete: 12 IFs

We've already implemented support for high-priority interfaces one by one!

- ◆ High-priority 11IF: Analysis complete

Field dependency analysis is now complete!

We will gradually support all IF models!



Secure and Reliable Security Design



Easy Login with SSO Integration!

Integrated with the CAMP Management Analysis System, you can access the CAMP LIFE utilization system with a single login!



Comprehensive security measures!

With one-time URLs and encrypted integration, we securely protect your valuable data!



With the CAMP LIFE Utilization System, we're moving from simply "submitting" LIFE data to "utilizing it to improve the quality of care"!

から

Complementary Relationship Between the Two Pillars — Linking Management Metrics and Care Quality —

The CAMP Management Analysis System (management metrics) and the CAMP LIFE Utilization System (care quality) are not separate systems.

Improving care quality leads to operational stability, and operational improvements support better care.

Creating this “virtuous cycle” is the future we aim for.



CAMP Management Analysis System (Management Metrics)

We visualize revenue structures based on data from the Japan Association of Nursing Homes (JANH) claims.



Utilization Rate

How many users are being served



Additional Payment Calculation Rate

Are all eligible additional payments being claimed without omission?



Average Care Level

Unit price level (composition of users' care needs)



Data-Driven
Positive
Cycle
of Growth

CAMP LIFE Utilization System (Quality of Care)

Utilizes LIFE data to support practical efforts to enhance the quality of care.



Visualization of Status Changes

Check changes in ADL, cognitive function, and nutritional status via graphs



AI Comment Generation

Automatically generates easy-to-understand assessment reports from evaluation data



Support for PDCA Documentation

Thoroughly record planning, implementation, evaluation, and review



Supporting Additional Payment Requirements

Support for calculation requirements such as the Scientific Long-Term Care Promotion System Surcharge



Improving care quality leads to better business performance!

When care quality improves...

- Service users' conditions stabilize and improve
- Satisfaction levels rise
- More referrals
- Fewer service terminations (dropouts)
- Increased job satisfaction among staff



Business performance improves!

- Stable and improved occupancy rates
- Average care level is optimized
- Increased rate of additional fee calculations
- Labor cost ratio improves
- Increased value added per employee



Business operations become more stable, allowing for investment in even better care!

- Staff Development
- Investment in ICT and Facilities
- Enhanced training and education
- Creating a comfortable work environment



Achieving Sustainable Long-Term Care Management!



POINT

- These two systems aren't separate—they form a single management foundation!
- Initiatives in LIFE are clearly reflected in management metrics!
- Data visualization accelerates on-site improvements and management decision-making!

That's why
CAMP supports the future of
both
“management” and “care”!



- When data is connected,
- improves simultaneously!

Data Governance and Risk Management

~ Safeguarding the Future of Management and Care Through Secure and Reliable Operations ~

Because CAMP's two systems handle such valuable data,

we are thoroughly committed to "ensuring accuracy" and "secure management"!

What if there were errors in the data, or if information were leaked... That could lead to serious problems...

That's why CAMP protects your data with a comprehensive system!

To ensure data accuracy

Although National Health Insurance Association (Kokuhoren) data and LIFE data are primary sources, they are not "100% perfect." That's why we conduct thorough checks during the data import and aggregation stages!

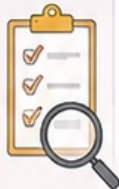
① Data Import

Bulk Import of CSV / ZIP Files



② Automatic Checks

- > Detection of duplicate data
- > **Verification of data format**
- > **Verification of required fields**
- > Value consistency checks



③ Error and Warning Notifications

Data with issues is displayed in a list!



④ Correction and Re-import

Correct data using logical deletion (discard) while retaining the history



⑤ Accurate Aggregation and Analysis

Use only consistent data for aggregation and analysis!



POINT!

Rather than aiming for "zero error," having a "system to detect and correct errors early" is the foundation of reliable management analysis!

Examples of Common Errors

- ✓ Double counting of records due to duplicate CSV imports
- ✓ Duplicates or omissions due to flawed aggregation logic
- ✓ Incorrect classification due to discrepancies in master data

CAMP prevents these risks through its system before they occur!

Security design for safe operation

Strict management of access permissions

Permissions are strictly managed on a per-branch basis. Users cannot access data from other branches.



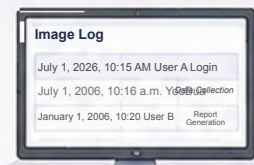
Data Encryption

Data is encrypted during both transmission and storage. We securely protect your valuable data.



Operation Logs

Everything—when, who, and what was done—is recorded. This prevents unauthorized access.



Enhanced Security for SSO Integration

Secure access via URLs signed with HMAC-SHA256. Hard-coded keys are stored externally and reviewed periodically.



Because you can use it with peace of mind, you can focus on running your business!

This also directly supports preparedness for operational guidance!

PDC/ Are you thoroughly recording the status of PDCA implementation and Kaga calculations?

Yes! CAMP automatically keeps daily records for you, so you can rest assured!

Your daily records become "supporting documentation" when you need them most!

Data is an "asset"!

By properly managing and utilizing data, you can improve the accuracy of management decisions, reduce risk, and pave the way for a long-term future.



Improved Accuracy of Management Decisions



Risk Mitigation

Sustainable Growth

Protecting and leveraging your data is key to securing the future of your business! □

Readiness for the Reiwa 9 revisions

~Anticipate system changes and minimize the impact on your business~

Revisions to long-term care reimbursement rates have a significant impact on providers' operations.

CAMP's two systems provide robust support for **"Impact analysis"** and **"Implementation support"** for these revisions!

Key Points of the Upcoming Revision (Anticipated Directions)



Review of reimbursement rates, add-on requirements, and calculation methods



Promoting staff recruitment, retention, and productivity improvement



Promoting the Utilization of Evidence-Based Care



Strengthening Data-Driven Evaluation

Simulating the details of the revision early on and preparing strategically will make all the difference in your business's success!

Strengths of the CAMP Management Analysis System: Impact Estimation

Instantly estimate the impact of revisions based on accumulated billing history data!

① Importing Revision Information



Reflect revision proposals and the latest information in the system

② Impact Simulation



Perform trial calculations by applying new unit prices to current unit prices and actual results

③ Visualization of Management Impact



Display changes in sales, profits, and surcharges in a summary view

④ Planning and Implementation of Measures



Develop strategies and measures to address shortfalls

What You Can Learn from Simulations (Examples)

- ✓ The impact on monthly and annual revenue resulting from changes to base fees and add-ons
- ✓ Changes in calculation rates and associated risks due to stricter add-on requirements
- ✓ Ripple effects on labor costs and hiring plans
- ✓ Comparison of impacts by facility or office

If you can see the numbers early on, it's easier to come up with countermeasures, isn't it!



Strengths of the CAMP LIFE Utilization System: Implementation Support

Supports the practice and documentation of evidence-based care, strengthening compliance with revised requirements!



Thorough Utilization of LIFE Data

Supports data-driven improvements in care quality and the accumulation of evidence



Establishing the PDCA Cycle

Planning, implementation, evaluation, and review are recorded and managed within the system



Support for meeting bonus eligibility requirements

Comprehensive support for the requirements of LIFE-related surcharges, such as the Scientific Long-Term Care Promotion System Surcharge



Standardization and Streamlining of Records

Using standardized forms and templates to reduce the burden on frontline staff and improve quality

Your track record of using LIFE will lead to future recognition!



Three Steps to Successfully Implementing Regulatory Updates

1 Information Gathering and Forecasting

最新情報 Gather the latest information quickly and predict its impact



2 Simulation and Strategy Formulation

Use the CAMP Management Analysis System to estimate the impact and formulate the optimal management strategy

システムで最適な策を



3 Execution and Documentation



POINT

- ✓ Don't wait until changes happen—prepare for them in advance!
- Data-driven decision-making eliminates inconsistencies in management.
- CAMP's two systems provide integrated support for anticipating trends, making decisions, and taking action!

Turn regulatory changes into opportunities and achieve sustainable long-term care management!



Enter the era where AI supports management!

~C~Accelerate analysis, decision-making, and improvement with CAMP's AI features~

CAMP is equipped with AI to automatically supports everything from data analysis to improvement proposals!

It powerfully supports the "insights" and "decision-making" of business leaders and frontline staff!

What CAMP's AI Features Can Do



AI-powered automatic analysis and forecasting



Automatically suggests improvement tips



Speedy support for management decisions



Improved care quality and higher user satisfaction!

You can do more than just "view" data—you can "think and act" together with AI!

Specific Examples of AI Utilization

1 AI for Predicting User Activity

Based on historical data and regional trends, it predicts the number of service users and utilization rates!



Helps with forward-looking staffing and sales strategies!

2 AI for Additional Fee Calculation Advice

Automatically checks billing status and suggests eligible additional charges!

Eligible Additional Fees (Example)

- ☒ Individual Functional Training Surcharge (II)
- ☒ ADL Maintenance, etc. Bonus (II)
- ☒ Nutrition Management Surcharge
- ☒ Surcharge for Promotion of Science-Based Long-Term Care
- ☒ Staff Welfare Improvement Surcharge (I)

Prevents missed opportunities and leads to increased revenue!

3 AI for Predicting Changes in Care Levels and ADL

Based on LIFE data, predict changes in care levels and ADL!

ADL Score Trend Forecast (Example)



For reviewing care plans and optimizing service delivery!

4 AI for Improvement Recommendations

Based on analysis results, propose improvement actions for each facility!

Recommended Improvement Actions (Example)

- Let's consider strengthening sales efforts to increase occupancy rates
- We recommend establishing systems to improve the rate at which these add-ons are claimed
- To reduce the burden of record-keeping, let's promote the use of ICT

Since you'll immediately know what to do next, it drives action!

A new management cycle powered by AI

Collect Data

Import data from CSV, LIFE, and other sources



AI analyzes and predicts

AI analyzes the data and predicts the future



Proposes improvement measures

Proposes optimal improvement measures and actions



Execution & Recording

Record what's been implemented and accumulate results



Toward an even better future!

Through continuous improvement, we'll evolve both management and care!



The future will be even brighter!

AI is your "partner"!

- AI doesn't make all the decisions—it supports "human judgment."
- By combining it with on-the-ground wisdom and experience, we achieve better management and care.
- CAMP's AI is always by your side as a strong ally for care facilities!



Let's use the power of AI to turn data into value and pave the way for the future of management!

Together with CAMP, let's move to the next stage!



The Process from Implementation to Utilization

— Simply import National Health Insurance Association data to visualize management and care —

CAMP's two systems are designed so that **anyone** can use them **easily**, even without specialized knowledge!

No complicated operations are required!
Just upload the National Health Insurance Federation CSV file!

5 Steps from Implementation to Utilization

STEP 1

Importing National Health Insurance Association (Kokuhoren) CSV and LIFE Data



- Upload the Kobo-ren CSV file
- Import LIFE data in bulk
- Automatic data validation

Just upload the ZIP file!

STEP 2

Automatic Execution of Management Analysis and LIFE Analysis

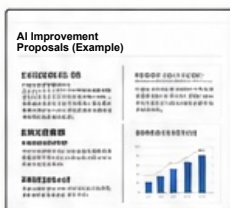


- Automatically calculate key performance indicators
- Automatic analysis of LIFE data
- Comparisons with national averages and the previous month are automatically displayed

The numbers become visually clear!

STEP 3

AI-Driven Improvement Proposals and Preparation of Management Meeting Materials



- AI identifies issues and proposes improvements
- Impact on reimbursement eligibility criteria is also confirmed
- Automatically generates management meeting materials (with graphs and comments)

AI proposes improvement suggestions in an easy-to-understand way!

STEP 4

Implementation of the PDCA Cycle

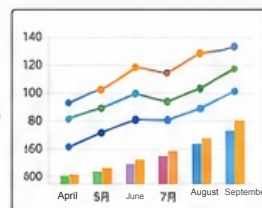


- Implement improvement plans on-site
- Enter records into the system
- Simultaneously manage compliance status for additional payment requirements

Provides solid support for on-site implementation!

STEP 5

Comparison with the Following Month and Entry into the Improvement Cycle



- Just import the data for the following month
- Automatically compare improvement results
- Visualize changes over time

See the results of improvements at a glance in graphs!

What CAMP Can Do (Main System Features)

Import of National Health Insurance Federation CSV and LIFE Data



Simply upload a ZIP file, and the system automatically imports the data and completes the verification process.

Automatic Analysis of Key Performance Indicators



It automatically calculates key performance indicators such as revenue, profit, utilization rate, and productivity, and displays them clearly in graphs.

Automatic Analysis of LIFE Data



Automatically analyzes data on ADL, IADL, nutrition, oral health, dementia, and more to visualize changes in residents' conditions.

AI Improvement Proposals (AI replicates the Kohama Theory)



Based on the Kohama Theory, we identify issues and propose improvement measures. We also automatically generate materials for management meetings.

Checking and Managing Eligibility Requirements



Automatically checks the status of additional payment eligibility requirements. You can also view a list of any unmet requirements.

Time-Series Comparison and Visualization



Accumulates monthly data, allowing you to verify improvement results graphically by comparing them with the previous and prior months.

Features of CAMP



Simply upload the National Health Insurance Federation CSV

No special steps required! Monthly data import is completed in just a few minutes.



Automatically generates monthly management meeting materials

Materials complete with graphs and comments are generated automatically. This significantly reduces the time spent preparing for meetings.



AI Reproduces the Kohama Theory Every Month

AI replicates the analytical methods honed through over 10,000 lectures. It provides expert-level analysis every month.



See improvements through month-over-month comparisons

Since you can verify the results of improvements numerically, the PDCA cycle runs reliably.

Let's use data to 月して、further improve management and だもっと care! しよう!

Finally, a summary

~ Let's change the future with data, together with CAMP ~



The management of long-term care facilities,

From "experience and intuition" to "data and strategy."

CAMP will reliably advance

management capabilities and the quality of care.

The Future CAMP Envisions



Data-driven management leads to stable profits



Scientific care improves user satisfaction



Reduces staff workload and increases job satisfaction



Reliably meets eligibility requirements for additional payments, maximizing revenue



Builds trust as a facility of choice in the community

CAMP's 5 Core Values

1 Visualizing Management



Automatically visualize key performance indicators to identify strengths and challenges at a glance

2

Maximizing Maximizing Revenue



Maximize revenue by checking and optimizing eligibility requirements

3

Implementation of Scientific Care



By analyzing LIFE data, we provide care that is optimized for each individual user

4

Operational Efficiency and Workload Reduction



AI supports document creation, significantly reducing the workload on staff

5

Continuous Improvement and Growth

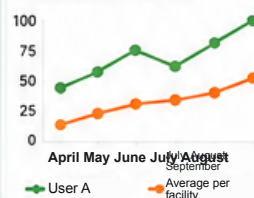


Continuously implement the PDCA cycle to foster facility growth



Additional Payment Items	Calculation Rate
Scientific Long-Term Care Promotion System Bonus	100%
ADL Maintenance, etc. Bonus	100%
Nutrition Management Bonus	100%
Oral Hygiene Management Surcharge	100%

ADL Score Trends (Example)



Reduction in Document Preparation Time (Example)

Approx. 70% reduction



Accelerate improvements by embedding the PDCA cycle!



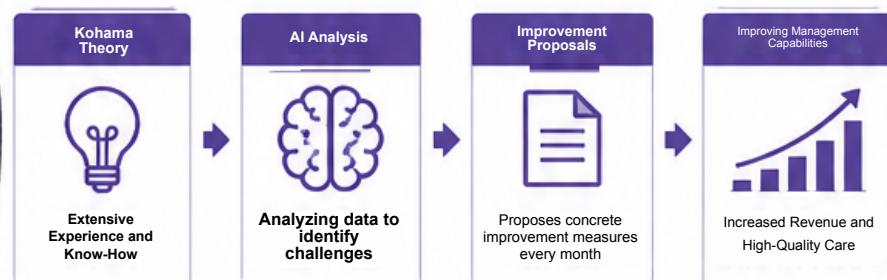
AI Reproduces the "Kohama Theory" Every Month

The theories and know-how of management consultant Michihiro Kohama are

analyzes the theories and know-how of management consultant Michihiro Kohama every month and proposes improvement measures tailored to your business.



Michihiro Kohama
Long-Term Care Management Consultant
Certified Social Insurance and Labor Consultant / Certified Administrative Scrivener
Over 200 lectures per year
Author of numerous books and columns



Expert insights delivered by AI every month!
That's reassuring!



Now is the time to take the first step toward changing the future with CAMP!

- Just upload your National Health Insurance Association CSV file, and you're ready to go!
- It's easy to use, even without specialized knowledge!
- Let's use data to improve both management and care!

Let's work together to change the future with data!
Please consider implementing CAMP right away!



Let's change the future with data, together with CAMP! □