

# Welcome to the Cockpit of Care Management.

## The executive's seat is now a "cockpit."

An integrated platform that transforms  
National Health Insurance Association claims data and LIFE data into  
management decisions  
経営判断へ変える統合プラットフォーム

# CAMP

### The 3 Key Management Metrics

#### Utilization Rate

88.6%

#### Rate of Additional Payment Calculation

78.3%

#### Average Care Level

3.42

### Ranking by Facility

- 1 A Business Location
- 2 Branch B
- 3 Branch C
- 4 Branch D

#### \*12-Month Trend



Gain a comprehensive understanding of everything and decide on the next move.

That is CAMP's role.

Accurately interpreting the "present" as indicated by data, predicting the future, and guiding you toward the optimal improvement actions.

CAMP is the ultimate partner for business owners pioneering the future of the long-term care industry.

### Implementation Results By Home Care Support Agency



### Trend Management (Next Month's Forecast)

**D Early Warning**

Possibility of Deterioration

### Revenue and Profit Status

#### Revenue



#### Profit Margin

8.7%

CAMP uses **two systems** to simultaneously improve management and the quality of care.

### CAMP Management Analysis System

Utilizing National Health Insurance Association claims data, CAMP provides powerful support for "visualizing" business operations and driving improvement actions!



Visualization of Management Metrics



Rankings and Trend Analysis



Early Warning Management and Improvement Proposals



Automated AI Reports Generation

### CAMP LIFE Utilization System

Utilizing LIFE data to support improvements in care quality and the acquisition of additional payment incentives!



Visualization of Evaluations and Trends



AI Comment Generation



PDCA Documentation Support



Integration with Management Analysis

Take your long-term care business to the next level with the power of data.  
CAMP will help you shape your future.

## A scientific management analysis tool using National Health Insurance Federation claim data (CSV)

The CAMP Management Analysis System imports the claims data (CSV) submitted to the National Health Insurance Federation every month and

and automatically calculates three key metrics based on the "Kohama Theory."

From the entire organization down to individual branches, it provides powerful support for management "visibility" and improvement initiatives.

Automatically aggregates and visualizes the data you need!  
Gain an immediate understanding of the situation and decide on your next move!

### The Three Key Indicators of the Kohama Theory = The Engine of Management

Improving these three metrics is the driving force behind increased revenue!

#### ① 稼働率

How many users are being admitted relative to capacity?



#### ② Additional Payment Calculation Rate

To what extent are you ensuring that all eligible surcharges are claimed without omission?



#### ③ Average Care Level

How does the composition of service users' care needs levels affect revenue?

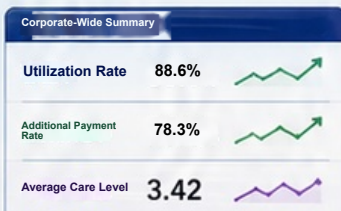


Get a snapshot of these 3 metrics at a glance! Changes are also immediately apparent!

### What You Can Do with the CAMP Management Analysis System

#### 1. Organization-Wide Dashboard

Get an overview of the entire organization's status on a single screen. Accurate figures are displayed through aggregation and recalculation.



#### ② Rankings by Facility

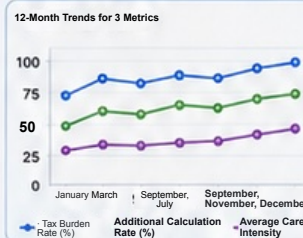
Displays rankings for insurance claim amounts, number of users, and composition ratios. Easily navigate to the details screen.

| Rank | Facility Name | Insurance Claims Amount | Percentage |
|------|---------------|-------------------------|------------|
| 1    | Facility A    | 152,820 thousand yen    | 18.7%      |
| 2    | Facility B    | 128,410 thousand yen    | 15.7%      |
| 3    | C Branch      | 112,650 thousand yen    | 13.8%      |
| 4    | D Branch      | 98,730 thousand yen     | 12.1%      |

[View Details](#)

#### ③ 12-Month Trend Graph

View trends for the three metrics over the past 12 months using a line graph.



#### ④ Management Score

Metrics such as user retention, new customer acquisition, revenue retention, and churn prevention are scored and graded.

Management Score

**A**

82 / 100 points

|                        |                        |
|------------------------|------------------------|
| S: 90 points or higher | A: 70 points or higher |
| B: 50 points or more   | C: Less than 50 points |

#### ⑤ Utilization Metrics and Trends in Average Care Levels

Displays a 12-month trend and a breakdown of the number of users by care level category.

Number of Users by Long-Term Care Level (This Month)



|                   |            |
|-------------------|------------|
| Support Level 1   | 12 people  |
| Support Level 2   | 18 people  |
| Level 1 Care Need | 24 people  |
| Level 2 Care Need | 20 people  |
| Level 3 Care Need | 16 people  |
| Level 4 Care Need | 10 people  |
| Level 5 Care Need | 6 people   |
| Total             | 106 people |

#### ⑥ Surcharge Strategy (Analysis of Calculation Status)

View a list of surcharges already calculated for the current month and those not yet calculated.

##### Surcharges Calculated This Month

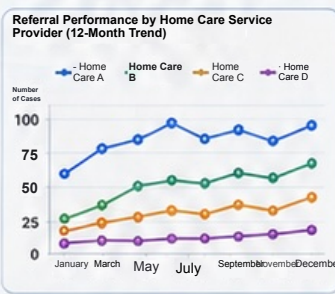
- Bathing Assistance Surcharge I
- Individual Functional Training Surcharge II
- ADL Maintenance Support Bonus I
- Scientific Long-Term Care Promotion System Surcharge
- Admission and Discharge Improvement Surcharge (I)

##### Add-ons Not Calculated This Month

- Oral Function Improvement Surcharge (II)
- Nutritional Assessment Surcharge
- Cognitive Function Assessment Surcharge (II)
- Service Delivery System Strengthening Surcharge (II)

#### 7 Trends in Referral Performance by Home Care Service

View referral performance trends for each home care support agency over the past 12 months (modal display).



#### ⑧ L4.7 Early Warning Management

Automatically detects and alerts users to next month's forecast and signs of deterioration (D-signs).

##### ⚠ D Warning (Potential for Deterioration)

Next Month's Forecast Evaluation

|                                     |                         |   |
|-------------------------------------|-------------------------|---|
| Utilization Rate                    | Projected Decline       | ↓ |
| Additional Payment Calculation Rate | Projected Decline       | ↓ |
| Average Care Level                  | Forecast to remain flat | → |

[View Details](#)

From simply "viewing" data to management that "generates" profits.

The CAMP Management Analysis System will be your most powerful partner as a business leader!

From the Cockpit, Pioneering the Future!

# Key Features of the

## Key Features

Visualize your data and immediately discover opportunities for improvement!  
It provides powerful support for management decisions and improvement actions.

Simply import  
National Health Insurance claim  
data (CSV),  
and you'll see  
your business's "current status" and  
"tips for improvement"  
at a glance!

### What Is the CAMP Management Analysis System?

Based on the claim data (CSV) submitted to the National Health Insurance Federation,

Automatically calculates the three indicators of the "Kohama Theory."

This management analysis system provides multifaceted analysis—from the organization as a whole down to individual branches—and drives improvement actions.

### Data Flow

National Health Insurance  
Federation Claim  
Data  
(CSV)



CAMP Management Analysis  
System



Visualization, Analysis, and Early  
Warning Detection  
Leading to Improvement Actions

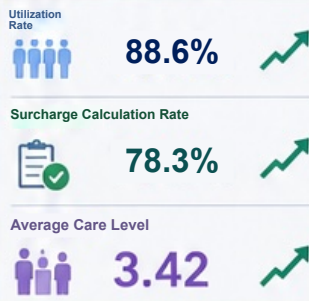


## Gain a Comprehensive Overview of Management: Organization-Wide Analysis Function

### 1 Organization-Wide Dashboard

Aggregate and recalculate the three metrics for the entire organization to intuitively grasp the overall business picture.

#### April 2025 Organization Summary



\*Month-over-month

### 2 Rankings by Branch

Displays rankings of insurance claim amounts, number of users, and composition ratios.

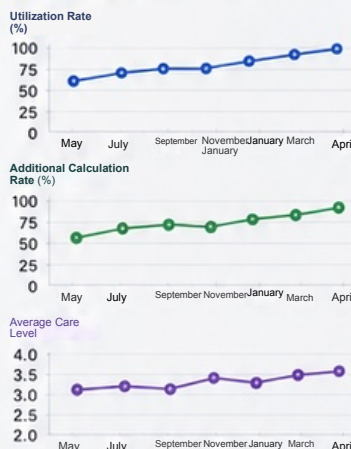
#### Insurance Claim Amount Ranking (This Month)

| Rank | Business Name | Insurance Claim Amount | Percentage |
|------|---------------|------------------------|------------|
| 1    | Facility A    | 152,820 thousand yen   | 18.7%      |
| 2    | Facility B    | 128,410 thousand yen   | 15.7%      |
| 3    | Facility C    | 112,650 thousand yen   | 13.8%      |
| 4    | D Branch      | 98,730 thousand yen    | 12.1%      |
| 5    | Facility E    | 85,420 thousand yen    | 10.4%      |

[View Details](#)

### 3 12-Month Trend Graph

Track trends for each of the three metrics over the past 12 months using line charts.



### 4 Referral Performance Network Diagram

Visualizes referral performance by home care support office using a network diagram.



## Individual facility analysis feature that delves deeper into details for each facility

### 5 Management Score

Assigns scores to user retention, new client acquisition, revenue maintenance, and churn prevention, and assigns a grade.

#### Facility A Management Score

# A

82 / 100 points

|                      |                        |
|----------------------|------------------------|
| S: 90 points or more | A: 70 points or more   |
| B: 50 points or more | C: Less than 50 points |

See your strengths and weaknesses for improvement at a glance with scores!

### 6 Operational Metrics and Average Care Level Trends

View 12-month trends and a breakdown by care level category in graph form.



#### Number of Users by Care Level (This Month)



### 7 Bonus Strategy (Calculation Status Analysis)

Displays a list of the current month's billing status, allowing you to check for any unclaimed add-on payments.

- Surcharges Calculated This Month**
- ☐ Bathing Assistance Surcharge (I)
  - ☐ Individual Functional Training Surcharge (I)
  - ☐ ADL Maintenance, etc. Adjustment (I)
  - ☐ Scientific Care Promotion System Surcharge
  - ☒ Care Staff Improvement Surcharge (I)

- Additional Charges Not Calculated This Month**
- ☒ Oral Function Improvement Surcharge (II)
  - ☒ Nutritional Assessment Surcharge
  - ☒ Dementia Surcharge (II)
  - ☒ Service Delivery System Enhancement Surcharge (II)

\* We do not guarantee that these figures are eligible for reimbursement.

### 8 L4.7 Early Warning Management

Automatically detects and alerts users to next month's forecast evaluation and signs of deterioration (D-signs).

#### Facility A: Next Month's Forecast Evaluation

|                                     |                           |
|-------------------------------------|---------------------------|
| Utilization Rate                    | Projected Decline<br>↓    |
| Rate of Additional Fee Calculations | Forecast to remain flat → |
| Average Care Level                  | Predicted Decline<br>↓    |

#### ⚠ D: Early Warning Signs (Possible Deterioration)

Note: Utilization rate and average care level are trending downward.

[View Details](#)

The CAMP Management Analysis System does more than just "visualize" data—

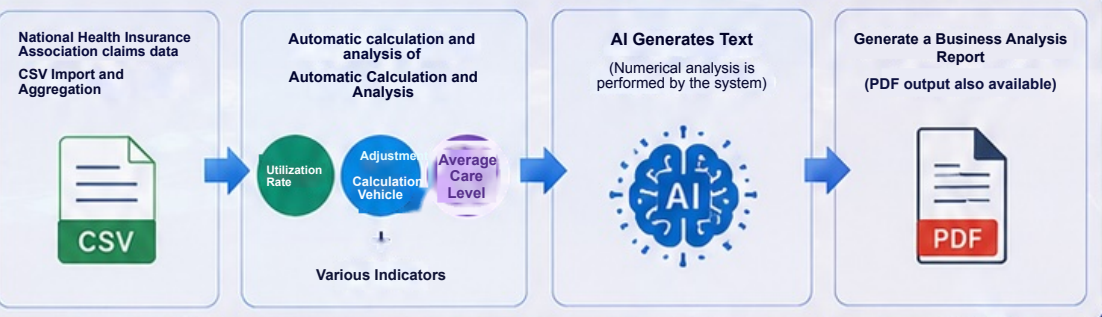
the CAMP Management Analysis System guides you all the way to "how to improve"! です!

# AI automatically generates management analysis reports!

With analysis based on the Kohama Theory, you'll immediately see your next move!

AI explains what the numbers mean in an easy-to-understand way! It even suggests priorities for improvement!

## How the AI Business Analysis Report Generation Works



Compare against national and prefectural averages, and see month-over-month and year-over-year changes! With prioritized improvement actions, you can take action right away!

## Key Contents of the AI Management Analysis Report

### 1. Key Metrics Summary (National and Prefectural Comparisons / Month-over-Month and Year-over-Year Comparisons)

**Utilization Rate**  
88.6%  
National Average 82.1% Month-over-Month +2.3pt  
Prefectural Average 84.3% Year-over-Year +4.1pt

**Add-on Claim Rate**  
78.3%  
National Average 72.4% Month-over-month +1.8pt  
Prefectural Average 75.6% Year-over-year +3.6pt

**Average Care Level**  
3.42  
Average for All Facilities 3.18  
Month-over-month +0.08  
Prefectural Average  
Year-over-year +0.21

### 2 Monthly Trend Chart (12 Months)



### 3 Overall Evaluation (Management Score)

**A 82/100 points**



### 4 Prioritized Improvement Actions (AI Recommendations)

- ★★★ Top Priority  
**Let's reduce missed opportunities for additional payments**  
There are several unclaimed add-ons. In particular, the "Scientific Long-Term Care Promotion System Add-on" has a high likelihood of being eligible and directly contributes to increased revenue.
- ★★★ High Priority  
**Utilization rates need to be improved**  
The utilization rate for day care services is trending downward. We recommend reviewing your sales strategy and reassessing your transportation service area.
- ★★★ High Priority  
**Let's work to maintain and improve the average care level**  
The percentage of individuals with a care level of 2 or lower is increasing. We recommend strengthening care to prevent deterioration and reviewing admission strategies.
- ★★★ Medium Priority  
**Let's work on strengthening relationships with referral sources**  
The number of referrals is on a downward trend. to home care support agencies.

\*The AI does not evaluate numerical values. It assists with generating text and suggesting improvements.

### 5 Sample Report Output (PDF)

The sample PDF report output includes a header with 'CAMP Management Analysis Report April 2025' and 'Login Code: 0000000'. The main content is divided into four sections: 'Key Metrics Summary' (showing Utilization Rate at 88.6%, Add-on Claim Rate at 78.3%, and Average Care Level at 3.42), 'Monthly Trend Graph' (showing trends for Occupancy Rate, Additional Payment Calculation Rate, and Average Care Level), 'Rankings by Branch' (showing a table of rankings for various branches), and 'Proposed Improvement Actions' (listing specific actions like 'Let's Reduce the Number of Children Missing Out on School' and 'Let's go around and check out Fugen Jisei-kun's tool and progress').

The data speaks. AI explains. Executives make the decisions.  
The CAMP Management Analysis System navigates your future!

Your next move is right here!

# Integrating Both Systems to Bridge Management and Quality of Care

## CAMP

CAMP creates a virtuous cycle that simultaneously improves both metrics and the quality of care!

### CAMP Management Analysis System “Visualizing” Management

Utilization Rate

88.6%

Bonus Calculation Rate

78.3%

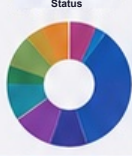
Average Care Level

3.42

12-Month Trend



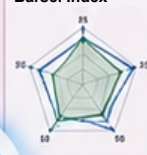
Add-on Calculation Status



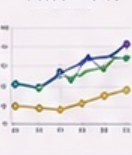
- ☑ Monitoring financial status
- ☐ Identifying Areas for Improvement
- ☐ Proposing high-priority actions

### CAMP LIFE Utilization System “Visualizing” Care Quality

Barsel Index



Evaluation Trends



AI Comments

AI-generated comments and insights on care quality.

Care Plans and Reviews

PDCA Records

Record Keeping for Operational Guidance Compliance

- ✓ Visualize the client's condition
- ✓ Planning and implementing care improvements
- ✓ Support for obtaining the LIFE bonus

レポート

Coordination

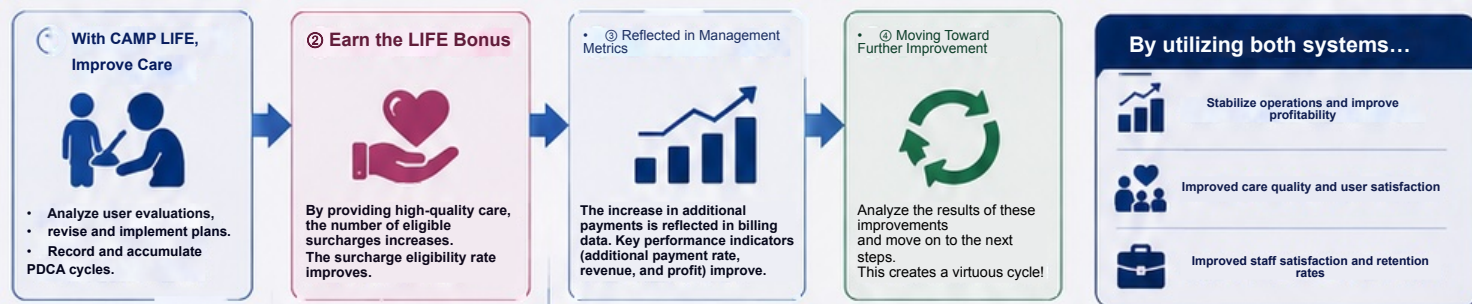
Care improvements are reflected in management metrics, and management improvements enhance the quality of care!

Efforts to utilize LIFE are reflected in business metrics (such as the bonus calculation rate)! We connect the numbers to the quality of care to achieve sustainable growth.

Efforts to enhance the quality of care lead to earning additional payments, user satisfaction, and staff fulfillment!

『める  
車取得や  
職員の  
がります！』

## Collaboration Mechanisms and Benefits



Data and AI provide powerful support for management “decision-making”!

## Examples of Use Cases

### Identify issues!

The rate of additional fee claims was declining... Where exactly was the problem?

Signs of  
Possibility of  
deterioration

Identify issues early with the CAMP Management Analysis System.

### Analyze the cause!

The cause was a decline in users' ADL! The cause was

Analyze user status with the CAMP LIFE Utilization System.

### Implement Improvements and Verify Results!

We secured more additional payments, and revenue went up! A virtuous cycle was created!

Confirm the results of improvement actions and move on to the next stage of growth!

数 Characters ケアの質をつなぎ、未来の介護を Cut り拓く。

That is the value of CAMP!



Use the Cockpit to get the big picture, and take a leap toward the future!

# With the **CAMP LIFE** Utilization System, we “visualize” the quality of care and provide robust support for earning additional payments!

By utilizing LIFE data, we analyze daily care to improve the quality of life for service users.

## What is the CAMP LIFE Utilization System?

It utilizes LIFE data from the Ministry of Health, Labor and Welfare to visualize changes in the condition of each individual service user. It is a system that improves care quality and helps secure additional payments through AI-driven analysis and PDCA support.



Data Import and Management



Visualization of Condition



AI Comment Generation



Plan Review Support



PDCA Documentation



Support for Earning Additional Payments

## Key Features of the CAMP LIFE System

### 1 LIFE CSV Import ZIP and Folder Import

Simply upload a ZIP file downloaded from LIFE, and the system will automatically import the data.



### 2 Data Normalization Centralized Management

Centralized management using the normalized table as the master record. Matches are made using insured person numbers and insurer numbers to ensure data consistency.



### 3 History Management Peace of Mind with Logical Deletion

Errors in historical data are addressed through logical deletion. Since corrections can be made while retaining the history, you can operate the system with confidence.



### 4 27-IF Compliance Status Management 12 IFs Implemented

Of the 27 official interfaces, 12 have been implemented. Field dependencies for the 11 high-priority interfaces have been analyzed.

**Implemented: 12IF / 27IF**

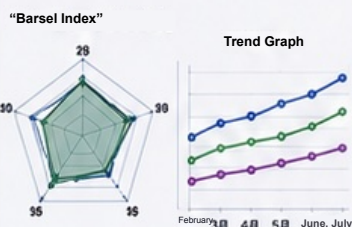


For Day Care and Special Nursing Homes

Priority 11IF

### 5 Barsel Index Display Visualizing Independence Levels

You can intuitively check the level of independence in activities of daily living using radar charts and trend graphs.



### 6 AI Comment Generation Automatically Generates Draft Findings

Based on initial intake and monthly assessment data, AI automatically generates draft assessment reports. This significantly reduces the time spent writing reports.

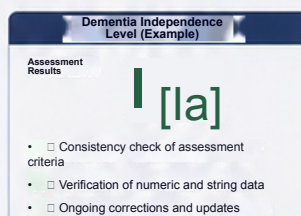
#### AI Comments (Example)

ADL is generally stable, but some instability is observed during transfer movements. This may be due to decreased lower limb muscle strength; we will continue with standing-up training and rehabilitation to maintain lower limb muscle strength. Food intake is good, and physical examination findings remain stable.

\* Numerical evaluations are determined by the system; AI only assists with generating the text

### 7 Dementia Independence Level Assessment High-Precision Engine

Equipped with a high-precision assessment engine that aligns numerical and text-based assessment criteria and undergoes continuous verification and refinement.



### 8 PDCA Documentation Support Used as a Record of Evidence

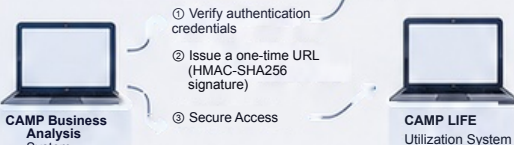
Records of plan revisions based on feedback are saved as documents. These serve as evidence of how the system is actually used in operational guidance.



## Seamless integration via SSO with the CAMP Management Analysis System!

### Secure integration via one-time URLs

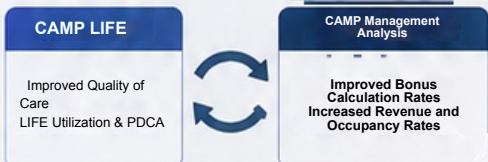
Authenticated integration via a one-time URL with an HMAC-SHA256 signature. With CSRF and privilege escalation protection in place, you can use it with confidence.



### Connecting Management and Care Data

Improvements in care quality are reflected in the bonus calculation rate, leading to improved management metrics.

Enables data-driven PDCA cycles.



Improving the quality of care leads to business stability and growth! CAMP provides robust support for this cycle!

Leverage LIFE data to enhance care quality, secure additional payments, and improve operations!

# The **CAMP LIFE** Utilization System will shape the future of care!

# Both systems bring Future-Oriented Care Management

Data-driven “decision-making” accelerates  
the growth of your care business!

All information is consolidated  
in the Cockpit!  
With forward-looking management,  
become the facility of choice!

## What Both Systems Can Achieve

Gain a  
real-time understanding of  
your business performance



Check key metrics at a glance to quickly grasp the current situation.

Early Detection of Issues and  
Implementation of  
Improvements



Identify challenges through data analysis and implement proactive improvement measures.

Strong support for  
qualifying for additional  
payments and increasing  
revenue



Visualize bonus eligibility status to prevent missed opportunities and boost revenue.

Improving Care Quality  
and  
Boosting User Satisfaction



Leverage LIFE data to earn trust through evidence-based care.

Enhanced staff  
satisfaction and  
improved retention  
rates



Through data sharing and the PDCA cycle, we foster growth across the entire team.

Toward sustainable  
management  
with a focus on the community  
and the future



With data-driven strategies, become a facility that clients keep choosing.

## Case Studies of Results from Participating Facilities (Illustrative)

### Before Implementation

Data was scattered and took time to analyze...

- △ It takes too long to notice a drop in utilization rates
- △ Missed opportunities to claim additional fees
- △ Care improvements rely on intuition and experience
- △ Insufficient information sharing among staff
- △ Difficult to plan for the future



### After Implementation (Changes After 6 Months)

Data makes it clear! That's why we can improve!

- Average utilization rate improved by **+8.7pt**
- Rate of eligibility for additional payments
  - +12.5% improvement
- Average care level
  - +0.28 improvement
- Implementation rate of improvement actions reaches **95% or higher!**
- Staff satisfaction and retention rates have improved!



The Numbers Change!

The workplace has changed!

The future is changing!



## You can use this in situations like these!

- 1** At monthly management meetings  
share the status of the entire organization,  
and decide on improvement measures immediately!



Faster decision-making means you'll never miss an opportunity!

### 2. Check your bonus point status

Check your status and ensure zero missed opportunities!

|                                                  |                  |
|--------------------------------------------------|------------------|
| Bathing + Payment Assistance Add-on (I)          | Already obtained |
| Individual Functional Training Surcharge (I)     | Not acquired     |
| ADL Maintenance Surcharge (I)                    | Acquired         |
| Scientific Care Reimbursement System             | Not acquired     |
| Missed bonus opportunities and maximize revenue! |                  |
| Care Improvement Surcharge (I)                   | Acquired         |



- 3** Through care improvement and training,  
Based on LIFE data,  
we visualize care challenges!



Since data is the foundation, you can make improvements that make sense!

- 4** On-site Guidance and Audit Support  
Instantly generate the necessary data for a smooth response!



Gather the necessary evidence to and build a practice that inspires confidence and trust!

- 5** When developing future plans and strategies,  
Use past data to predict the future and develop plans!



With forward-looking strategies, achieve sustainable growth!

## With integration between both systems, we cover every aspect of long-term care management!

### CAMP Management Analysis System Comprehensive support for “visualizing” management

- ✓ Automatic aggregation and analysis of management metrics
- ✓ Visualization of bonus eligibility status
- ✓ Supports improved revenue and utilization
- ✓ Speeds up management decision-making



Seamless  
integration  
through data  
sharing!

### CAMP LIFE Utilization System Powerful support for “visualizing” care quality

- ✓ Import and analyze LIFE data
- ✓ Automates the PDCA Cycle
- ✓ Supports improving care quality and earning additional payments
- ✓ Improves resident satisfaction and staff retention



Supporting both  
management and care  
—  
the ultimate system!



Welcome to the Cockpit of Long-Term Care  
Management.

The executive's seat is now the “cockpit.”

# Pioneering the future of long-term care with AI and data. That is CAMP's mission.

There is still a wealth of untapped potential in the field of long-term care.  
The CAMP Management Analysis System “visualizes” that potential and serves as a partner that helps you take the next step toward improvement.

The data speaks.  
AI provides insights.  
Managers make decisions.

CAMP  
supports it all!

## The Future CAMP Aims For

### Data-Driven Decision-Making



Decisions **based on data**, rather than intuition or experience,  
  
to **enhance the precision of our management.**

### Improving Care Quality and Resident Satisfaction



We make the quality of care transparent, leading to improved satisfaction for each and every service user.

### Increased job satisfaction and staff retention



By streamlining operations and sharing goals, we enhance staff job satisfaction and retention rates.

### Improving Profitability and Sustainability



We **centrally manage revenue, utilization, and additional payments** to achieve **sustainable operations.**

### Management strategies focused on the community and the future

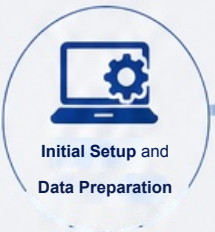


Through a data strategy that anticipates local needs and the future, we become a facility that continues to be the top choice.

## Comprehensive support from implementation to operation



We will carefully listen to your business's challenges and requests.



We'll assist with initial setup so you can use the system with confidence.



Simply upload your data, and you can start analyzing right away.



Through regular support, we'll assist you in implementing improvement actions.



Through continuous operation, we will build upon our results.

## Why Choose the CAMP Management Analysis System

### Analysis design tailored to long-term care



We cover all the metrics necessary for long-term care operations, enabling analysis tailored to the front lines.

### Effective Use of LIFE Data



Utilizes LIFE data from the Ministry of Health, Labor and Welfare to visualize care quality.

### AI provides easy-to-understand explanations and recommendations



AI explains even complex data in an easy-to-understand way and suggests improvements.

### Simple design that's easy to use on the front lines



With an intuitive, user-friendly interface, anyone can start using it right away.

### Reliable Security Measures



Comprehensive security measures in place to protect your valuable data.

Data can transform the future of long-term care.  
Together with the CAMP Management Analysis System,  
let's move on to the next stage!

Let's harness the power of data to create a better future for care and management together!