

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**

Washington, DC 20549

**Form 8-K**

**CURRENT REPORT  
Pursuant to Section 13 or 15(d) of the  
Securities Exchange Act of 1934**

Date of Report (Date of earliest event reported): **August 13, 2013**

**Streamline Health Solutions, Inc.**

(Exact name of registrant as specified in its charter)

**Delaware**  
(State or other jurisdiction  
of incorporation)

**0-28132**  
(Commission  
File Number)

**31-1455414**  
(IRS Employer  
Identification No.)

**1230 Peachtree Street, NE, Suite 1000,  
Atlanta, GA 30309**  
(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code **(404) 446-0050**

Check the appropriate box below if the Form 8-K is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

**Item 7.01 — Regulation FD Disclosure.**

Streamline Health Solutions, Inc. (the "Company") is furnishing presentation materials to be discussed at Avondale Partners' Healthcare 1-1 Conference in Boston, Massachusetts on August 14, 2013, included as Exhibit 99.1 to this Current Report on Form 8-K. The Company undertakes no obligation to update these presentation materials in the future, except as may be required by law.

The information furnished pursuant to this Item 7.01, including Exhibit 99.1, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 (the "Exchange Act") or otherwise subject to the liabilities under that Section and shall not be deemed to be incorporated by reference into any filing of the Company under the Securities Act of 1933 or the Exchange Act.

**Item 9.01 — Financial Statements and Exhibits.**

(d) Exhibits

**EXHIBIT  
NUMBER**

**DESCRIPTION**

99.1 Streamline Health Solutions, Inc. Presentation Materials presented on August 14, 2013.

**SIGNATURES**

Pursuant to the requirements of the Securities Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Streamline Health Solutions, Inc.

Date: August 13, 2013

By: /s/ Nicholas A. Meeks  
Nicholas A. Meeks  
Chief Financial Officer

3

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**INDEX TO EXHIBITS**

| <u>Exhibit No.</u> | <u>Description of Exhibit</u>  |
|--------------------|--|
| 99.1               | Streamline Health Solutions, Inc. Presentation Materials presented on August 14, 2013. |

4

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# Investor Presentation

## August 2013

**NASDAQ: STRM**

Knowledge Management Solutions for Healthcare Providers

# Disclosure Statements

## SAFE HARBOR STATEMENT: FORWARD-LOOKING DISCLOSURE

This presentation contains “forward-looking statements” within the meaning of the U.S. Private Securities Litigation Reform Act of 1995, based on current management expectations. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and that can cause Streamline Health’s actual results to differ. We caution you therefore to not place undue reliance on such statements.

Actual results might differ materially from these statements due to a number of risks and uncertainties. Risks that may contribute to the uncertain nature of these statements are described in Streamline Health’s periodic filings made with Securities and Exchange Commission. Special attention is directed to the portions of those documents entitled “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations.” Streamline Health undertakes no obligation to update any forward-looking statements or relevant risks, except as may be required by law.

## TRADEMARKS

Product or company names referenced herein may be trademarks or registered trademarks of their respective owners.

## Streamline Health: A Clear Way Forward

|  |  |
|--|--|
| <b>Knowledge management solutions provider</b>                         | Our Knowledge Management solutions aggregate unstructured and fragmented data across the clinical and financial spectrum of an admission or a visit– providing clients with intelligently organized, easily accessible insights, enabling better decision-making and better financial results. |
| <b>Integrate with leading EMR, financial and clinical systems</b>      |    |
| <b>High client retention with deeply embedded solutions</b>            | 95% client retention due to subject matter expertise coupled with innovative, deep and broad solutions that integrate with the existing business process of our clients while delivering meaningful ROI.   |
| <b>Installed base of top tier clients presents sizable opportunity</b> |    |
| <b>Highly scalable SaaS model</b>                                      | SaaS model enhances recurring revenue profile – TTM Q1 2013 vs. TTM Q1 2012 recurring revenue grew 45%.  |
| <b>Proven management team</b>  | Management team with extensive healthcare information technology experience in both public and private equity or venture backed entities.  |
| <b>Macro market conditions driving growth</b>                          | The increasing complexity of provider reimbursement strategies coupled with the demands of EHR implementations and a shift in coding metrics are drivers for growth.   |

# Addressing Critical Healthcare Issues

Streamline Health solutions address critical pain points for providers

|               | Electronic Medical Records  | ICD-10 Transition  | Declining Reimbursements   |
|---------------|---|--|--|
| Issues        | Providers must show "meaningful use" by 2015 ( <i>maximum reimbursement ends 2012</i> ) | ICD-9 to ICD-10 Conversion by October 1, 2014                              | Payor denials and lack of timely reimbursements squeeze profits  |
| Opportunities | HITECH/ARRA is just the beginning of the EMR life cycle                                 | Over 140,000 new codes in ICD-10   | With decreasing profit margins, providers will rely on business analytics tools to help them protect their revenue |
| Solutions     | Enable access to unstructured data from within the EMR with MU certified EHR module     | Computer Assisted Coding (CAC) solution addresses ICD-10 conversion issues | Accelerate coding, billing, A/R collection and increase visibility of financial KPIs with business analytics       |

## Growing Addressable Market

Favorable Industry Fundamentals Support Long-Term Market Growth

### Compelling Market Fundamentals

- 50% of providers expect to purchase a computer assisted coding solution in the next two years <sup>(1)</sup>
- 3,116 of the 5,754 registered hospitals in the U.S. are using an EMR system we integrate with <sup>(2)</sup>
- Estimated 800+ hospitals were using business analytics solutions in 2012; that number is expected to grow to 2,800+ by 2016 with a CAGR of 41% <sup>(3)</sup>
- Worldwide HCIT spend was approximately \$85 billion in 2010; projected to be \$185 billion in 2020 <sup>(4)</sup>

#### Current Market Focus

- Over 1,700 acute care hospitals > 200 beds in the U.S. and affiliated physician groups
- Economic buyer = CFO and/or CIO
- Functional buyers = HIM, RCM, PFS, CDI, Coding

#### Potential New Markets

- Long term care
- Home health
- Alternate site (ambulatory)
- Accountable care organizations

[1] KLAS Report – Computer Assisted Coding: A Glimpse at the Future of HIM Technology  
[2] Modern Healthcare: By the Numbers 2012-2013

[3] Frost and Sullivan report: U. S. Hospital Health Data Analytics Market (2012)  
[4] Gartner and Cerner estimates

# Actionable Information and Knowledge Management

## Solutions Across the Patient Experience

The clinical and financial spectrum of an admission or visit



### Enterprise Solutions

#### AccessAnyWare™

Enterprise Content Management

CharityWare

CompletionWare

ReleaseWare

ReferWare

PreOpWare

FolderView

#### Collabra™

Coding and Clinical Documentation Improvement

eCAC

ePhysician Query

eCDI

eAbstract

#### OpportunityAnyWare™

Business Analytics Delivering Actionable Information

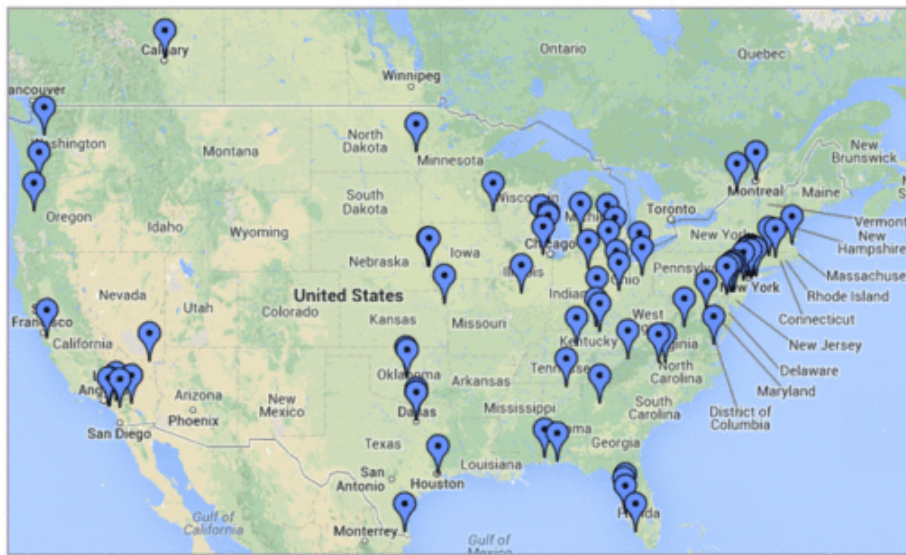
ARWare

AuditWare

835DenialWare

# Current Client Base

Installed base of top tier clients presents sizable opportunity: 104 clients, 464 sites



(1) Frost and Sullivan report: U.S. Hospital Health Data Analytics Market (2012)

## Case Studies



**BACKGROUND:**  
Implemented OpportunityAnyWare to deliver sophisticated business intelligence technology with in-depth analysis and workflow tools to identify and prioritize areas of financial opportunity

- RESULTS:**
- \$6 million improvement in cash flow above net revenues
  - Shaved 5+ days in outstanding accounts receivable
  - Decreased average monthly denial write-offs from \$750,000 to \$300,000, resulting in estimated annual net revenue improvement of \$1 to \$2 million
  - Generated highest cash month in history within 60 days
  - Increase monthly collections by 10%
  - Average monthly cash payments increased \$2.6 million



**BACKGROUND:**  
Implemented OpportunityAnyWare in May 2011 while on track to be under budget for fiscal year end cash goal

- RESULTS:**
- Redesigned LPCH's AR process
  - Used OpportunityAnyWare to stratify the outsourced low dollar accounts
  - Post-implementation delivered highest cash month of over \$10 million
  - Collections rose 12.7%
  - Average monthly cash payments increased \$6.9 million



**BACKGROUND:**  
Sarasota Memorial wanted to improve the quality and safety of patient care, ease the burden on physicians, and strengthen outcomes with optimized access to information.

- RESULTS:**
- Delivered access to and completion of the entire medical record from one user interface regardless of the origination of information—paper or electronic, internal or external
  - Achieved vision by emphasizing document management enterprise-wide vs. departmental application only
  - All medical records available to physicians online
  - Decreased chart coding time from 5 to 2 days for Discharged Not Final Coded (DNFC)
  - Records scanned and available within 48 hours of discharge

# Competitive Landscape



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# Go-To-Market Strategy

## Strategy: Focus on Cross Selling

- Existing client base represents \$127M revenue potential

## Direct Sales Force:

- Today: 8 quota-carrying salespeople (12 total)
- By fiscal year-end: add 4-7 additional quota-carrying
- Target: large multi-facility provider systems

## Indirect Sales/Channel Partners

- Current channel partners include – FTI, nTelagent, Rsource

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# Executive Team

| Name             | Title  | Years of Experience: |          |       | Previously  |
|------------------|--|----------------------|----------|-------|---|
|                  |  | Streamline           | Industry | Total |   |
| Robert Watson    | President & Chief Executive Officer              | 3                    | 23       | 32    | DocuSys, Concuity, Cerner (NASDAQ: CERN)            |
| Nicholas Meeks   | Senior Vice President & Chief Financial Officer  | 2                    | 6        | 9     | Emdeon (NYSE: EM), Chamberlin Edmonds               |
| Richard Nelli    | Senior Vice President & Chief Technology Officer | 1                    | 22       | 22    | Optum (NYSE: UNH), Caremedic                        |
| Matthew Seefeld  | Senior Vice President, Solution Strategy         | 2                    | 14       | 16    | Interpoint Partners, Deloitte, PwC                  |
| Michael Schiller | Senior Vice President, Sales & Marketing         | 2                    | 22       | 22    | AllScripts (NASDAQ: MDRX), GE Healthcare (NYSE: GE) |
| Herbert Larsen   | Senior Vice President, Client Services           | 1                    | 25       | 26    | Edifecs, Cigna (NYSE: CI), Arthur Andersen          |
| Carolyn Zelnio   | Vice President & Chief Accounting Officer        | 1                    | 1        | 16    | Aderant, Witness Systems (NASDAQ: WITS), KPMG       |

# Financial Performance

## Key Financial Improvements Achieved

|                           | TTM Q1 12 | TTM Q1 13 |
|---------------------------|-----------|-----------|
| Recurring revenue % total | 75.8%     | 82.0%     |
| Recurring revenue growth  | 19.9%     | 51.1%     |
| Gross margin              | 49.9%     | \$53.0    |
| Backlog (\$ millions)     | \$31.4    |           |

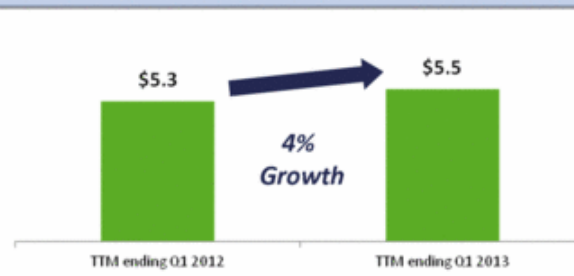
## TTM Revenue (\$ in millions)



## Increasing Recurring Revenue



## TTM Adj. EBITDA (\$ in millions)



# 2013 Strategic Goals and Projections

## Revenue (\$ in millions)



## Adj. EBITDA (\$ in millions)



## Key Strategic Goals FY 2013

1. Continue to invest in Sales & Marketing infrastructure
2. Consolidate infrastructure in Atlanta
3. Expand solutions suite to meet the growing needs of our target client base

# Company Summary

A leading provider of SaaS-based enterprise content management, business analytics, computer assisted coding (CAC), and clinical documentation improvement (CDI) solutions for healthcare providers.

|                                    |  |
|------------------------------------|--|
| <b>Exchange/Ticker</b>             | NASDAQ: STRM   |
| <b>Share Price (52 Week Range)</b> | August 9, 2013: \$7.57 (52 Week High - \$7.80, Low - \$3.50) |
| <b>Common Shares Outstanding</b>   | 13.0 million (June 14, 2013)                                 |
| <b>Market Cap</b>                  | August 9, 2013: \$98.4 million                               |
| <b>Cash</b>                        | \$4.0 million (April 30, 2013)                               |
| <b>Bank Debt</b>                   | \$13.4 million (April 30, 2013)                              |
| <b>TTM Revenue</b>                 | \$24.8 million (April 30, 2013)                              |
| <b>TTM Adj. EBITDA</b>             | \$5.5 million (April 30, 2013)                               |
| <b>Number of Associates</b>        | 100  |