

Table A

| | 2018 Guidance | | 2017 | 2018 Guidance | | 2017 |
|----------------------|---------------|----------|----------|---------------|------|------|
| | Low | High | | Low | High | |
| All Other SL | \$ 36.0 | \$ 38.0 | \$ 51.1 | 65% | 62% | 54% |
| Great Lakes | \$ 19.0 | \$ 23.0 | \$ 43.2 | 35% | 38% | 46% |
| Total SL Revenue | \$ 55.0 | \$ 61.0 | \$ 94.3 | 100% | 100% | 100% |
| Commercial | \$ 19.0 | \$ 25.0 | \$ 8.5 | 58% | 53% | 85% |
| RAC | \$ 4.0 | \$ 6.0 | \$ 1.5 | 12% | 13% | 15% |
| MSP CRC | \$ 10.0 | \$ 16.0 | | 30% | 34% | 0% |
| Total Healthcare | \$ 33.0 | \$ 47.0 | \$ 10.0 | 100% | 100% | 100% |
| All Other Businesses | \$ 35.0 | \$ 42.0 | \$ 27.8 | 100% | 100% | 100% |
| Revenue - GL | \$ 104.0 | \$ 127.0 | \$ 88.8 | 85% | 85% | 67% |
| Great Lakes | \$ 19.0 | \$ 23.0 | \$ 43.2 | 15% | 15% | 33% |
| Total Revenue | \$ 123.0 | \$ 150.0 | \$ 132.0 | 100% | 100% | 100% |
| Expenses "regular" | \$ 112.0 | \$ 132.0 | \$ 122.6 | 93% | 92% | 100% |
| Investment* | \$ 9.0 | \$ 12.0 | \$ 0.2 | 7% | 8% | 0% |
| Total | \$ 121.0 | \$ 144.0 | \$ 122.8 | 100% | 100% | 100% |
| Operating EBITDA | \$ 2.0 | \$ 6.0 | \$ 9.2 | 1.6% | 4.0% | 7.0% |

*Expenses higher than revenue during start and ramp up of contract. Not steady state.

Table B

Steady State Sensitivity Incremental Value (to Current Year Projection)

| | Margin at 20% | | Margin at 30% | | Margin at 40% | |
|---------------------|---------------|---------|---------------|---------|---------------|---------|
| | Low | High | Low | High | Low | High |
| Revenue | \$ 11.3 | \$ 15.0 | \$ 12.9 | \$ 17.1 | \$ 15.0 | \$ 20.0 |
| Expense | \$ 9.0 | \$ 12.0 | \$ 9.0 | \$ 12.0 | \$ 9.0 | \$ 12.0 |
| Contribution Margin | \$ 2.3 | \$ 3.0 | \$ 3.9 | \$ 5.1 | \$ 6.0 | \$ 8.0 |
| % of Revenue | 20.0% | 20.0% | 30.0% | 30.0% | 40.0% | 40.0% |