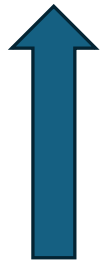




Direct Primary Care Integration

Building High Performance Health Plans through Better Access, Better Outcomes and Better Risk Management

The Employer Healthcare Challenge



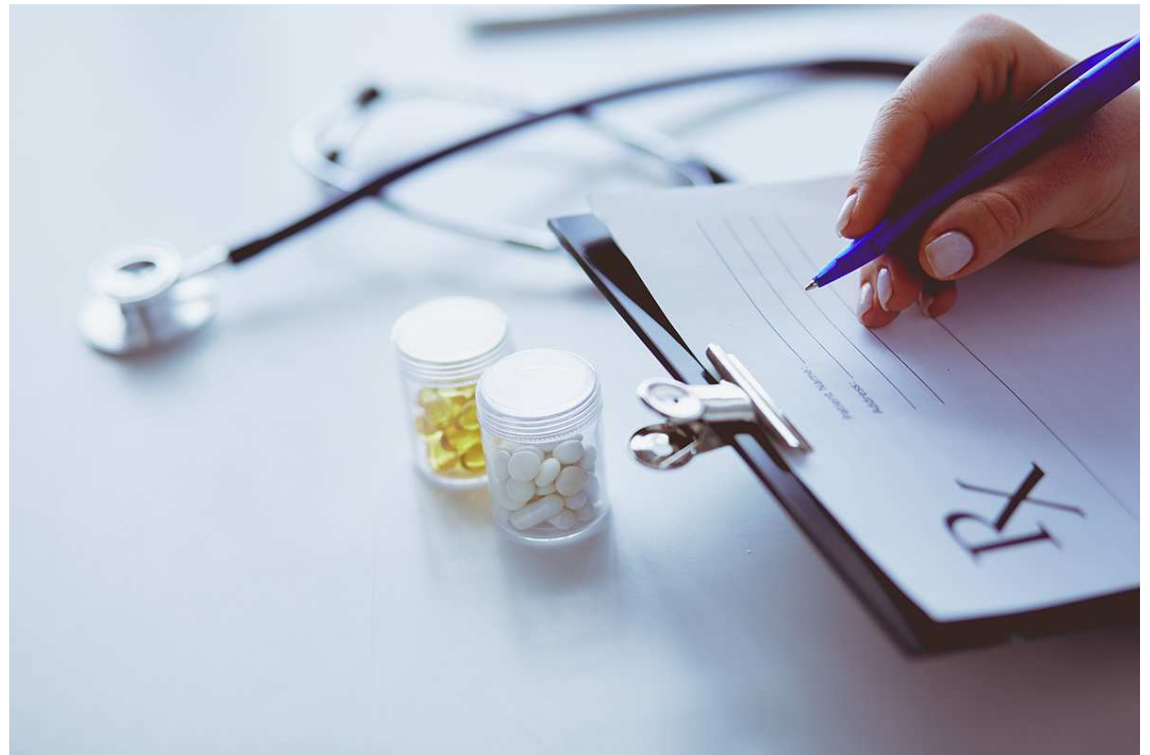
Medical Costs

Pharmaceutical costs

Fragmentation in Care



Patient Access to Care



Why Traditional Strategies Aren't Enough

The Old Playbook:



Negotiate Harder



Change Carriers



Change PBM's



Shop Networks

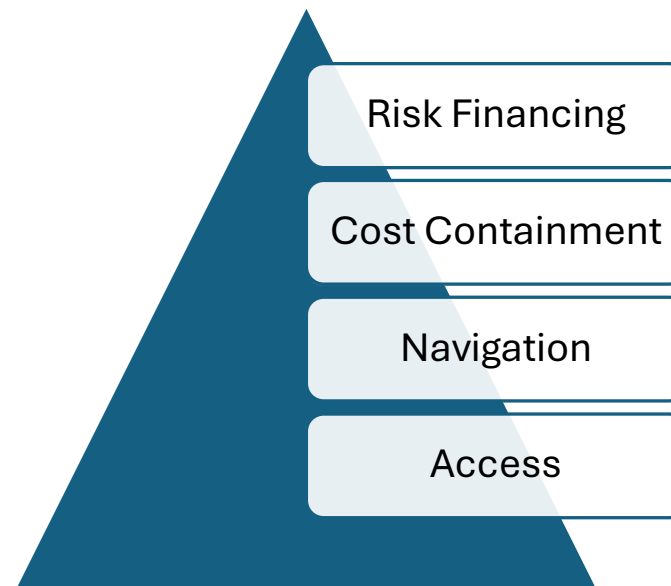


Raise Deductibles /
Shift Cost to
Employees

Result:

Same Trend Next Year

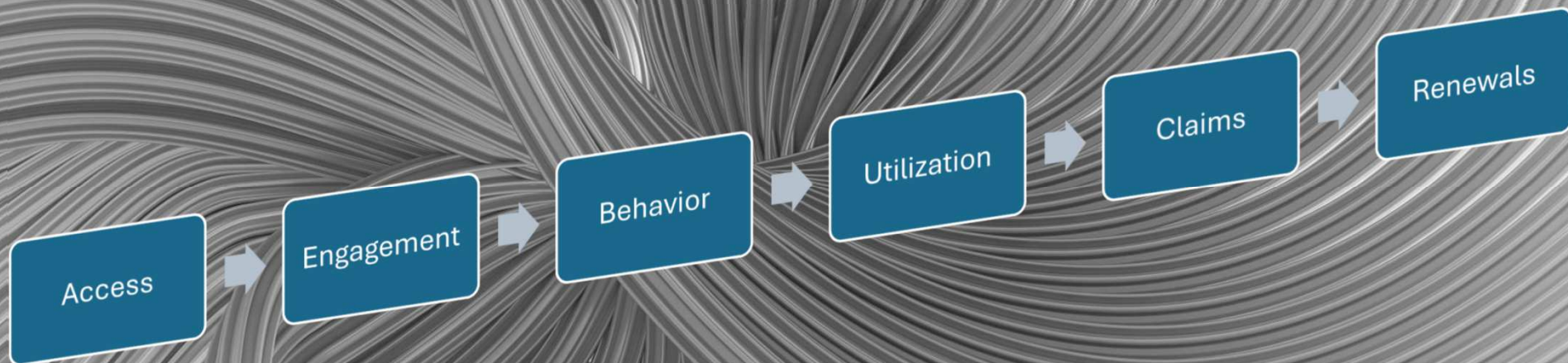
The Four Pillars of a High-Performance Health Plan



Most Employers Focus on Pillar 4

The Best Performing Employers start with Pillar 1

Why ACCESS Drives Everything



What Direct Primary Care Really Solves

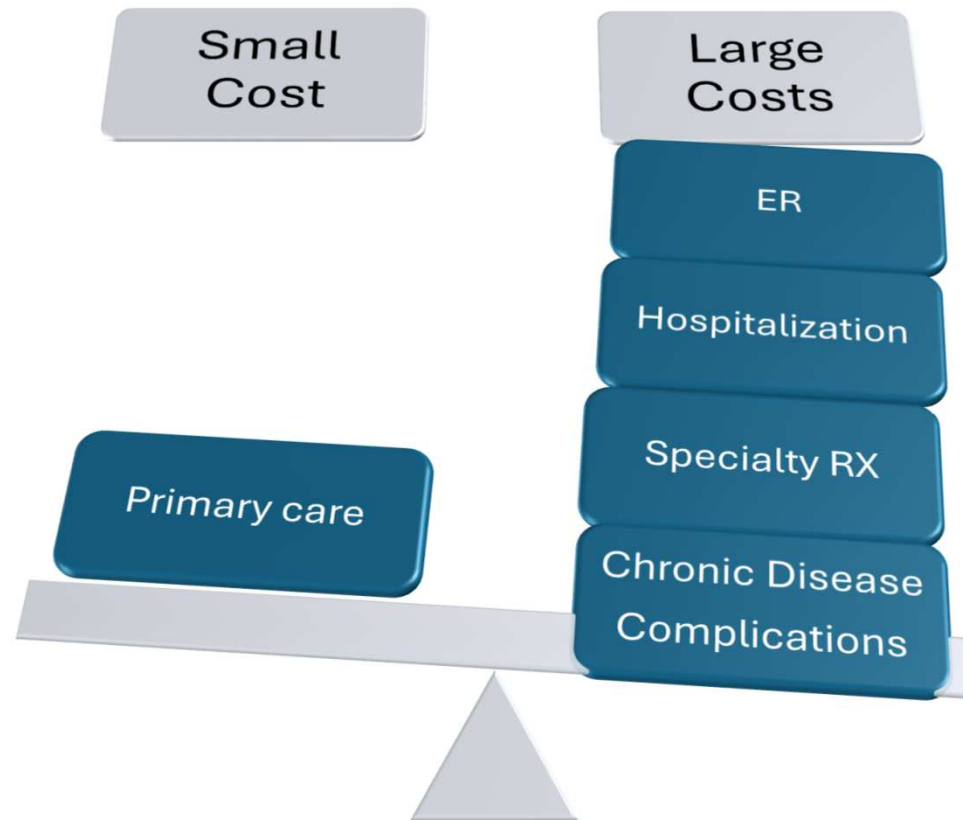
Traditional PCP

- Limited Time
- Delayed Access
- Fragmented Care

DPC

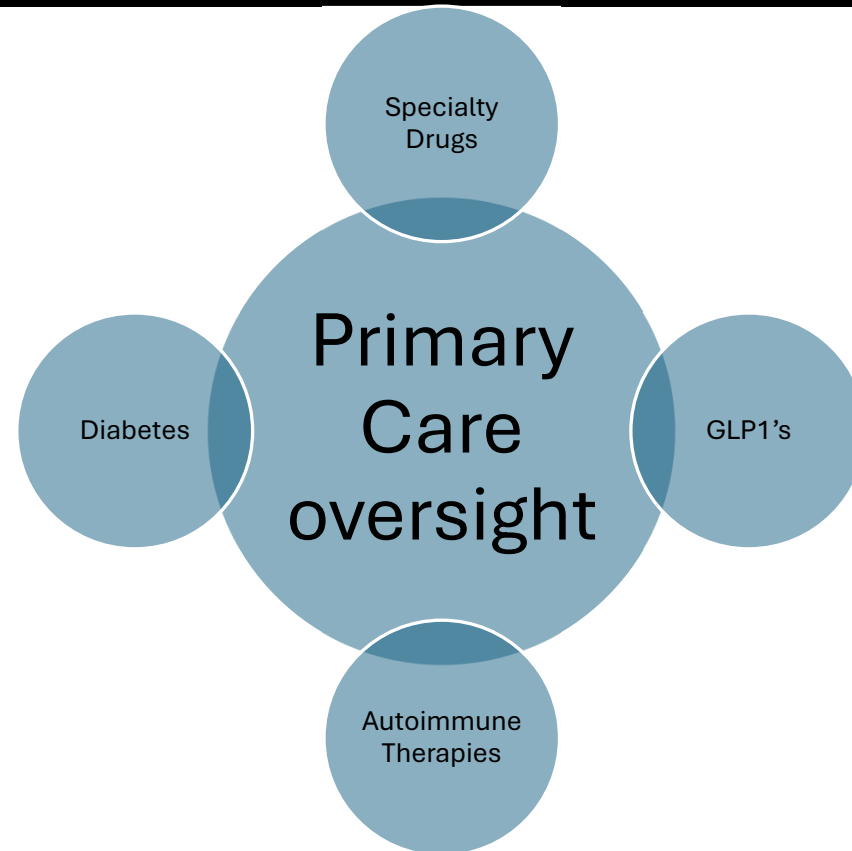
- Same-Day Appointments
- Longer Visits
- Virtual Access
- Care Coordination

The \$1 Problem VS The \$100 Problem



Why Pharmacy Must be part of the Conversation

Current Drivers



DPC + Navigation = Better Outcomes

Member

DPC

Navigation

High Value Provider

Appropriate Care

DPC + Cost Containment

Integrations



DIRECT
CONTRACTS



BUNDLES
PROCEDURES



CENTERS OF
EXCELLENCE



NURSE
NAVIGATORS



HIGH VALUE
NETWORKS

What Underwriters
Want to See

Metrics



PCP
Utilization



Preventative
Visits



Diabetes
Control



Medication
Adherence



Reduced ER
Utilization



Why Captives Love Primary Care

- Primary Care
- Better Utilization
- Lower Volatility
- Improved Risk Profile
- Captive Performance

Case Study: High Performance Health Plan Design

Employer Profile- Trucking, 70 EE

Problems

- High ER Use
- Rising RX Spend
- Poor Engagement

Solutions

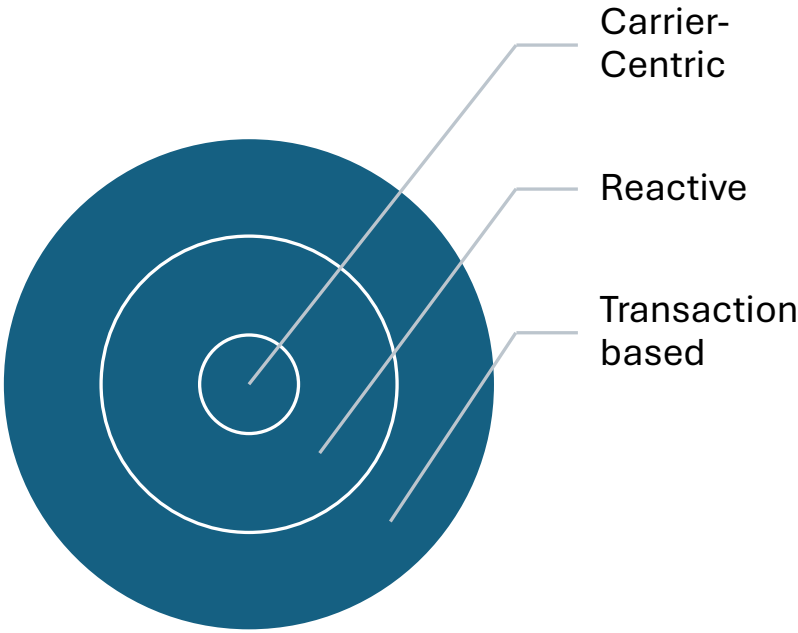
- DPC
- Navigation
- Transparent Pharmacy Management
- Cost Containment

Results

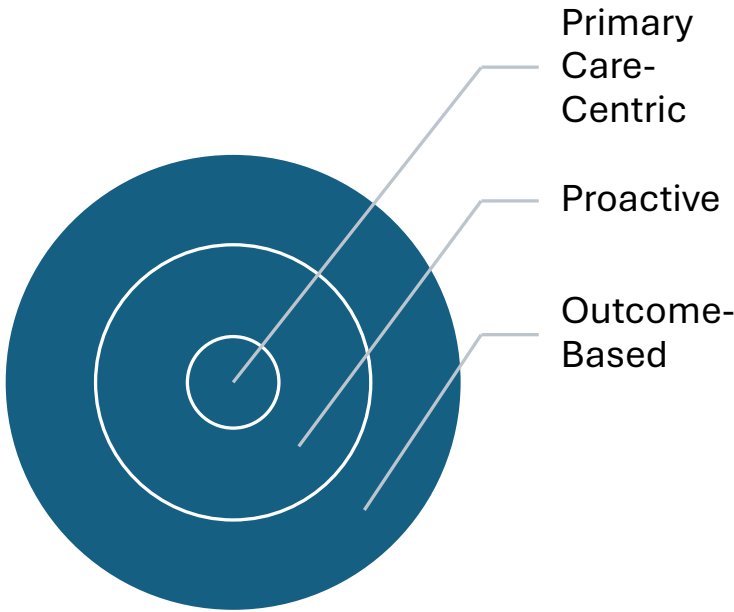
- Improved Utilization, Lower ER Visits, Lower Catastrophic Claims
- Better Engagement, \$0 OOP Costs for the Members
- 4% Renewals, Saved Over \$100k in Claims Account, Received 20K in Rebates

The Future of Employer Healthcare

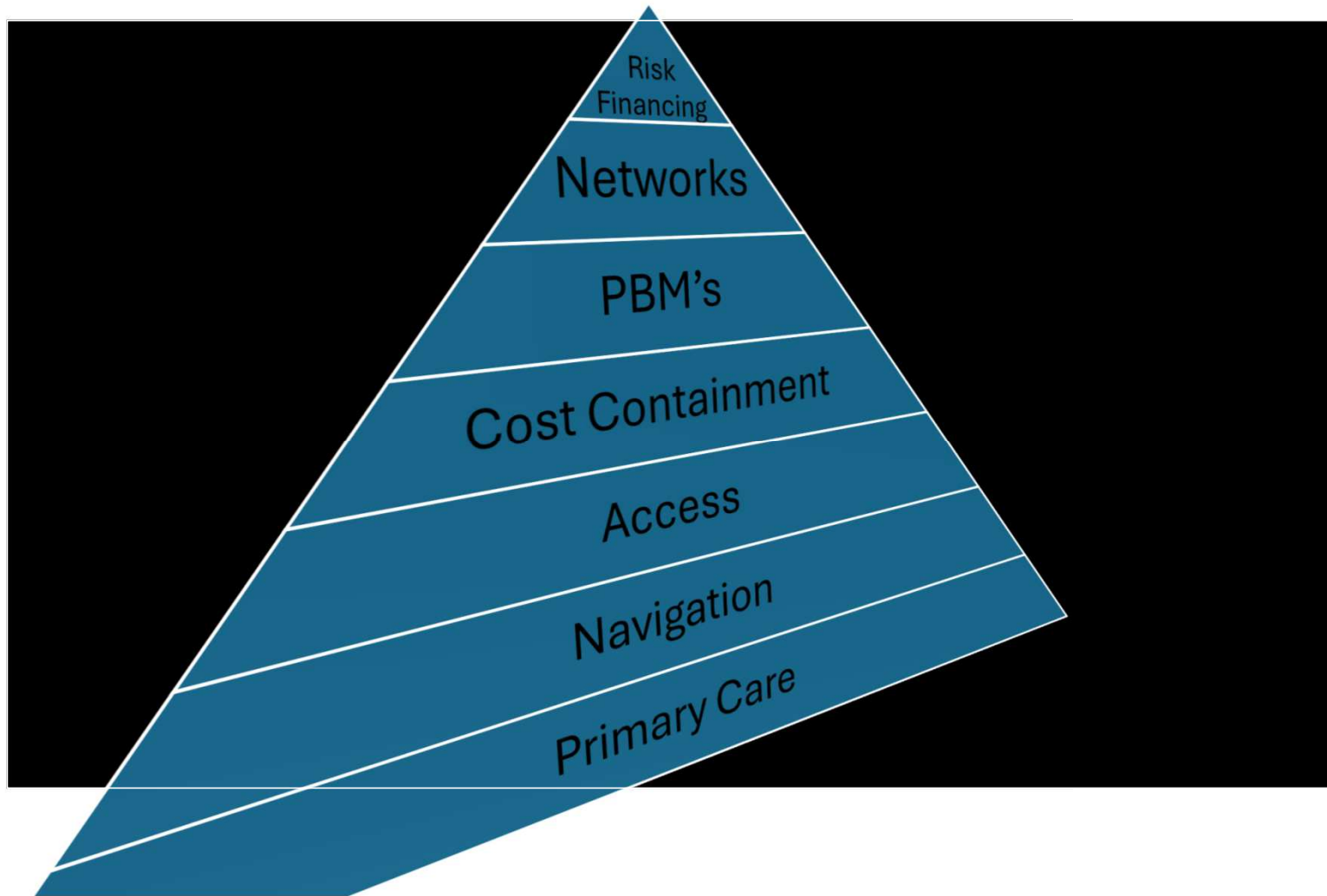
Old Model



New Model



Employer Healthcare Pyramid



Closing Perspective

The current system of Healthcare is disjointed and as a result everything downstream has become increasingly more expensive.

Think of it just like the construction of a house. If the foundation is not built on solid ground, it will cost more in the long term. Cracks will occur, roofs will leak, doors won't shut properly and repair costs will escalate quickly.

However, if it is built on a strong and solid foundation using quality materials, then you will have a properly functioning and cost-effective home .