



Direct Healthcare

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Speaker Introduction

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Today's Agenda

- Direct Healthcare Overview
- The State of Direct Healthcare
- The Future of Primary Care
- Addressing Downstream Care
- Q & A





Welcome to Direct Healthcare

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Who is Premise Health?

44

US States and Guam

600⁺

Wellness
Centers

1,600⁺

Clients

4,850⁺

Premise Team Members

91

Net Promoter Score¹

>27%

Proven Savings²

95%

HEDIS³

4,060⁺

Provider Team Members

1 Based on member satisfaction

2 Member vs. non-member

3 Quality of care and service metrics

What is Direct Healthcare?



Financially Aligned



Seamless Experience



Quality-Focused

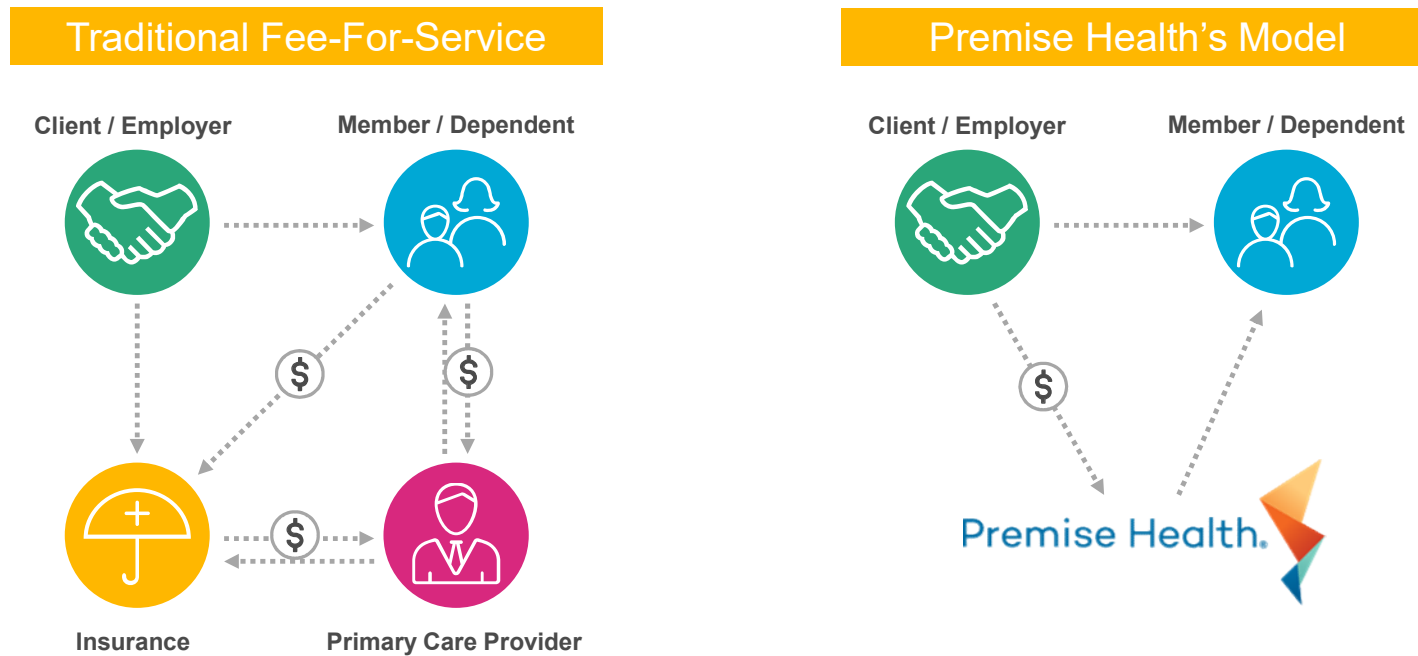
Direct healthcare is healthcare directly purchased by and delivered to an organization and its members, with no third party in between. Most often, the purchasing organization is a self-funded employer.

In a traditional healthcare setting, most services are at least partially paid for and directed by an insurance carrier. Direct healthcare bypasses this intermediary, and instead directly serves organizations and their members.

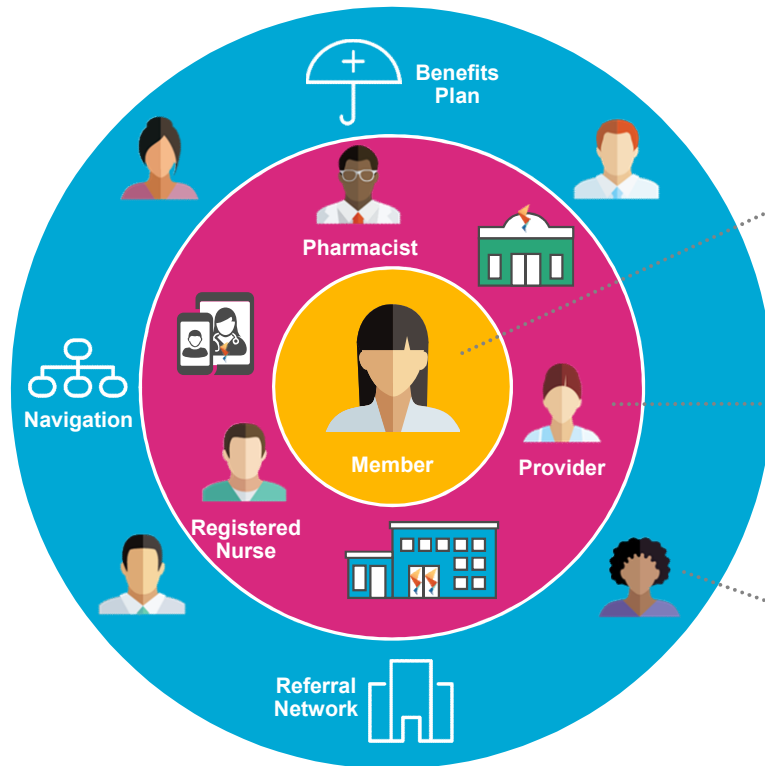
- Direct healthcare is high-quality healthcare.
- Direct healthcare delivers a seamless healthcare experience.
- Direct healthcare offers financial value.
- In direct healthcare, the financial incentives are aligned.

Direct Healthcare Model

Developing convenient, lower cost and higher quality than a traditional fee-for-service model



Direct Healthcare Philosophy



Member

Holistic Member-Centric Care: Member is empowered to participate in healthcare decision making

Provider Team

Member is supported by the Provider Team, utilizing diverse provider network and access models

Downstream Care

Leveraging internal resources to navigate external vendors and resources

Top 5 Primary Care Influencers



Cardiovascular

Heart Disease, Hypertension, Hyperlipidemia, CHF, CAD



Behavioral

Depression, Anxiety, Substance Abuse



Obesity-related

Pre-Diabetes, Diabetes, Obesity, Metabolic Syndrome



Musculoskeletal

Low Back Pain, Arthritis



Pulmonary

Asthma, COPD

Musculoskeletal

Dental

Care
Coordination

Vaccines

Cardiology

Fitness

Physical
Therapy

Condition
Management

Nutrition

Behavioral
Health

Primary Care

Occupational
Health

Pulmonary

Lifestyle
Medicine

Pharmacy

Vision

Biometric
Screenings

Wellness

Obesity



State of Direct Healthcare

A Year of Consolidation in Direct Healthcare

Investment in the industry skyrocketed in 2019.

Marathon
health[™]
For life.

 GENERAL
ATLANTIC

OurHealth
Well made simple.


ACTIVATE[™]
HEALTHCARE

NEA[®]


PALADINA
HEALTH[™]


CareATC[®]

LLRpartners

Four Dominant Trends Are Emerging in Direct Healthcare



**Intensive use
of data and analytics –
Plus a privacy focus**



**Increased demand for
behavioral health services**



**Continuity of care
within the ecosystem**

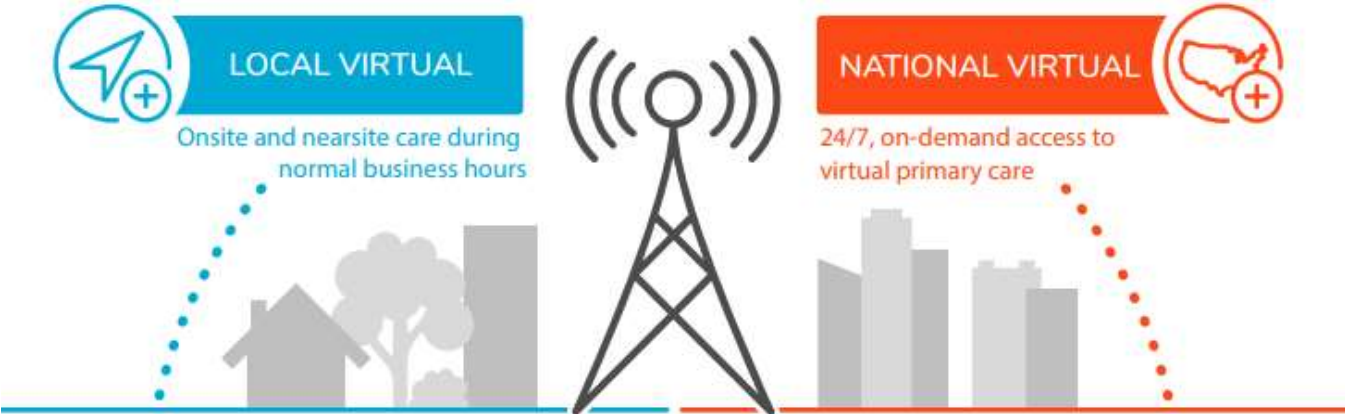


**New access points
and models**

The Shift to Virtual Health

Virtual Health serves as an integrated access point in addition to onsite & nearsite health centers. Since the outbreak of COVID-19, care models have rapidly evolved to embrace a virtual-first approach.

Providing access to care when and where it's needed.

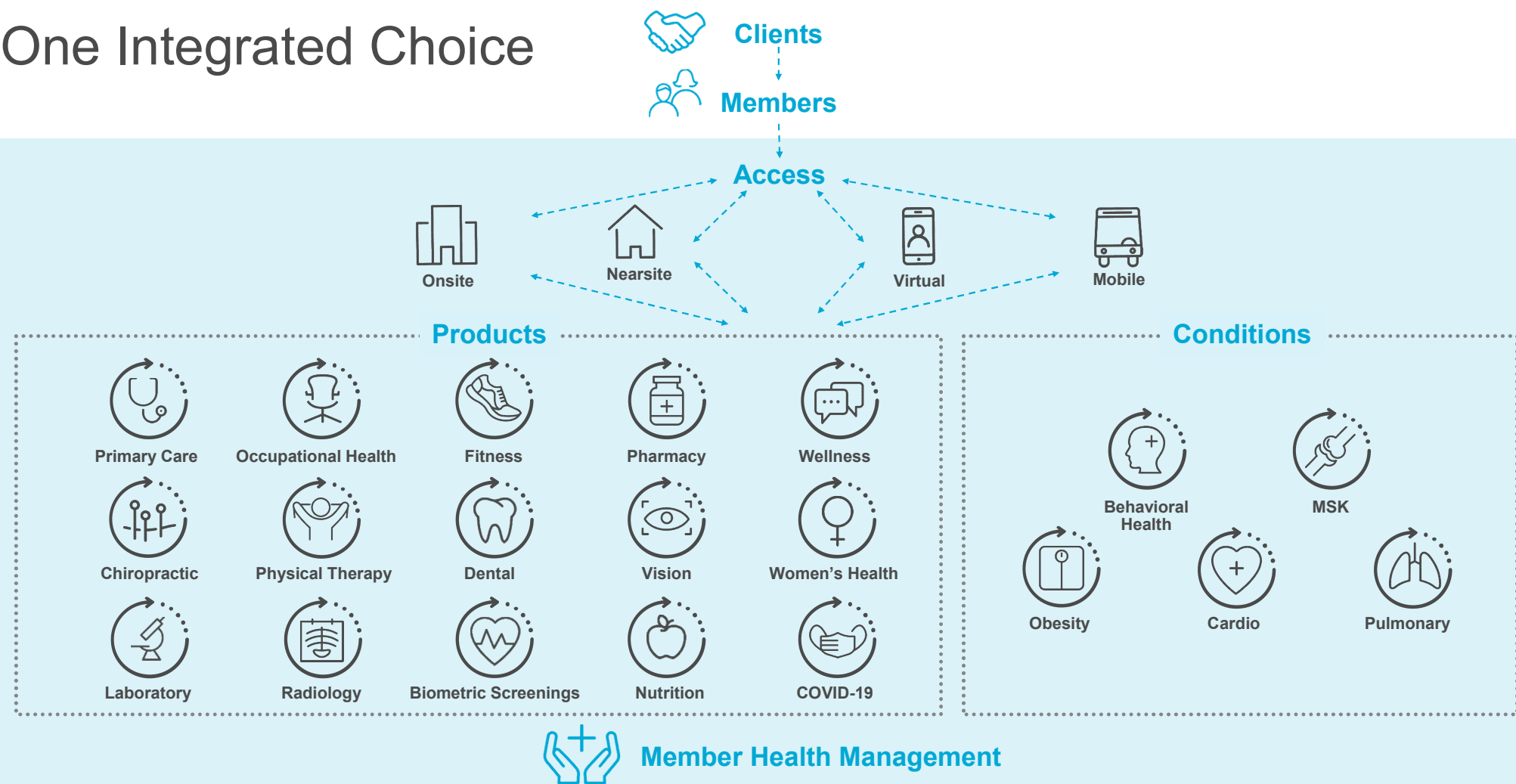




Future of Primary Care

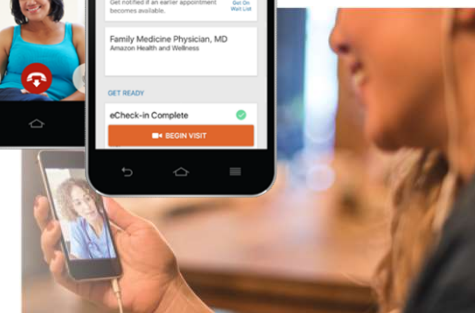
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One Integrated Choice

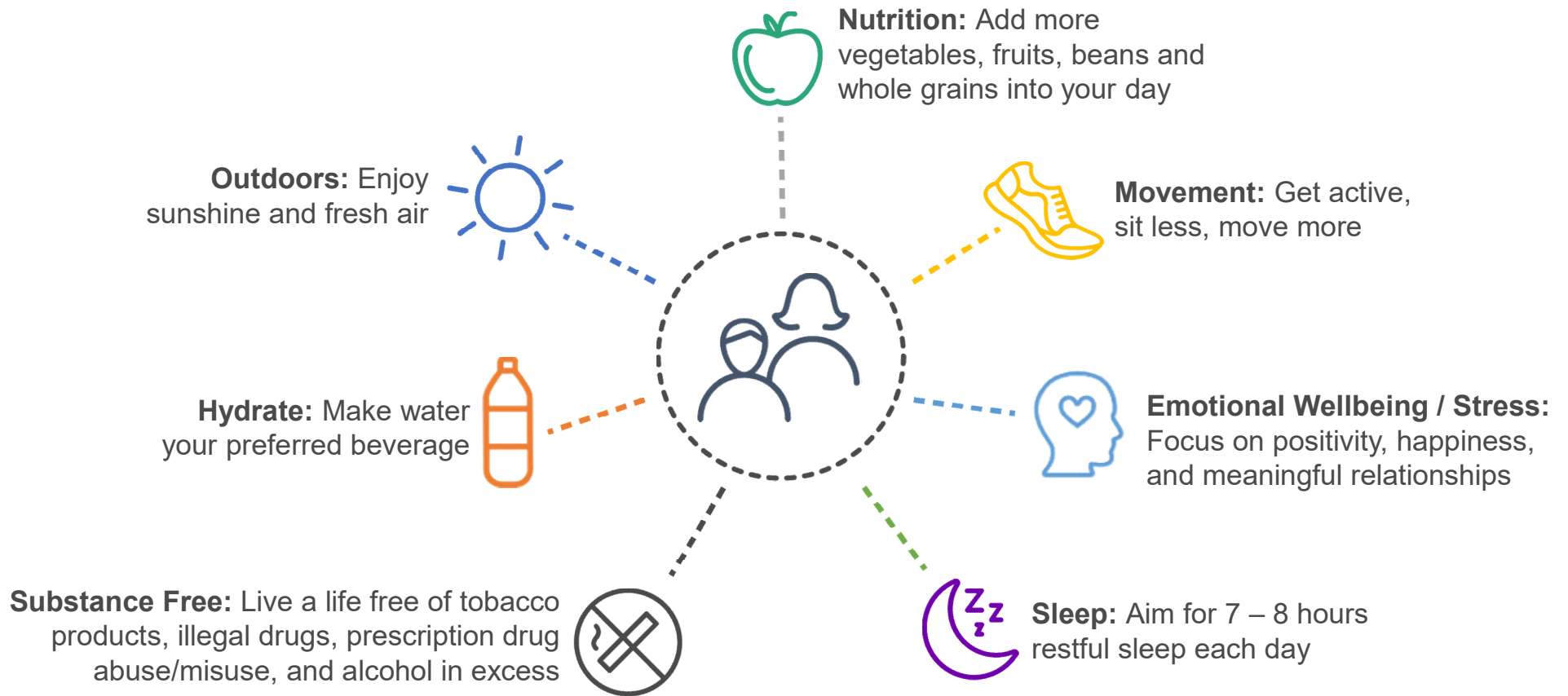


Attractive and Convenient Access Points

Onsite, nearsite, and virtual access points offer alternatives to traditional providers



Lifestyle Medicine Based





Addressing Downstream Care

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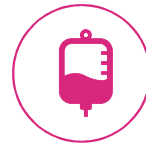
Organizations foot the bill for substantial wasteful medical spend

\$680+ billion

annual wasteful medical spend
paid for by employers¹



Unnecessarily High Costs



Bad Outcomes



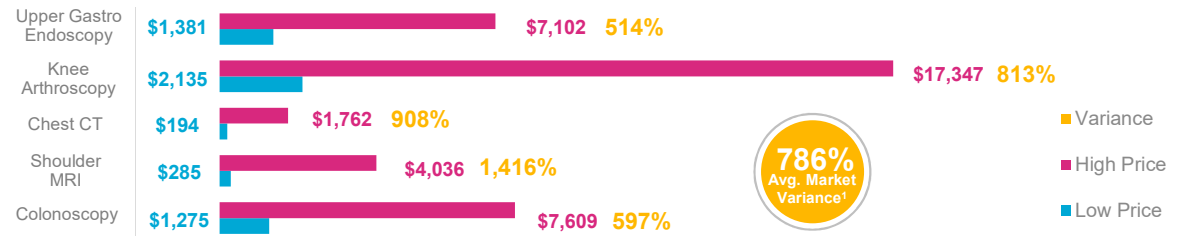
Inappropriate Care

Member Health Management is uniquely designed to help employers reduce healthcare costs while improving outcomes and experience.

The Problem: Significant Downstream Care Cost and Quality Variance

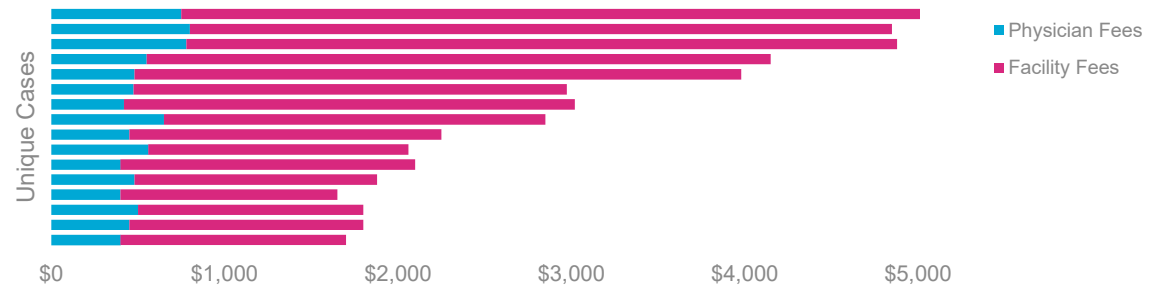
1

Significant cost variance exists within markets



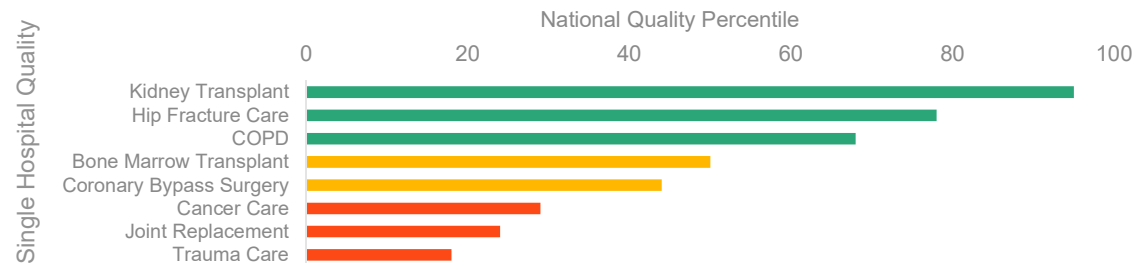
2

Cost variance is largely driven by the facility, not specialist



3

Within a given facility, quality varies greatly



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Data from transparency company Healthcare Bluebook
1. Sample data from Dallas MSA; chart excludes some procedures

The Solution: Identifying & Matching High-Value Specialists & Facilities

1

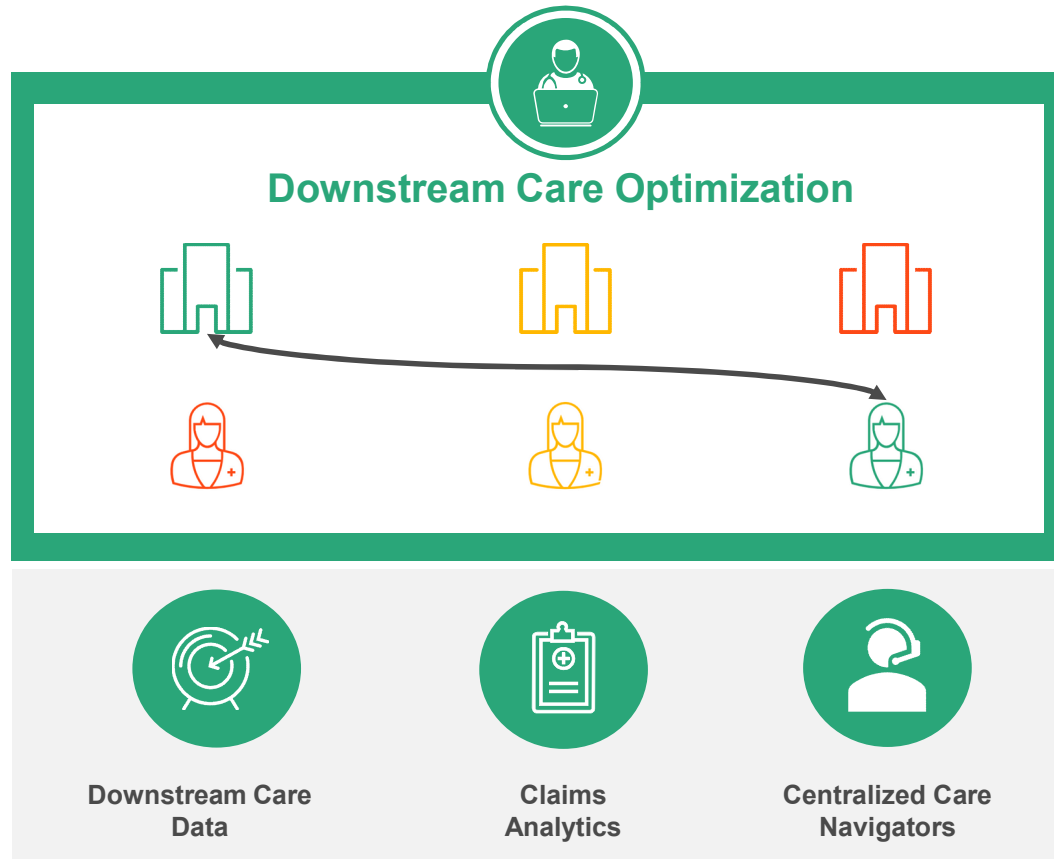
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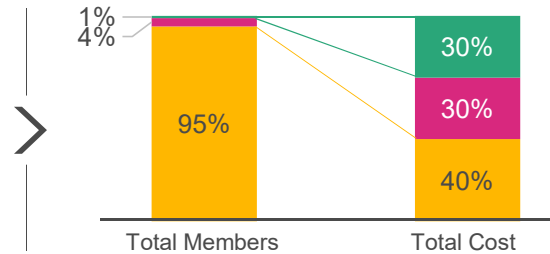


The goal is always to **match green providers and green facilities** for your specific care episode or procedure

The Problem: High Cost Members are Concentrated and Complicated

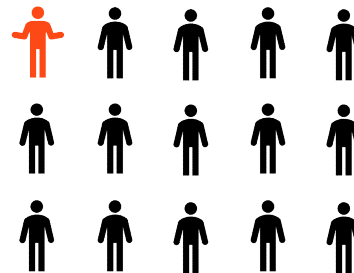
1 A small segment of the population drives the majority of costs

In a given year:
1% of members = 30% of spend
5% of members = 60% of spend¹



2 70% of high cost claimants won't be high cost next year

Of the top 5%, only one in five will be in the same cost category in the following year



Identify members whose **costs can be reduced** and **conditions can be improved**

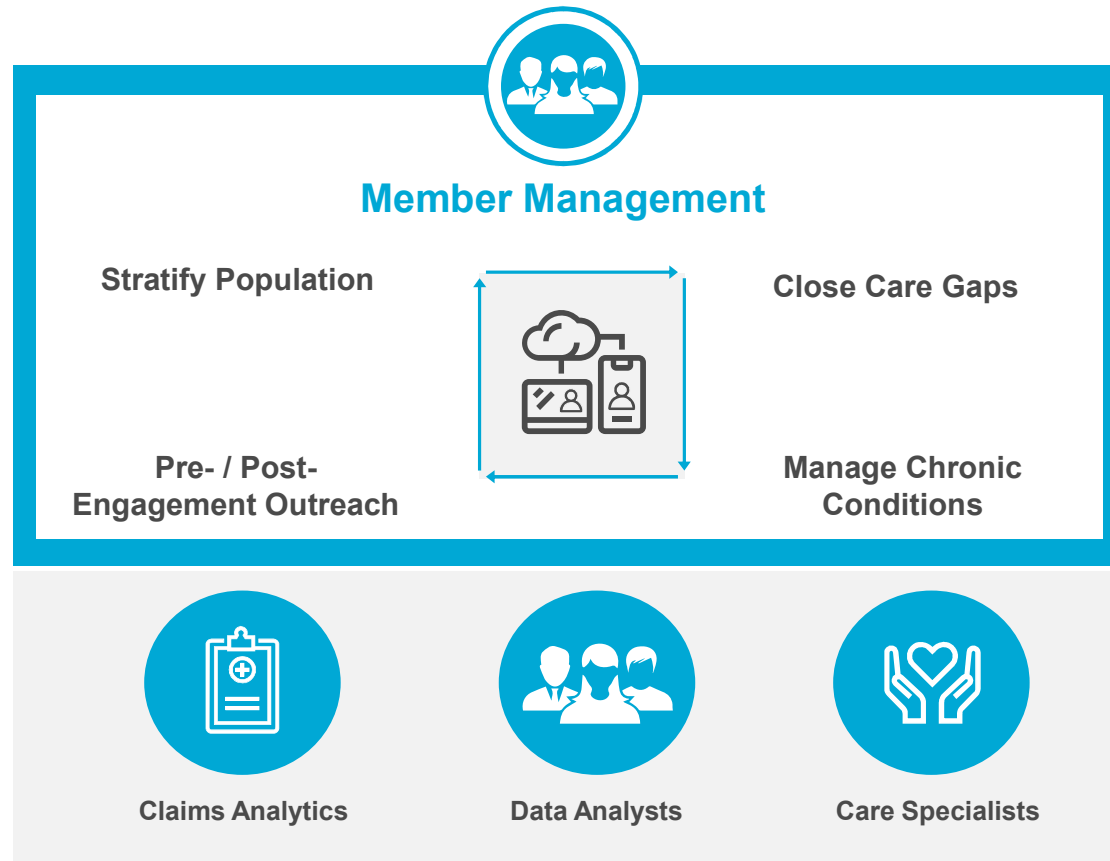
3 Only the remaining 30% of high cost claimants will remain high cost year over year

The Solution: Segmenting & Managing Members Proactively

1 A small segment of the population drives the majority of costs

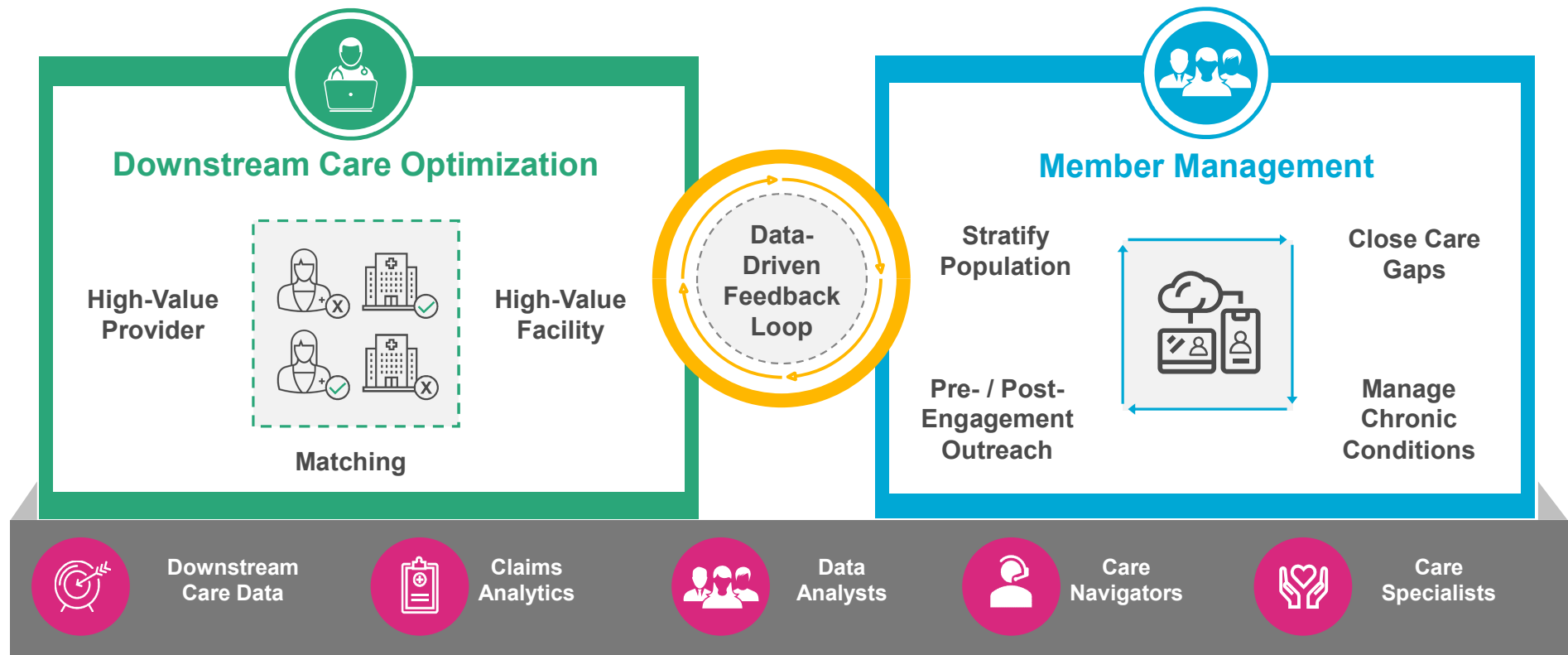
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Improve the member care journey through analytics and care coordination

Member Health Management



Data-driven, proactive approach to holistic primary care



Questions?

Premise Health[®]



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