

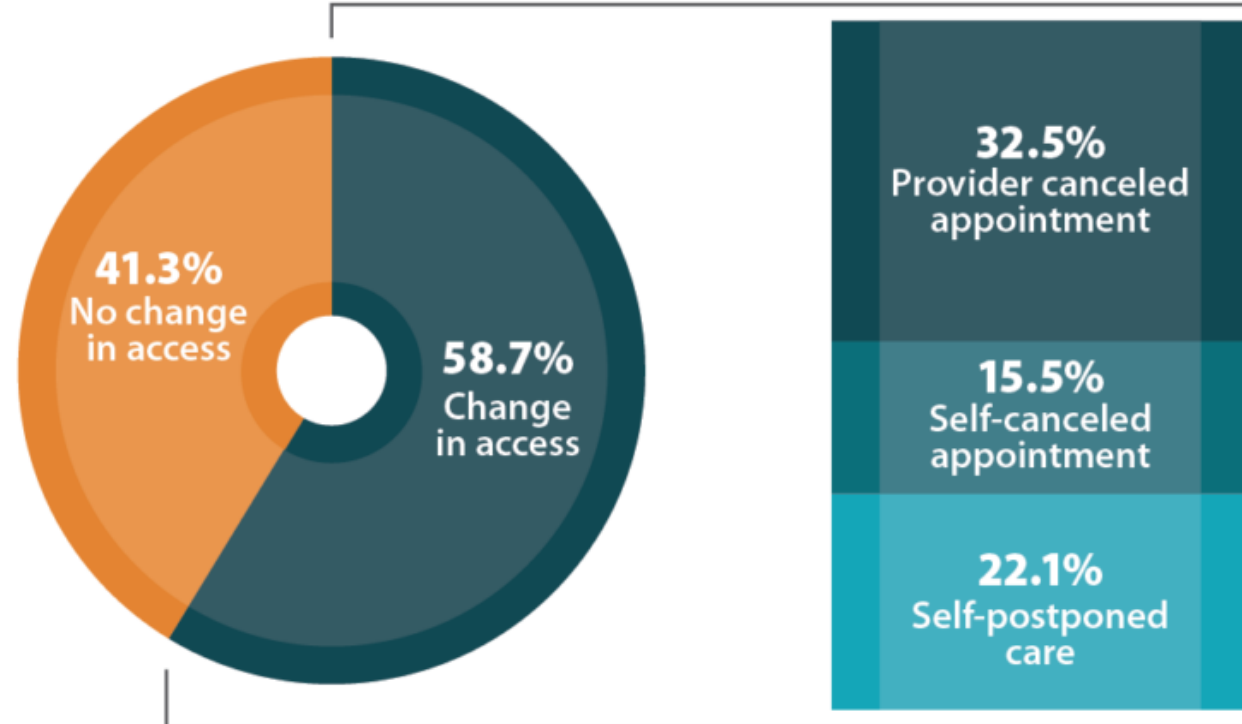
**MORE ACCESS
BETTER CARE
LOWER COST**





Impact of COVID-19 Pandemic on Healthcare Access

Figure 2. Impact of COVID-19 pandemic on health care access



Note: Because respondents could report multiple access-to-care impacts, the three sub-categories don't add up to the 58.7 percent who reported a change in access.

Source: SHADAC analysis of SSRS/SHADAC coronavirus survey (April 8-13, 2020).

benefitsPRO


7th ANNUAL
benefitsPRO
BROKER EXPO
VIRTUAL: MAY 16, 2021
IN PERSON:
AUGUST 18-19, 2021
THE GRIN LA COSTA | SAN DIEGO
REGISTER NOW

How advisors can help scale telemedicine utilization to save money and meet employee needs

The explosion of COVID-19 in the United States has changed the health care landscape as we know it -- and telemedicine is no exception.

By Deborah Pertsch | February 11, 2021 at 09:49 AM

Trending Stories
3 Social Security changes



Telemedicine offerings as part of comprehensive health care, as advisors worked with employers to keep health care costs down and meet the varied and changing needs of employees. However, a population covered by telemedicine actually utilized the services, and the offerings seemed like wasted health care dollars.

benefitsPRO

Commentary

How COVID-19 is redefining the role of on-site health centers

As it turns out, many of the benefits of on-site health centers have only become more essential in a post-COVID-19 world.

By Joe Dibella and Kristine Klepper | March 04, 2021 at 10:10 AM

Trending Stories
3 Social Security changes coming in 2021
Here's what's in the Senate's \$1.9 trillion stimulus bill
Latest stimulus bill includes health care premium relief
Born during a pandemic: COVID's impact on pregnant employees and their employers
Employers pivotal to vaccine acceptance and getting back to business



Often, on-site health centers allow for more meaningful interactions between patient and physician, and the focus on wellness and holistic health can foster trust that leads to better adherence to treatment.

On-site and near-site health centers have become a recognized resource for employers to connect employees to quality care while controlling health care costs. The concept of private, employer-based care delivered at the place of business has been gaining ground over the past several years.

Related: [Did COVID undo years of health plan cost-containment gains?](#)







IT'S ALL ABOUT MORE ACCESS

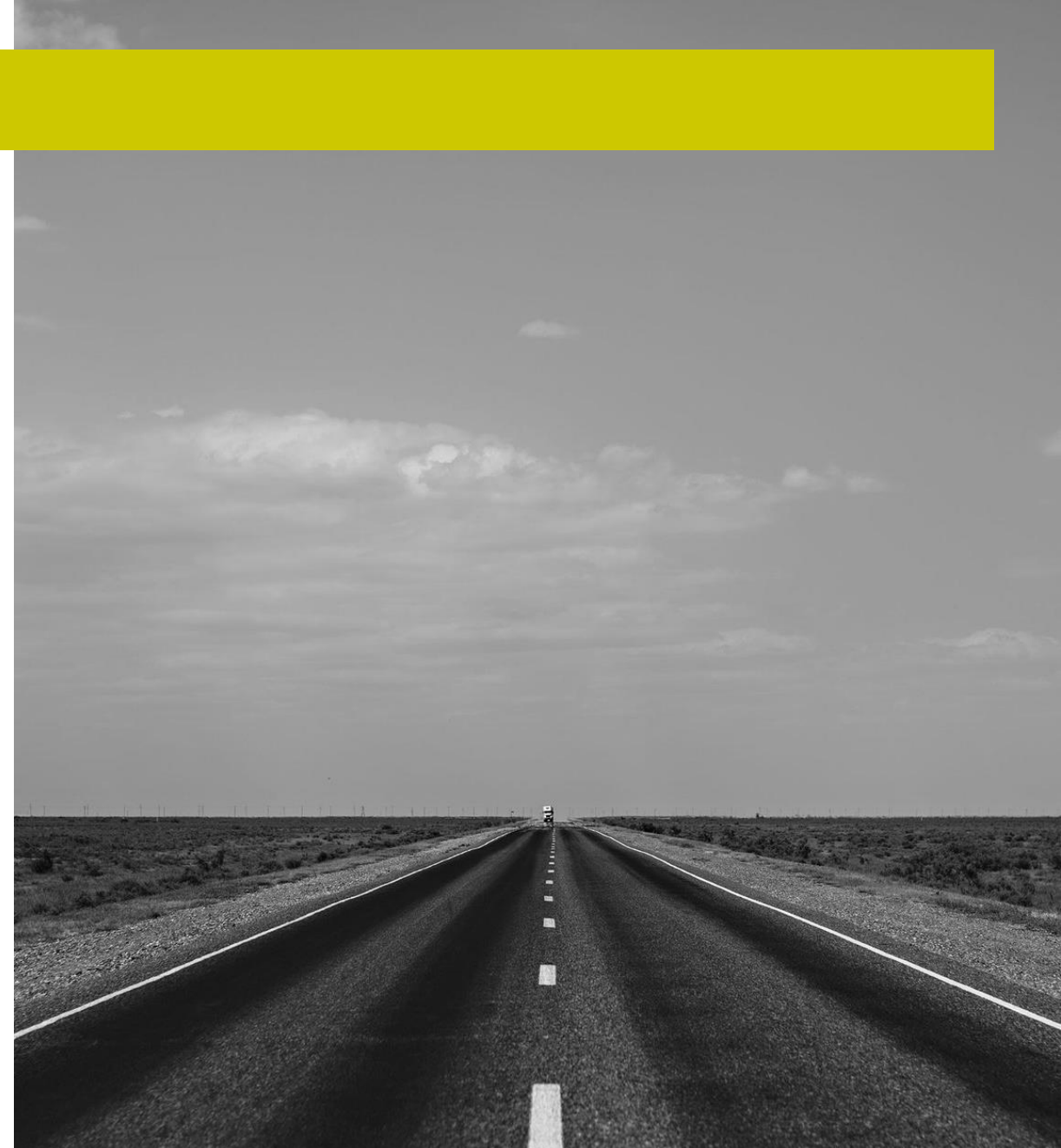
ELIMINATE THE EXCUSES

CHANGE THE STORY

IMPROVE THE QUALITY

Today's Journey

- ✓ Webinar is being **RECORDED**
- ✓ Questions:
 - **Q&A section**
- ✓ Value Creation – CALL TO ACTION
 - Wait to the end... it will be **WORTH IT**
- ✓ **SAVE THE DATE**
 - 3/25 = Employer Facing Webinar
 - Co-Market - Lead Generation



TRANSPARENT HEALTH BENEFITS



19-year employee benefits professional

12 years at large consulting house

\$3.5M+ personal production

Chief Growth Officer for **\$350M+** practice

Self-funding and health management **expert**

Creator of THB and disruptor of the status quo



LESTER J MORALES

Founder & CEO, Next Impact

Creator of Transparent Health Benefits

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(813) 784-1519

IT'S ALL ABOUT MORE ACCESS

OUR TOPIC

- ✓ VIRTUAL EXPANSION
- ✓ DIRECT PRIMARY CARE
- ✓ ONSITE/ NEAR SITE CENTERS

IT'S ALL ABOUT MORE ACCESS

OUR SPEAKERS



David Slepak

Executive Vice President

Akos



Dr. James Pinckney II

Founder & CEO

Diamond Direct Care



Dr. Nick Heinen

President/Co-Founder

Vestra Health

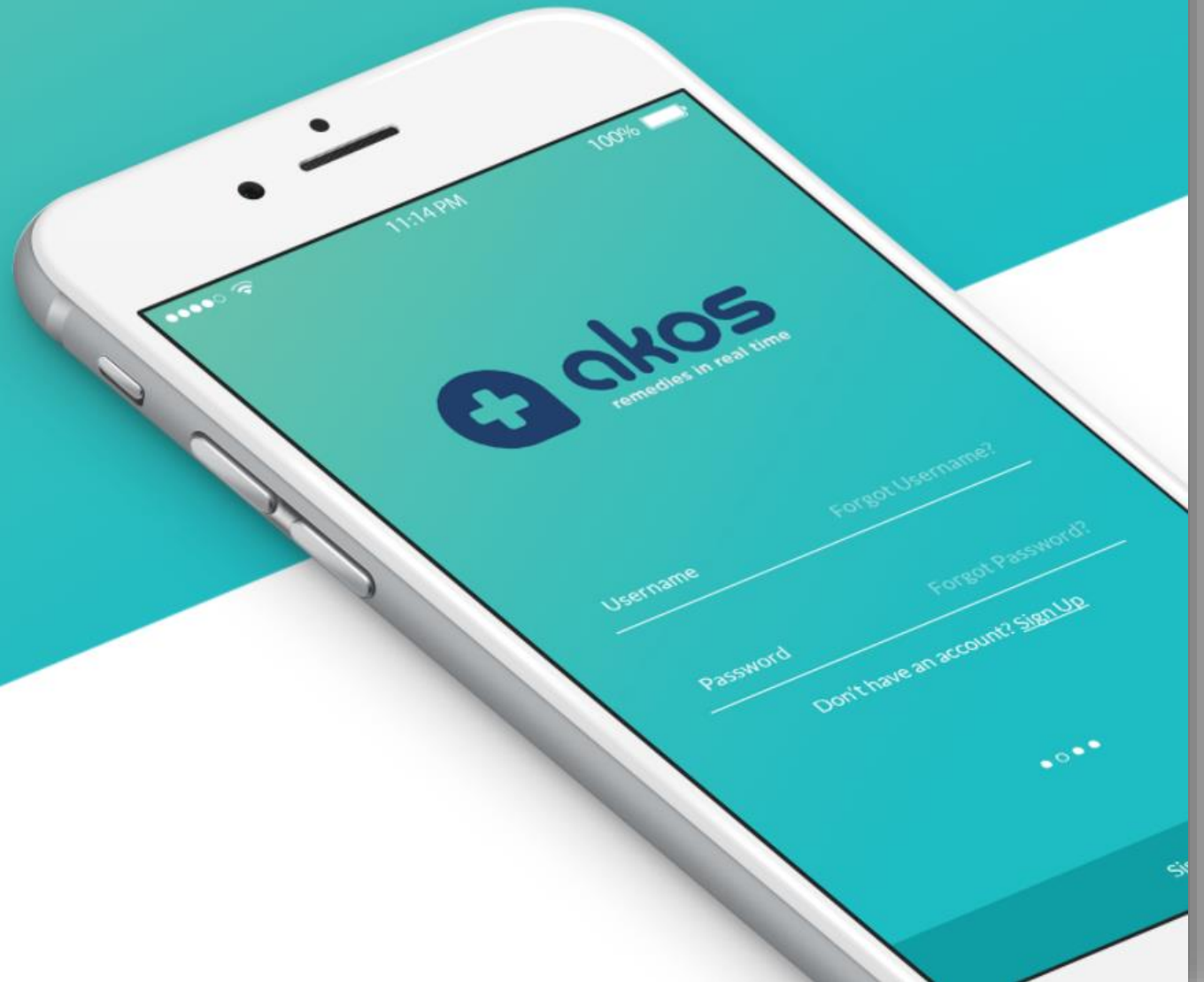


VIRTUAL EXPANSION



Modern medicine meets modern convenience

No commutes. No waiting rooms. Akos uses telemedicine so you can consult with a healthcare professional without the hassles of a physical visit.



Our Objective

To Deliver: Right Care, at the right Time, at the appropriate Location & Fair Price

Aligned with User & Purchaser

Conflicted Business Model

Entry Points Into the Healthcare System



- 1:1 with PCP
- Care Navigation / Referrals
- Chronic Disease Management
- Health Coaching
- 24/7 Virtual Urgent Care

Imaging 

Labs 

Specialist 

Emergency Room 

Urgent Care 

Specialist 

Hospital Stay 

Barriers to Care

- Time
- Money
- Transportation

- \$0 (Cost)
- Easy /Convenient
- Relationship
- Anytime
- Anywhere

Remove the Barriers

Health Care

Health Insurance

Akos Integrated Virtual Care Model

Employer Benefits Programs

- Customized and scalable
- Benefits wallet and Rx pricing
- Insurance eligibility checks
- Pricing models to accommodate unique needs
- Dedicated and comprehensive workers' compensation solution
- Direct Primary Care (DPC) capable



Connected Care Platform

- Health data consolidated in one unified record for care team
- Reporting and analytics to identify patients for proactive engagement
- Cloud-based, device agnostic communication and messaging
- Dedicated care navigator
- Data portability to share with provider

Care Delivery Ecosystem

Virtual Visit

- 24/7/365 availability
- On-demand virtual consultations
- Device agnostic
- Intuitive HIPAA-compliant platform
- Nationwide provider network

Medical Kiosk

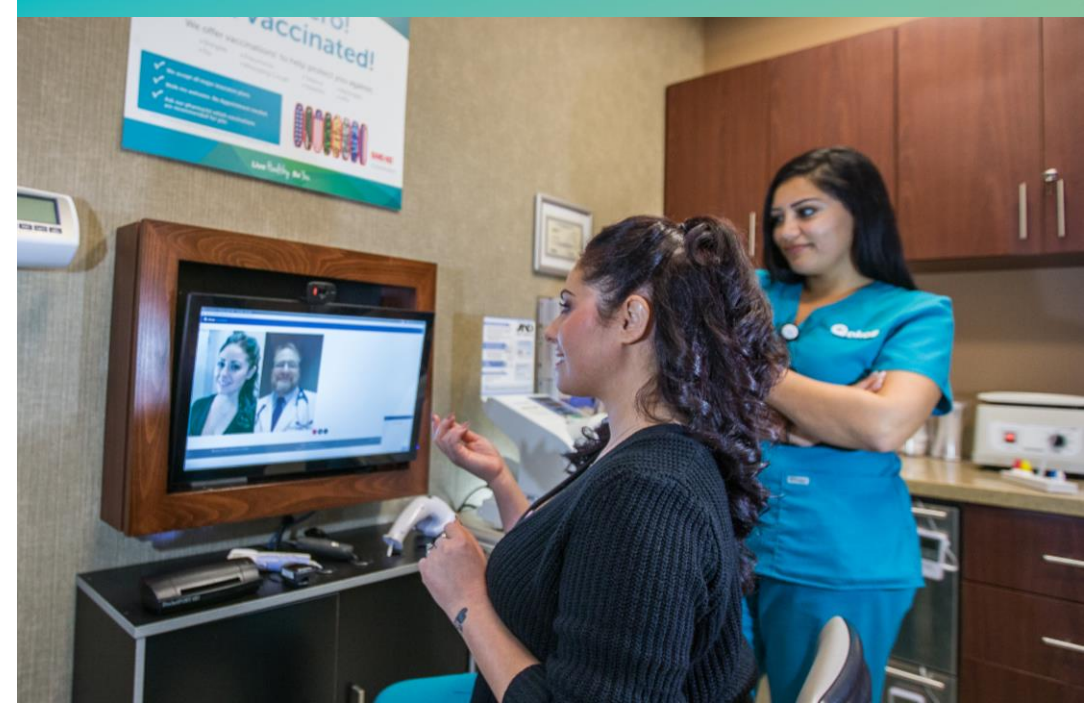
- AI/AR telehealth-enabled medical station
- Onsite MA/Phlebotomist
- FDA-approved peripherals
- Onsite labs/diagnostics
- Scalable for kiosk at employer facility

In-Person Provider Consult

- Referral for in-person consult if needed
- Multispecialty network
- Preferred direct contracting

Akos On-Site Med Clinic Extend Care for Vitals and Labs

- AI/AR-enabled medical station
- Patient continues self-examination with diagnostic tools to collect vital signs and other parameters
- AI software collects symptoms, identifies diagnostic possibilities and formulates treatment plan
- Remote provider assesses evaluation and confirms diagnosis and treatment plan
- Onsite phlebotomist performs common lab tests and diagnostics as needed
- Viable option for onsite or near-site kiosk
 - HIPAA-compliant space with internet access required
 - Current staff with minimal medical experience can operate




Comprehensive Care Management Portal

- Effectively guide patients on care journey
- Evaluate need for additional team members
- Understand patient needs and risks with a unified view of patient health plan
- Assessments help employers, providers and payors evaluate needs and risks
- Health data consolidated in one unified record for care team


Care Team

[Add Care Team Member](#) | [Recommend Care Team Member](#)




Cardiologist
OhioHealth
Philip Coffman

Phone: (793) 361-9098
Fax: (673) 700-4230
680 Balistreri Via
Dublin, OH 43217




Dentist
Ohio State Dental Clinics
Sam Hubsworth

Phone: (624) 927-8981
Fax: (779) 890-0200
62300 Elisha Rue Apt. 273
Dublin, OH 43217




Endocrinologist
Center for a Healthy Life
Jackson Tremont

Phone: (626) 691-9431
Fax: (795) 617-0150
845 Robel Locks
Grove City, OH 43210




Patient Care Navigator
Healthy Life Clinic
Nancy Green

Phone: (584) 385-4976
Fax: (446) 856-9272
668 Collin Trail
Grove City, OH 43210



Pharmacist
CVS Pharmacy
CVS Pharmacy

Phone: (936) 497-0139



Primary Care Provider
Center for a Healthy Life
John Smith

Phone: (614) 226-7500

Care Plan

[Index](#) | [Update Care Plan](#)

Show 25 entries

| Problem | Date | Notes | Related Items | Provided By | |
|-------------------|------------|----------------------------|---------------|-------------|---|
| Alcohol Use | 04/06/2019 | View Notes | | CT | Edit Delete |
| Chest pain | 10/06/2018 | Add Notes | | CT | Edit Delete |
| Diabetes | 02/15/2018 | Add Notes | | P | Edit Delete |
| Dizziness | 01/28/2018 | Add Notes | | CT | Edit Delete |
| General Health | 04/06/2019 | View Notes | | CT | Edit Delete |
| Head pain | 03/09/2018 | Add Notes | | P | Edit Delete |
| Nutrition | 04/06/2019 | View Notes | | CT | Edit Delete |
| Personal Security | 04/06/2019 | View Notes | | CT | Edit Delete |

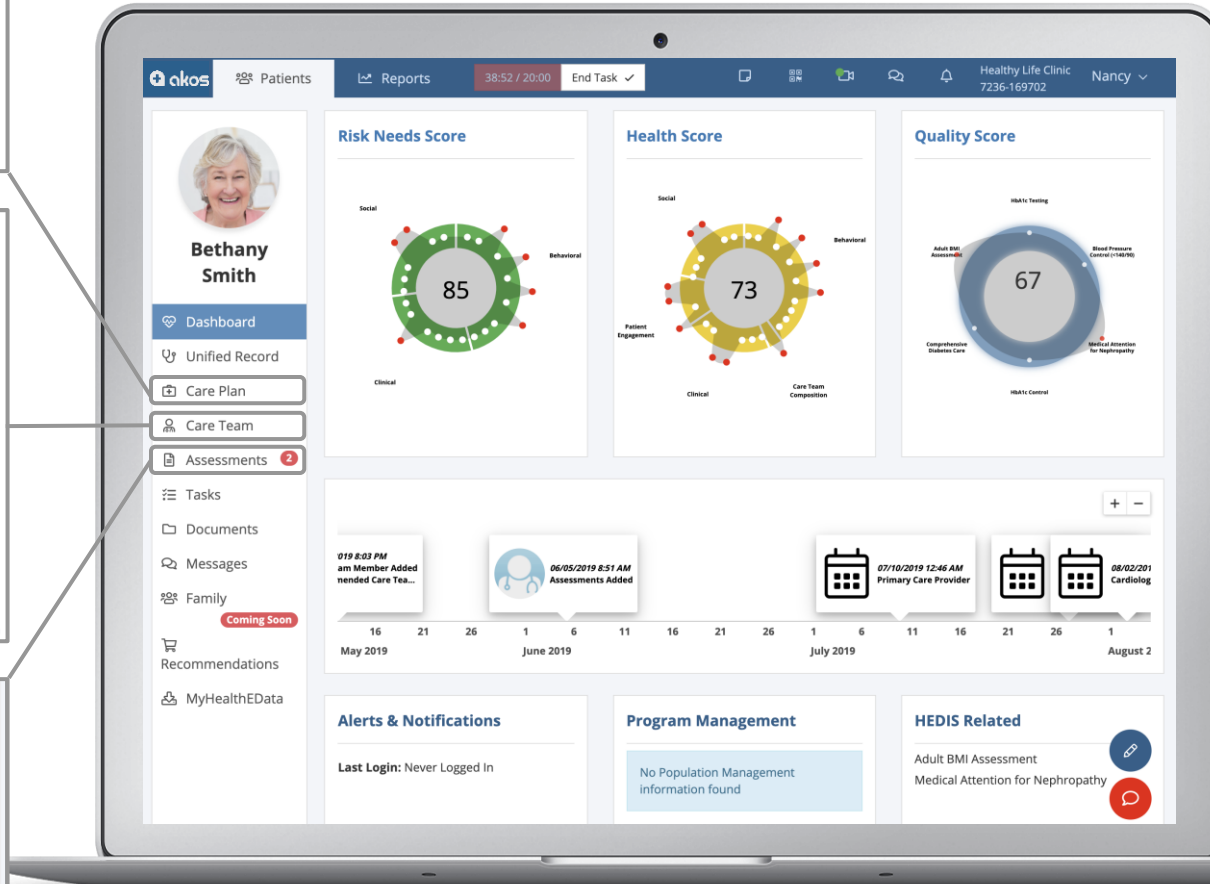
Assessments

[Search...](#) [Create](#)

Completed Assessments

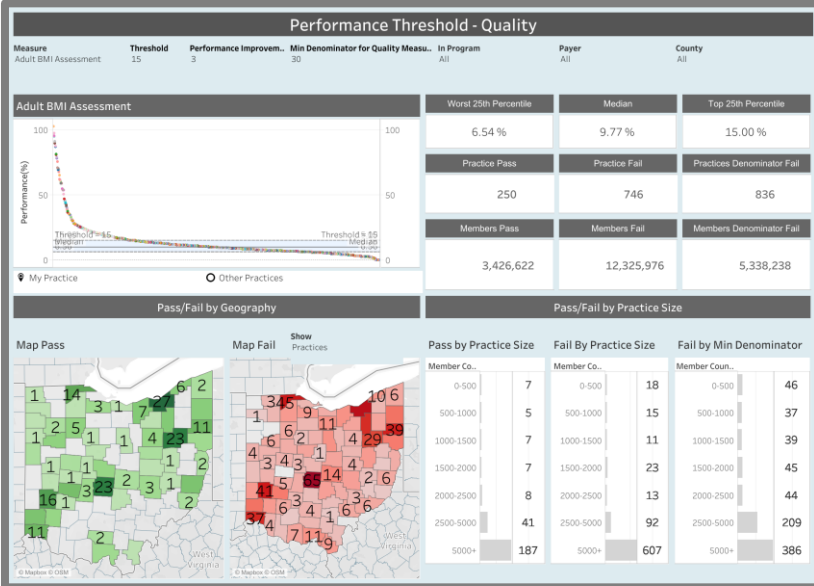
Show 10 entries

| Assessment | Created By | Created On | Completed By | Completed On | Status | |
|-------------------------------------|------------|--------------------|--------------|--------------------|-------------|--|
| SOAR Assessment | CT | 04/06/2019 2:27 AM | | | In Progress | View Continue Delete |
| Health Risk Assessment | S | 06/05/2019 8:51 AM | | | Not Started | View Start Delete |
| Health Risk Assessment | CT | 04/06/2019 2:27 AM | John Smith | 04/06/2019 2:27 AM | Completed | View Delete |
| Are You at Risk for Type 2 Diabetes | CT | 04/06/2019 2:27 AM | Miranda Yang | 04/06/2019 2:27 AM | Completed | View Delete |

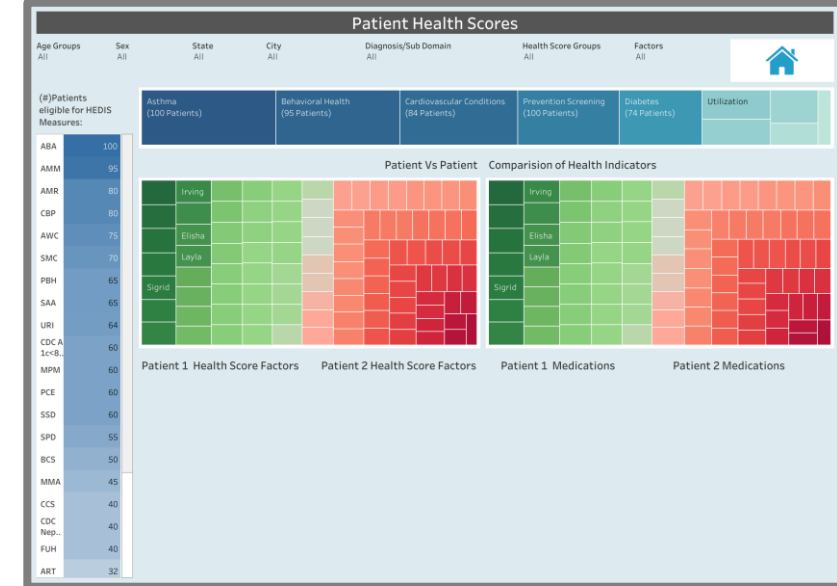


The main dashboard for patient Bethany Smith displays the following components:

- Header:** akos Patients | Reports | 38:52 / 20:00 | End Task | Healthy Life Clinic | Nancy
- Left Navigation:** Dashboard, Unified Record, Care Plan, Care Team, Assessments (2), Tasks, Documents, Messages, Family (Coming Soon), Recommendations, MyHealthEData
- Scorecards:**
 - Risk Needs Score:** 85 (Social, Behavioral, Clinical)
 - Health Score:** 73 (Social, Behavioral, Patient Engagement, Clinical, Care Team Competition)
 - Quality Score:** 67 (HbA1c Testing, Adult BMI Assessment, Blood Pressure Control, Medical Attention for Nephropathy, Comprehensive Diabetes Care, HbA1c Control)
- Timeline:** 019 8:03 PM am Member Added needed Care Tea... | 06/05/2019 8:51 AM Assessments Added | 07/10/2019 12:46 AM Primary Care Provider | 08/02/201 Cardiology
- Alerts & Notifications:** Last Login: Never Logged In
- Program Management:** No Population Management information found
- HEDIS Related:** Adult BMI Assessment, Medical Attention for Nephropathy



Reporting & Analytics



Payor Dashboard

Assesses provider performance against quality and P4P metrics

Researcher Dashboard

Side-by-side comparisons of care pathways and plans

Provider Quality Dashboard

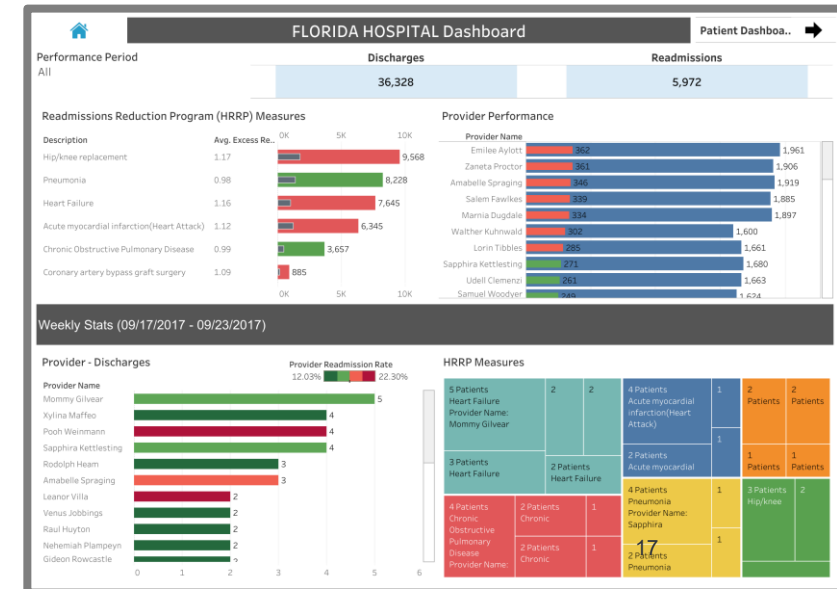
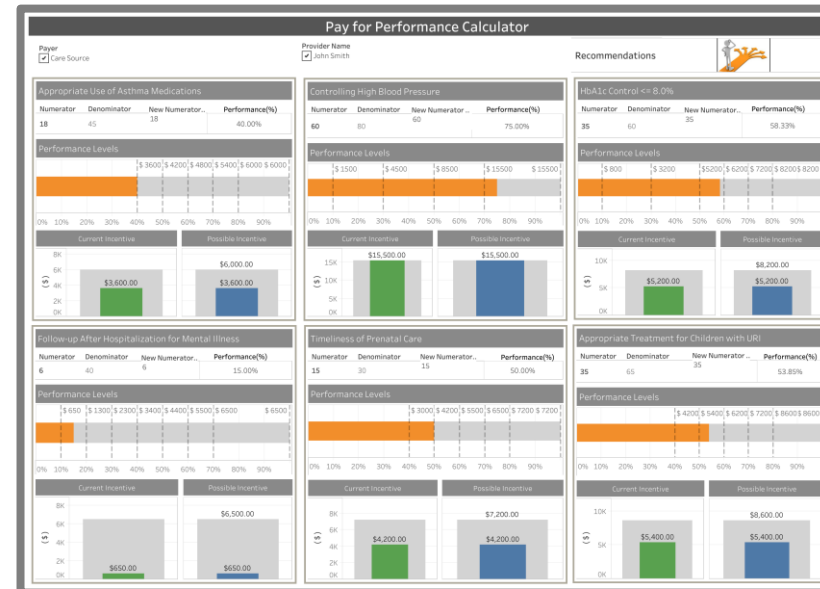
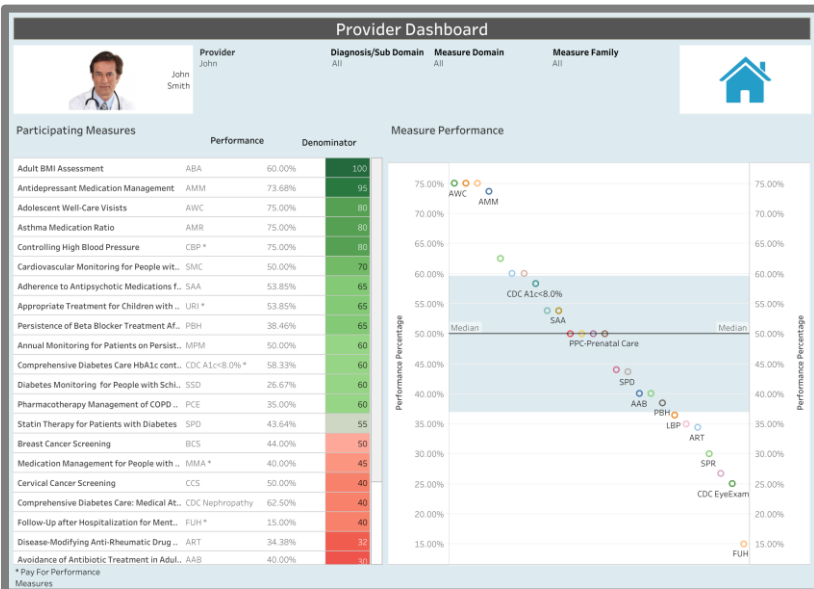
Monitors provider performance against defined metrics

Provider P4P Calculator

Assesses quality metrics on level of effort

Hospital Readmission Dashboard

Identifies trends to reduce readmissions



Affordable On-Site Care

Example 500 EE Group

| | | Monthly Total Cost |
|-------------------|-----------------------|--------------------|
| Equipment | \$20,000 (over 2 yrs) | \$833.33 |
| Medical Assistant | \$37,500 yr | \$3125.00 |
| Akos VPC Plus | \$48 PEPM | \$24,000 |

- Virtual DPC
- Care Navigation
- Chronic Disease Management
- On-Site Access
- Population Health

\$56 PEPM

+/- \$54.25 PEPM

Simple Math:

75% participation (376)

50% EE / 50% F

\$450 EE

\$1600 F

Total Spend \$4.6M

@ 7.5% = \$4.50

@ 10% = \$312

\$117,000 savings

DIRECT PRIMARY CARE

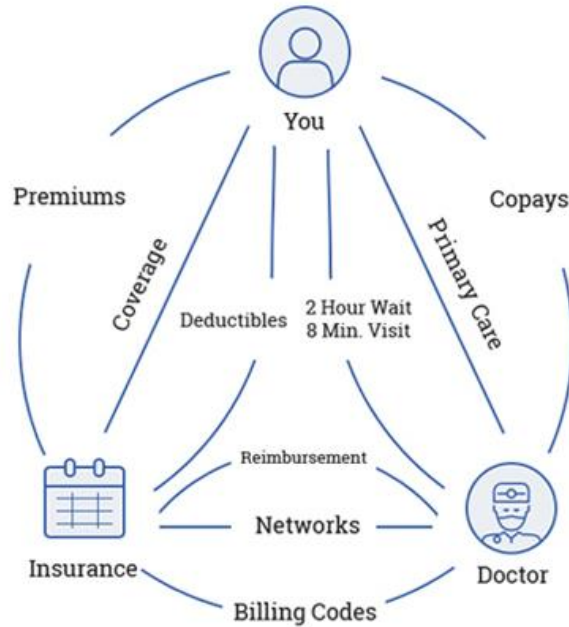
 **diamond**[®]
Direct Care

DIRECT PRIMARY CARE

- ✓ **Founded in 2012**
- ✓ **Membership Medicine | Direct Primary Care**
- ✓ **Serving DFW Metroplex for 7 years**
- ✓ **Deliver Exemplary Care to 3,000 Lives | 27 Small Businesses**
- ✓ **4 Diamond Physicians Locations | 7 Physicians**
- ✓ **14 Diamond Direct Care Locations | 17 Medical Providers**

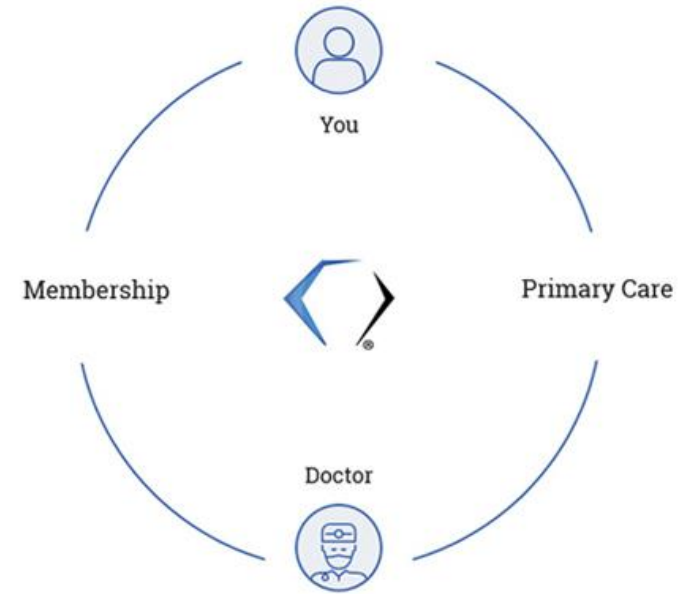


DIRECT PRIMARY CARE



Old Primary Care

VS



New Primary Care

DIRECT PRIMARY CARE

Don't be a Pawn in the Insurance Game.



DIRECT ACCESS

Direct Access To Your Doctor
Via E-mail And Text



NO WAIT TIME

Virtually Zero Wait Time And
Unlimited Visits With Your
Provider



ISSUES ADDRESSED

Issues Addressed
Immediately



ZERO COPAY

Unlimited Visits At A Cost Of
Less Than A Cup Of Coffee A
Day With Zero Copay.



UNLIMITED URGENT CARE

Virtually Zero Wait Time And
Unlimited Visits With Your
Provider



DEEP DISCOUNTED LAB

Deeply discounted prices with
local lab, medical imaging
partners and pharmacies.

DIAMOND SOLUTIONS IMPLEMENTATION TIMELINE



ONSITE CLINICS



Transparency at Work



Why Onsite?



Cost Containment

Medical Claims
Productivity
Pharmacy Spend
Adherence
ER Over-Utilization
Specialist
"Surprise Billing"



Onsite Benefits

Employee Engagement
Compliance with Chronic Medical Conditions
Accessibility & Affordability
Recruitment & Retention
Enhanced Service & Personalized Care

A young woman with long dark hair is hugging an elderly woman with short grey hair from behind. They are both smiling and looking at a laptop screen. The young woman has her arms around the elderly woman's shoulders. The elderly woman is wearing a green sweater and a striped shirt. The young woman is wearing a white top. The background is a simple room with a wooden chair and a window. The entire image has a blue overlay.

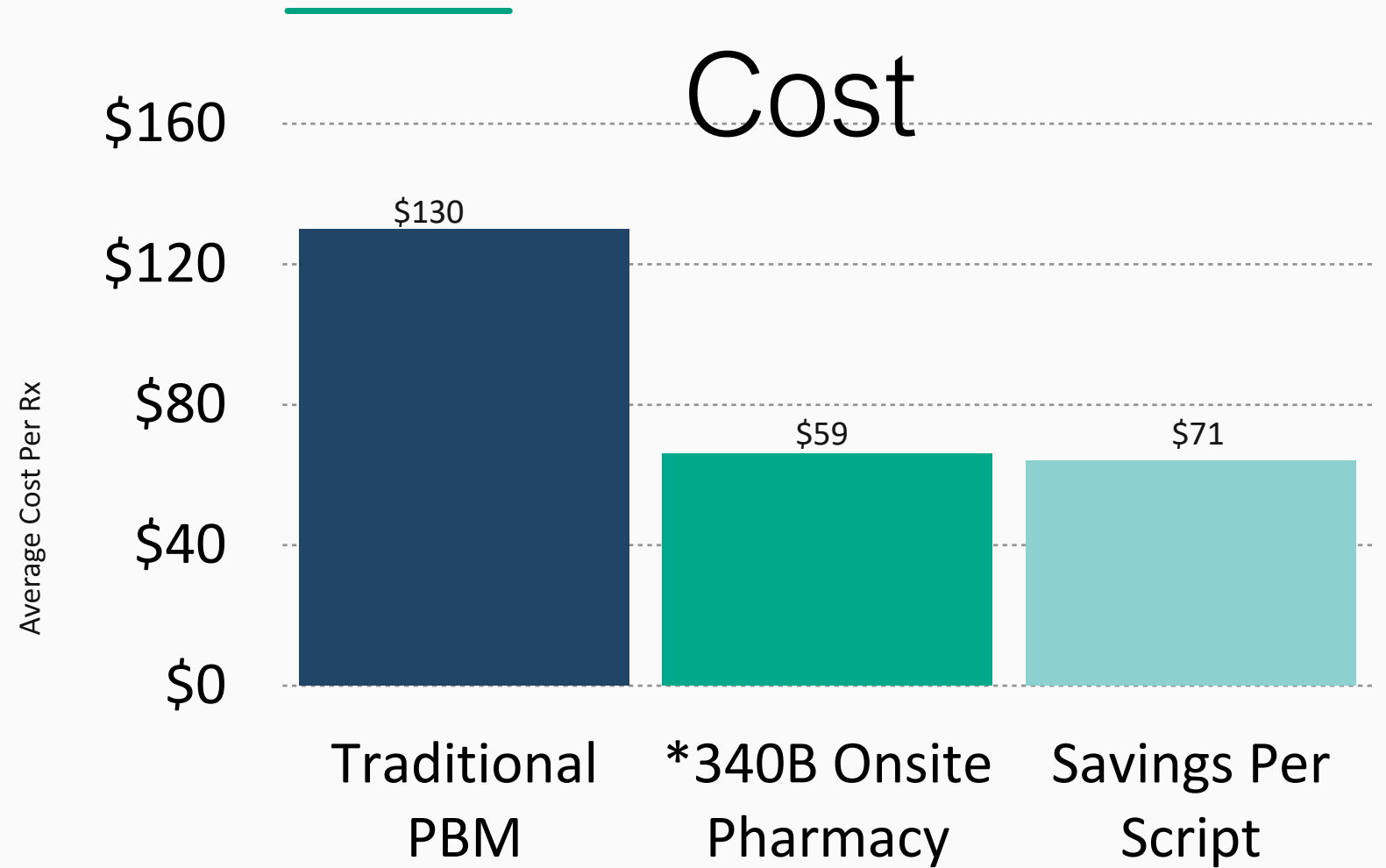
A Look at the Savings



Onsite Pharmacy Savings

Pharmacy

*Cost for onsite includes operation cost and ingredient cost

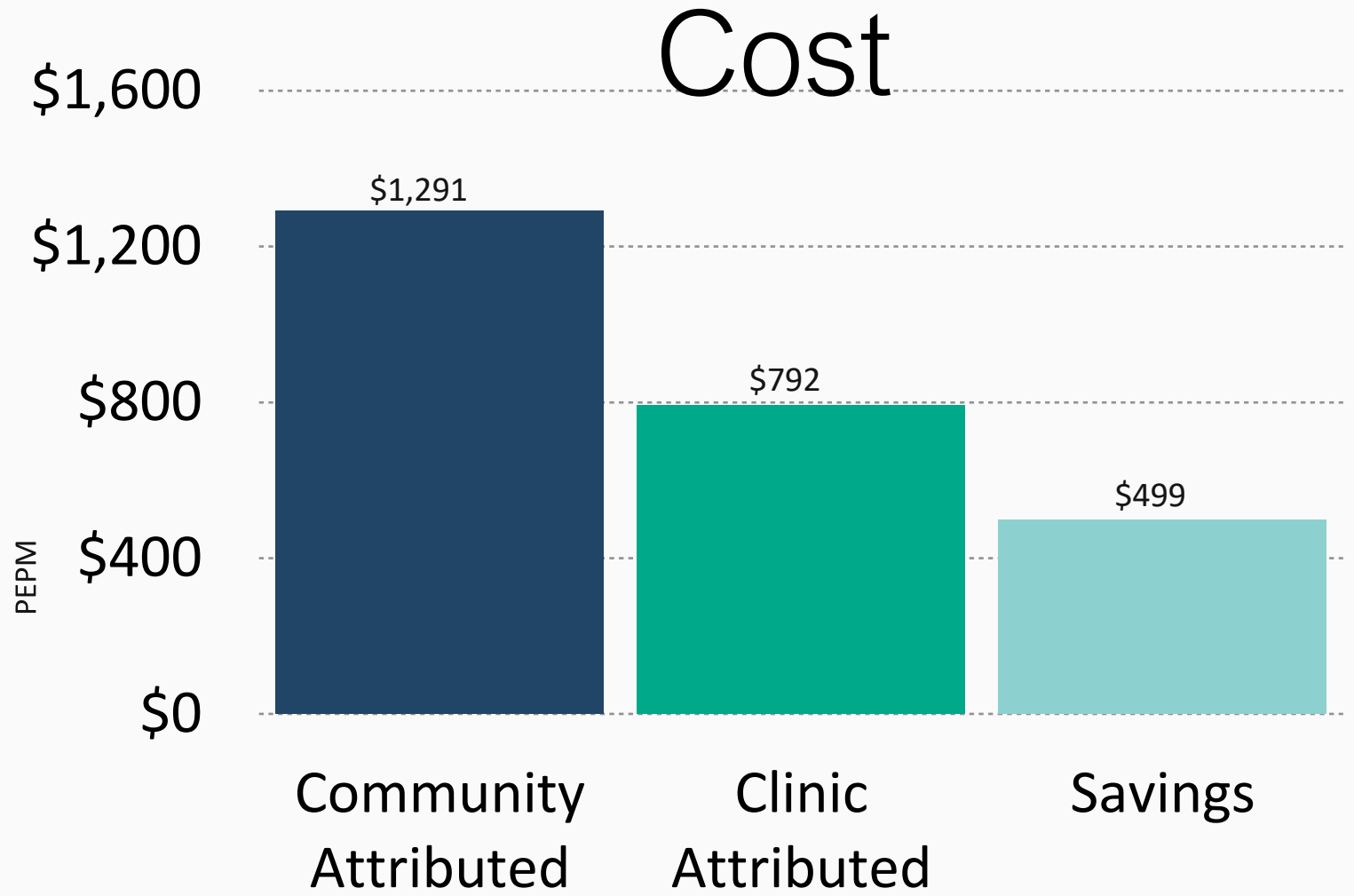




Attributed Savings

\$499 Savings PEPM for Clinic Attributed Patients vs Community

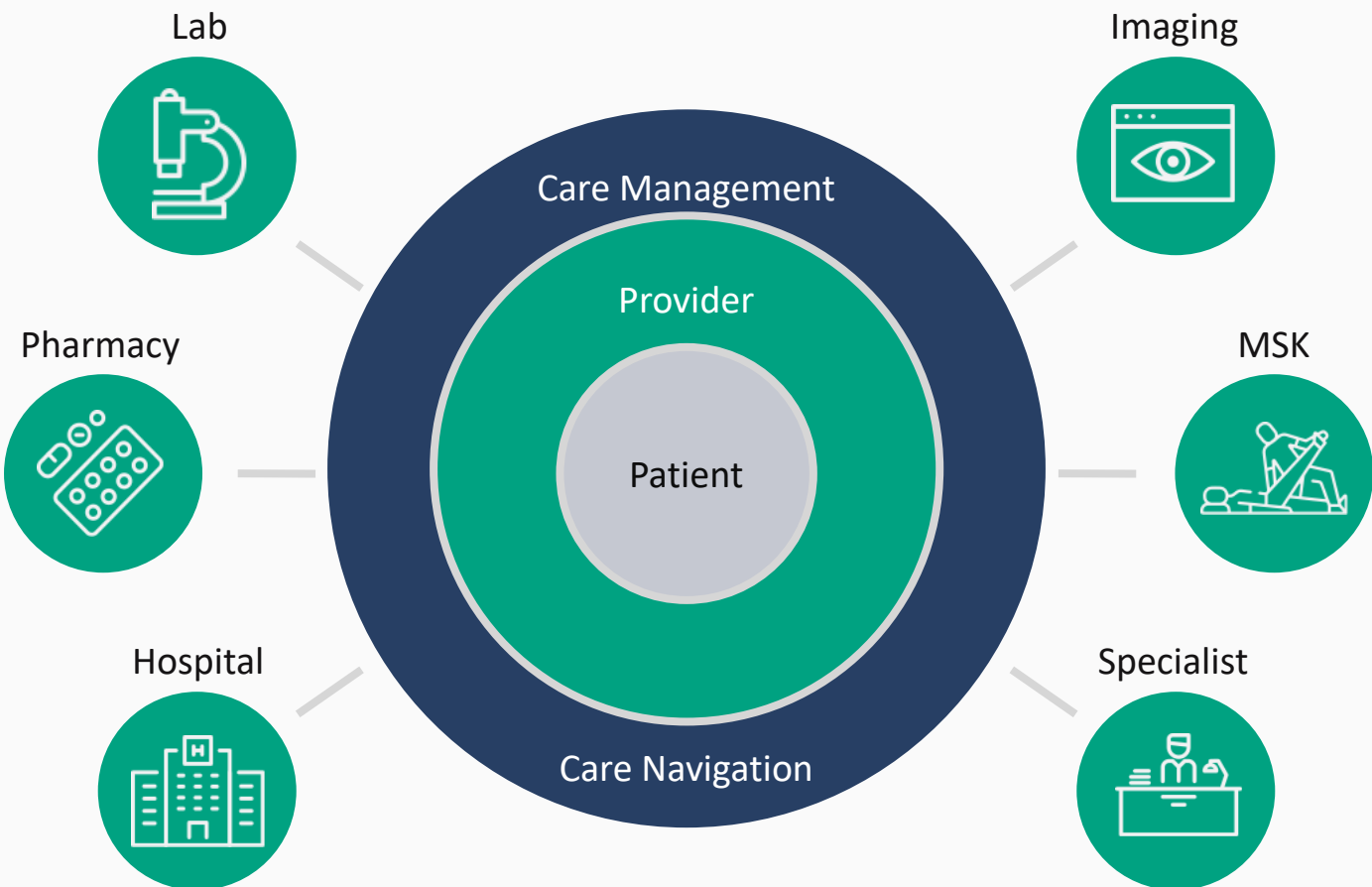
Onsite Clinic Savings





How do we do it?

Onsite Optimization



Traditional vs Transparent Pass-Through PBM

Traditional PBM

Retain Network Spread Pricing

Retain Rebates

No disclosure of revenue streams

Approximately 30 hidden revenue streams

Limited access to RX Claims Data

Rigid Formulary

- Adjusted Bi-Annually

Pass-Through PBM

No Spread Pricing

Pass-through of rebates (less admin fees)

No mark-up on cost of drugs

Full disclosure of revenue streams

Administration fee only

Full access to RX Claims Data

Custom Formulary

- Flexible Adjustment



QUESTIONS?

MY MOM SAYS THE ONLY STUPID QUESTION
IS THE ONE NEVER ASKED

A person in a dark suit is holding a glowing lightbulb. The lightbulb is the central focus, emitting a warm, yellow light. The person's hands are visible, holding the base of the bulb. The background is dark and slightly blurred, showing the texture of the suit.

PARTING SHOTS

If you only do 1 thing...

VIRTUAL EXPANSION



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diamond[®]
Direct Care

ONSITE CLINICS



Dr. Nick Heinen - President/Co-Founder

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nick.heinen@vestrahealthcare.com



TRANSPARENT HEALTH BENEFITS

More Access To Care For The WIN

LIVE EMPLOYEE HEALTH BENEFITS WEBCAST



Dr. James Pinckney II, David Slepak, Dr. Nick Heinen

FEATURED PANELISTS

THURSDAY, MARCH 25
2:00 PM ET



LESTER J MORALES

Founder & CEO, Next Impact

Creator of Transparent Health Benefits

lester.morales@nextimpactllc.com

(813) 784-1519

Thank You



CHANGE STARTS WITH YOU

