

Converging Health[®]

Saving Money **Improving Lives**



Adding Years to the Life and Life
to the Years

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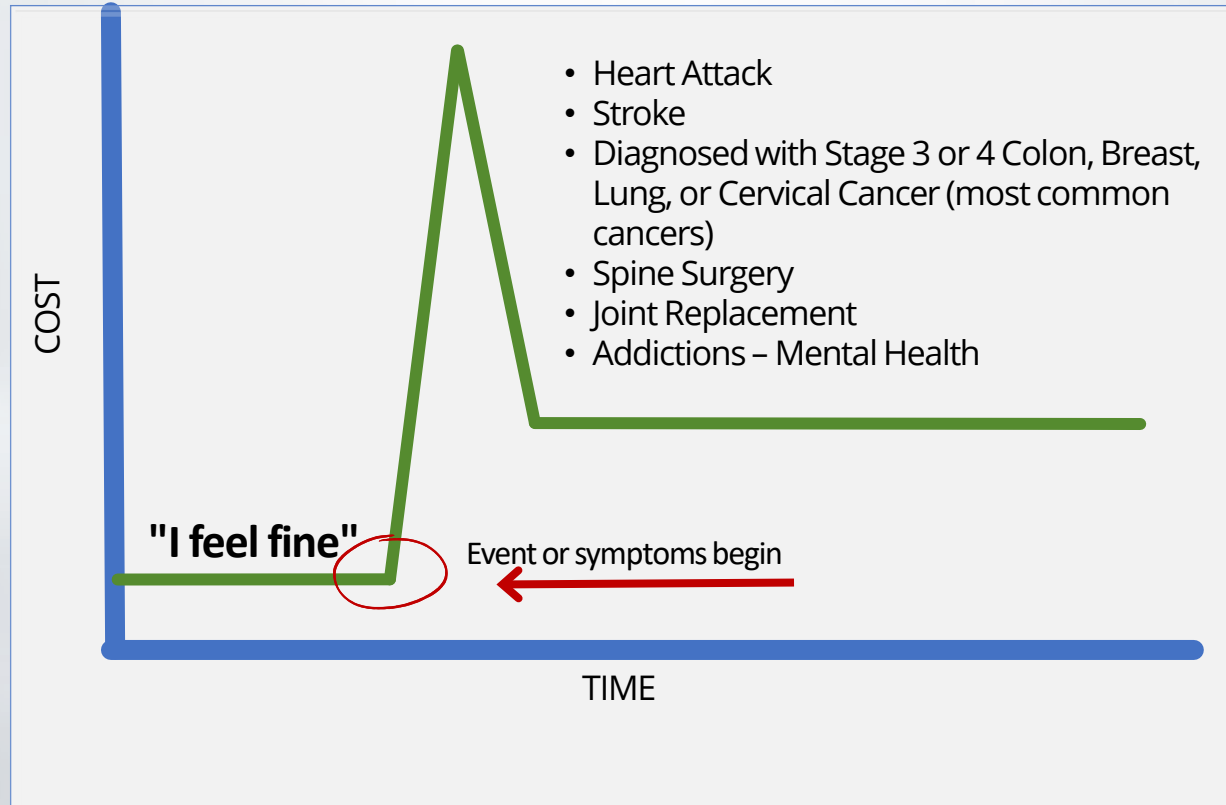


How Do
You
Feel?

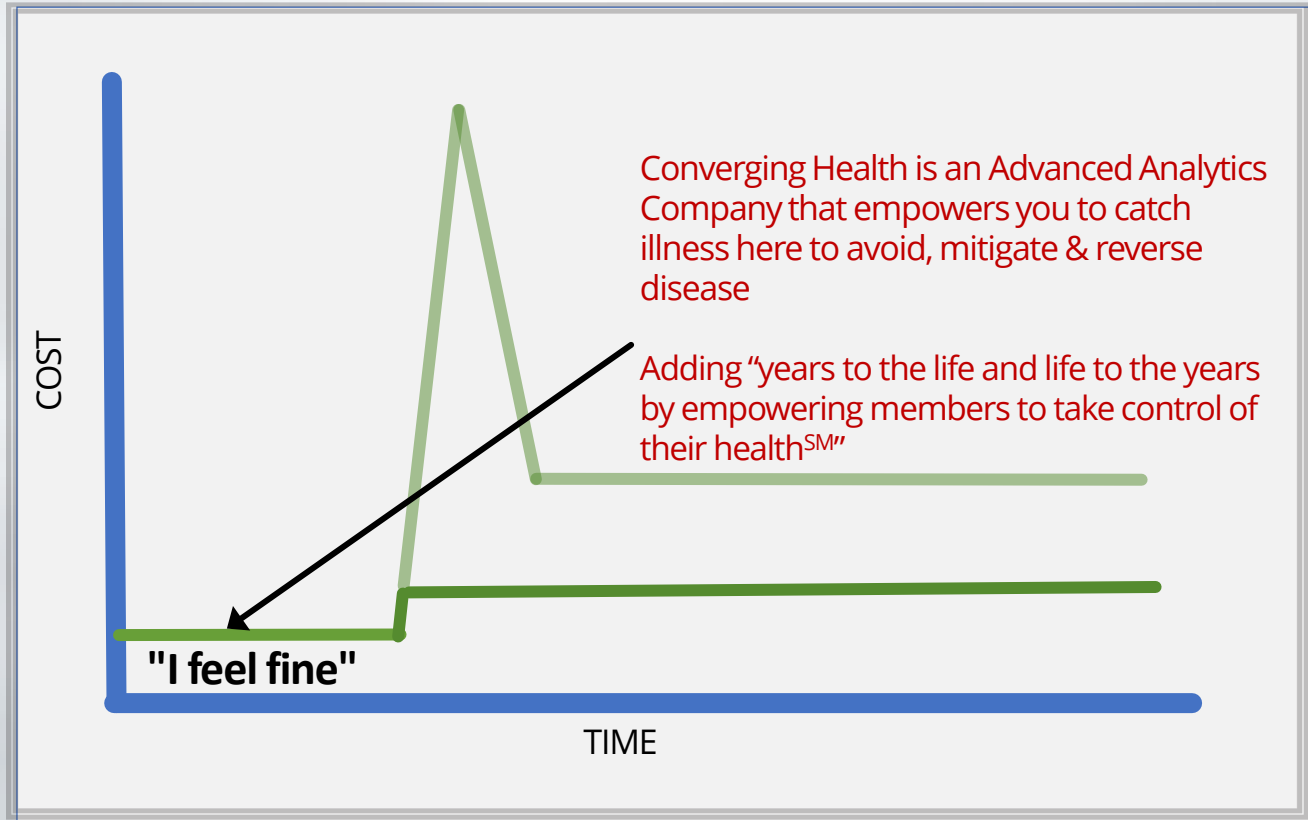
Are You
Healthy?




US Healthcare 2024



What Converging Health Does

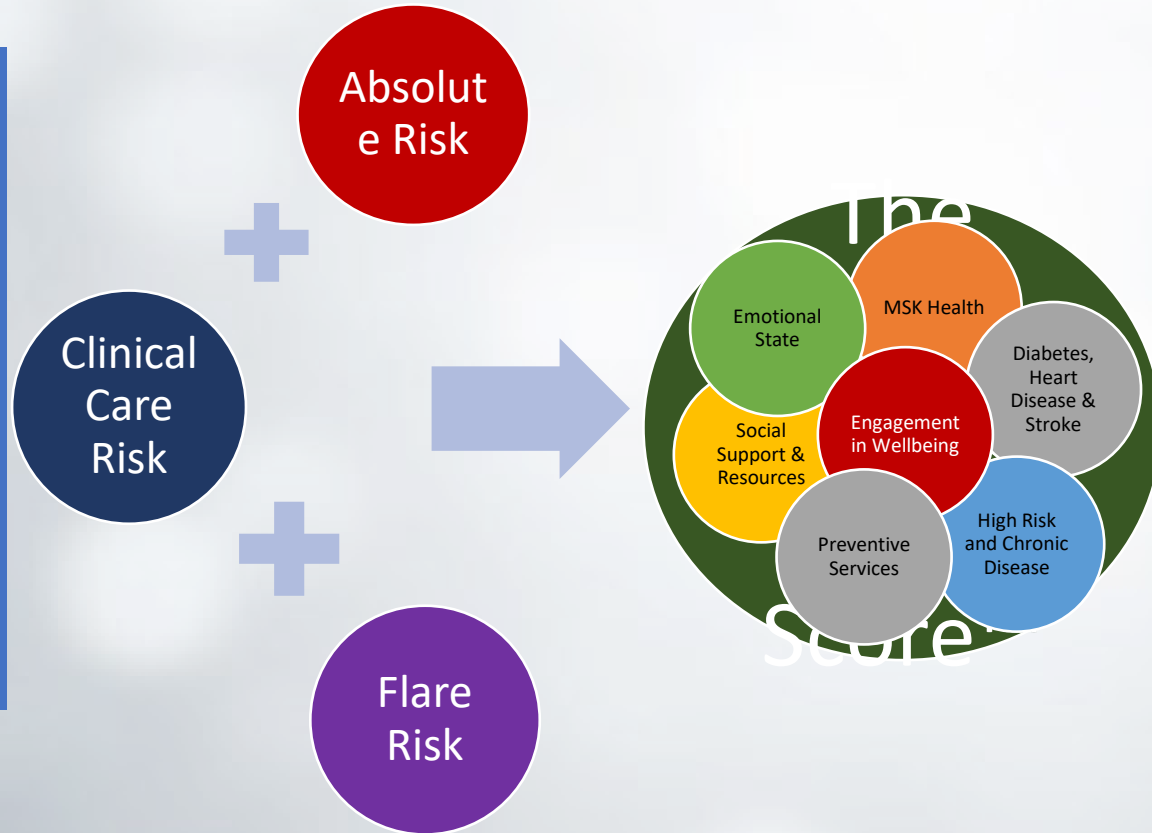


A young girl with curly hair is sitting on a man's shoulders. Both are laughing joyfully. The man is wearing a red jacket and has a beard. The girl is wearing a grey hoodie. They are outdoors with a blurred background of green foliage.

*“Adding years to
your life and life to
your years”*

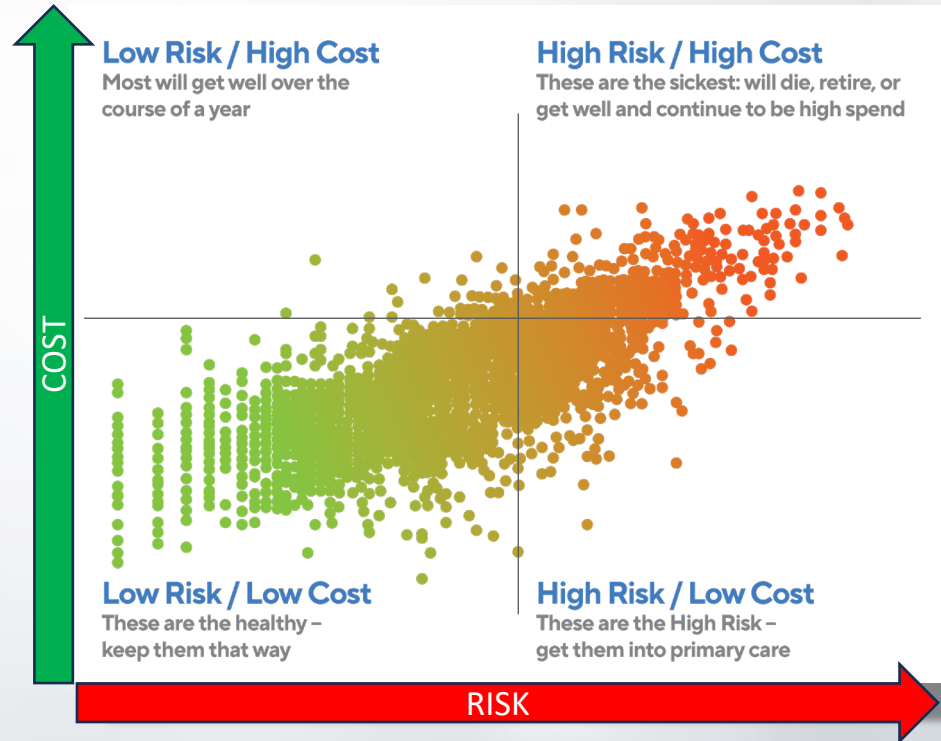
**HOW
CONVERGING
HEALTH
DOES IT**

The Whole Person Risk Score™



Vision Hawk™ : Predictive & Actionable Analytics

- We map your members into Risk Quadrants based upon their Whole Person Risk Score (WPRS)
- We show the average PMPY cost by quadrant
- We identify the High-Risk Low Cost (HRLC) population that will become High Cost
- We provide actionable insights on how to engage those members and guide them to appropriate care
- We track the migration patterns and trended WPRS's that predict qualitative and financial outcomes



A Whole Person Perspective

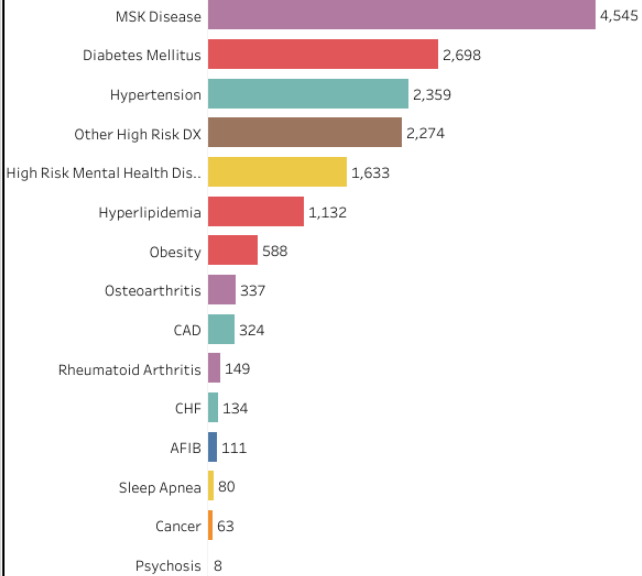


Focuses Resources & Actions

Understanding Chronic Health Challenges

Disease Prevalence

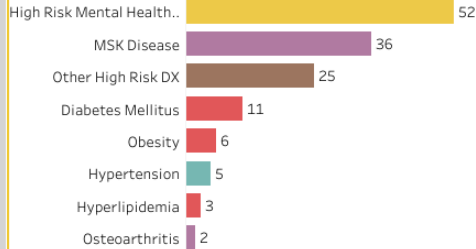
36% of Members have a Chronic Disease



The Whole Person Risk Score™

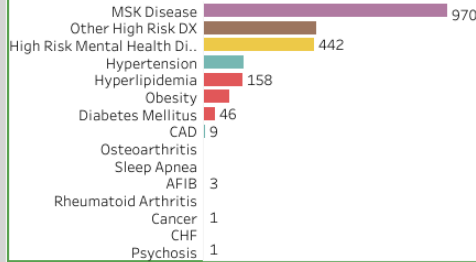
Low Risk / High Cost - LUQ

52% of Members have a Chronic Disease



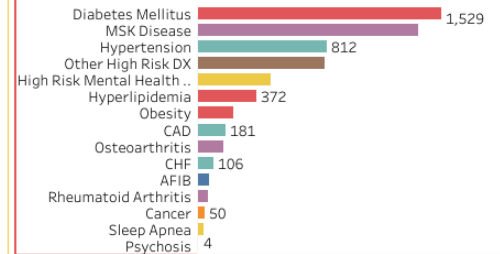
Low Risk / Low Cost - LLQ

13% of Members have a Chronic Disease



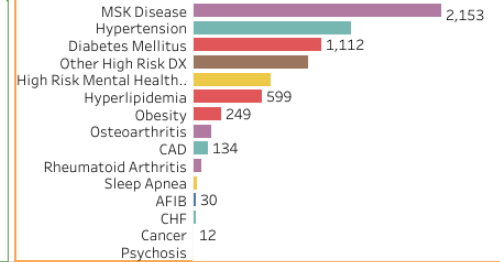
High Risk / High Cost - RUQ

88% of Members have a Chronic Disease



High Risk / Low Cost - RLQ

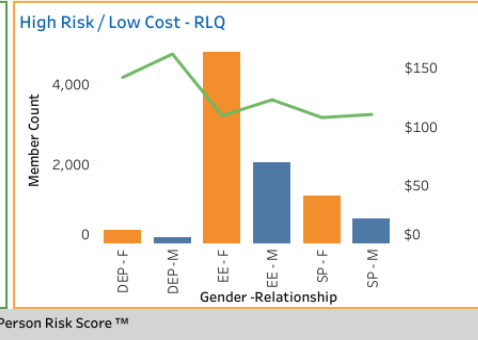
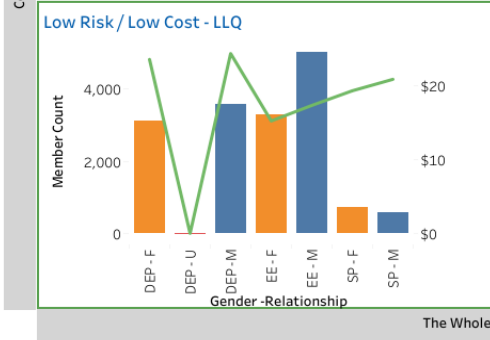
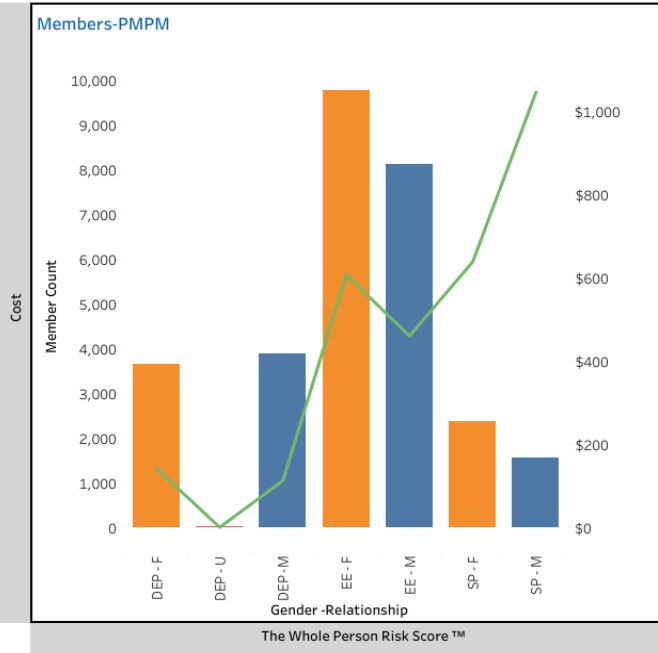
57% of Members have a Chronic Disease



The Whole Person Risk Score™

Understanding Chronic Health Challenges: Chronic and mental health challenges are associated with 90% or more of healthcare costs. Understanding which conditions to make sure members have access to appropriate care resources is important. Common conditions are common and making sure to have resources to raise health literacy and to support members staying engaged to reduce or manage their conditions.

Number and Cost of Members by Relationship Class



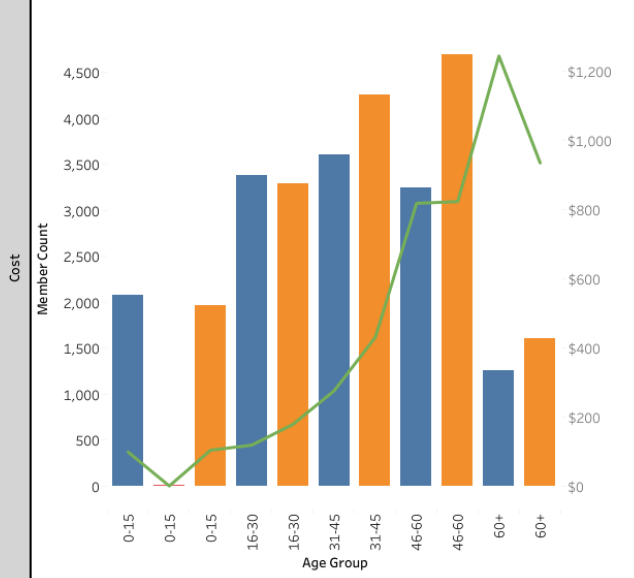
Number and Cost of Members by Relationship Class: It is common to see the total cost of care is higher for employees but the cost for each member is higher for spouses. These graphs show by risk level who is spending the most money.

Member Gender	Relationship	Total Count of Members				PMPM			
		LLQ	LUQ	RLQ	RUQ	LLQ	LUQ	RLQ	RUQ
Female	DEPENDENT	3,125	66	337	125	\$24	\$1,973	\$141	\$2,141
Female	EMPLOYEE	3,283	18	4,773	1,699	\$15	\$1,053	\$109	\$3,151
Female	SPOUSE	723	5	1,190	451	\$19	\$1,178	\$107	\$3,029
Male	DEPENDENT	3,569	74	167	73	\$24	\$1,537	\$161	\$2,850
Male	EMPLOYEE	5,034	40	2,025	1,016	\$17	\$1,274	\$122	\$3,296
Male	SPOUSE	576	7	616	360	\$21	\$701	\$110	\$4,300
Undefined	DEPENDENT	6				\$0			
Grand Total		16,316	210	9,108	3,724	\$121	\$7,716	\$749	\$18,766

Number and Cost of Members by Age

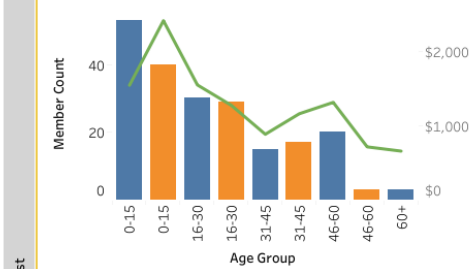
Female Male Undefined

Age Gender Distribution

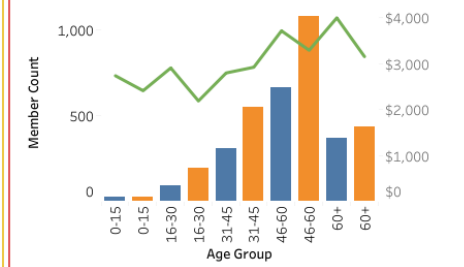


The Whole Person Risk Score™

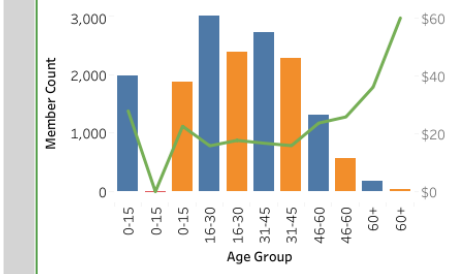
Low Risk / High Cost - LUQ



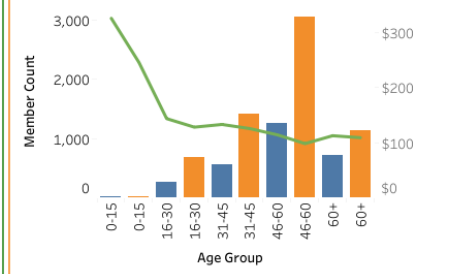
High Risk / High Cost - RUQ



Low Risk / Low Cost - LLQ



High Risk / Low Cost - RLQ



The Whole Person Risk Score™

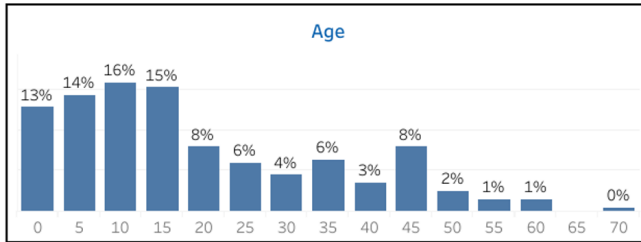
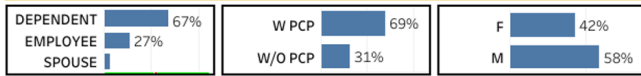
Number and Cost of Members by Age: While it is common that cost is proportional to age as shown above there are older members that are both lower risk and cost and younger members that are higher risk and cost.

Member Gender	Age Group	Member Count				PMPM			
		LLQ	LUQ	RLQ	RUQ	LLQ	LUQ	RLQ	RUQ
Female	0-15	1,871	40	23	24	\$23	\$2,408	\$245	\$2,408
Female	16-30	2,392	29	673	192	\$18	\$1,272	\$128	\$2,185
Female	31-45	2,280	17	1,408	546	\$16	\$1,159	\$126	\$2,919
Female	46-60	558	3	3,056	1,077	\$26	\$715	\$98	\$3,288
Female	60+	30		1,140	436	\$60		\$109	\$3,151
Male	0-15	1,980	53	18	22	\$28	\$1,542	\$326	\$2,733
Male	16-30	2,996	30	264	92	\$16	\$1,546	\$144	\$2,903
Male	31-45	2,718	15	566	307	\$17	\$884	\$133	\$2,794
Male	46-60	1,309	20	1,251	659	\$24	\$1,312	\$114	\$3,712
Male	60+	176	3	709	369	\$36	\$658	\$113	\$3,994
Undefined	0-15	6				\$0			
Grand Total		16,316	210	9,108	3,724	\$263	\$11,498	\$1,535	\$30,088

Low Risk / High Cost - LUQ

203 / 1%
Members

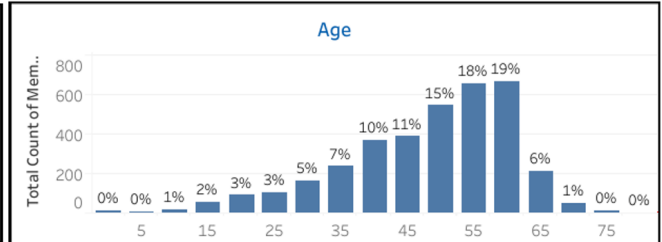
\$1,541 PMPM \$3,754,361 / 2%
Total



High Risk / High Cost - RUQ

3,578 / 14%
Members

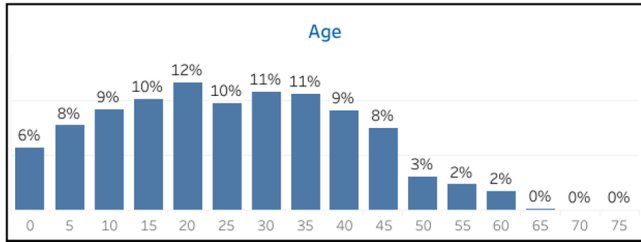
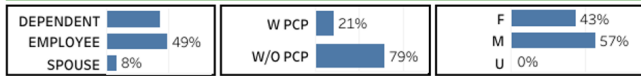
\$3,263 PMPM \$140,087,089 / 88%
Total



Low Risk / Low Cost - LLQ

14,152 / 55%
Members

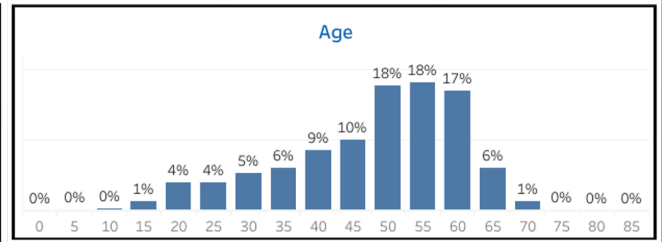
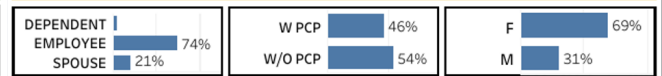
\$22 PMPM \$3,680,730 / 2%
Total



High Risk / Low Cost - RLQ

8,025 / 31%
Members

\$121 PMPM \$11,618,797 / 7%
Total



Stages of Diseases - Comparison

		MSK	Diabetes	Cancer	Mental Health	Vascular
Stage 1 PreDisease	% of Members 7-11	8%	14%	2%	0.12%	17%
	Converging Health Benchmark %	16%	29%	17%	1%	28%
	Under-Identified	-50%	-52%	-88%	-88%	-39%
Stage 2 Disease w/o Complications	% of Members 7-11	11%	2%	2%	4%	4%
	Converging Health Benchmark %	23%	3%	3%	12%	10%
	Under-Identified	-52%	-33%	-33%	-67%	-60%
Stage 3 Disease w Complications	% of Members 7-11	1%	3%	0.02%	0.05%	2%
	Converging Health Benchmark %	2%	6%	0.29%	0.14%	5%
	Under-Identified	-50%	-50%	-93%	-65%	-60%

Actionable Insights

Reverse, Mitigate, Prevent Disease

Wellness – Ca Screening, Preventive Care, F/U Visits, Imm.

MSK – PxRx, Non-invasive Treatment, PRP-Stem Cell, COE

Diabetes – Meds, Supplies, Insulin, Tests, Eye/Foot Exams

Heart Disease & Stroke – F/U Visits, Meds, Anticoagulants

Mental Health Resources

Stress – Connection w Support & Education

Sleep Disorders – Meds, Supplies, Education & Support

Anxiety & Depression – Meds, Education & Support

Addiction – Education & Support, Accountability

Complex Care Resources

High Risk Diseases – Education & Support, COE, 2nd Opinion

Chronic Diseases w Complications – Meds, Specialists, COEs

Cancer – Coordination of Care, Meds, Specialists, COEs

Flare Risk (Healthcare Utilization) – Guidance w System

Resulting in Reduction In Costs



>13,500 Opportunities 1 Year Ago:
Over 5,412 Gaps in Care have been closed
in last 12 months

Key Decision in the Pathways of Care

The Cardiometabolic (HTN & Diabetes) Continuum

Stage 0 Awareness & Anticipatory Guidance

Get Biometrics – BP, Lipids, FBG, A1c

Health Literacy:

- “What is Metabolic Syndrome?”
- Healthy Eating & Activities,
- Weight Awareness & Management

Stage 1 Metabolic Syndrome & Obesity

Confirm PCP & Lab Relationship

Engage with Corporate Program for Metabolic Syndrome & Obesity

STOP Diabetes Health Literacy:

- Lifestyle,
- Metformin,
- GLP-1 medication Strategy

Stage 2 Diabetes

Confirm PCP w Diabetes Expertise

Engage with Corporate Program - Diabetes

Health Literacy:

- Numeracy on Biometrics
 - Foot, Eye, Kidney Dz Prev.
- Health Benefit Literacy
- Supplies,
 - Appointments
 - Meds & Care

Stage 3 DM w Complications

Health Literacy:

- Understanding Advanced Disease
- The importance of Medications

Connect to Best Specialists & Centers of Excellence

- Endocrinologist
- Cardiologists

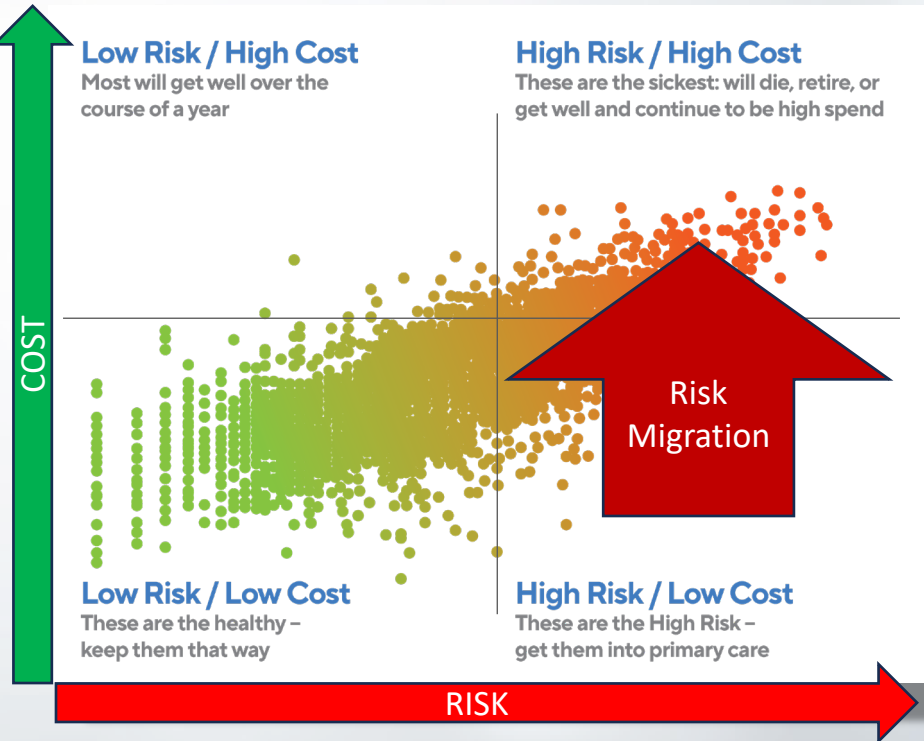
Dialysis Support

Bariatric Surgery Options

Supplies & Medication Support

Vision Hawk™ : Predictive & Actionable Analytics

- In 2023 **1,446 Members** **23%** of HRLC members migrated to HRHC
- On average costs increased by **\$32K/year/member**
- Baseline Benchmark: **15% - 18%** migration rate
- @18% migration rate: **\$11,525,665 savings**





THANK YOU

LET'S ADD YEARS TO
THE LIFE, AND LIFE TO
THE YEARS OF YOUR
MEMBERS!

Scott Conard, MD
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3/18/2024