

MOVING CARE UPSTREAM:

Putting Advanced Primary Care at the Center of Employee Health

Thursday, September 17, 2026 | 12:00 - 1:00 PM

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Health™



Webinar Procedures



All lines will be muted



Please submit all questions using the “Q&A” dialog box



Email Diane Engel at dengel@nebgh.org with any issues during this webinar



A recording of the webinar and a PDF of the presentation will be shared.



Q&A

You have no question.

What h

☐ Send Anonymously Send

Speakers



Travis Eckels

Senior Manager, Employee
Benefits and Wellness
Sheetz



Nirav Vakharia, MD

Chief Operating Officer
Marathon Health



MODERATOR

Janaera Gastón

SVP, Programs & Conferences
NEBGH

Moving care upstream with advanced primary care

AT ADVANCED PRIMARY CARE'S CORE

A return to a trusted, continuous patient-provider relationship.

The time, trust, and tools to simply “do the right thing.”

- 1 Responsible for population health
- 2 Proactive, continuous, tech-enabled care
- 3 A home for all health concerns

CARE DELIVERY CHANNELS



Dedicated and shared—onsite, nearsite, open-access network—in person, virtual, and text-based care

APC-INTEGRATED SOLUTIONS



Mental health, musculoskeletal, occupational health, lifestyle management, pharmacy, specialty care navigation

OUR FOOTPRINT

630+

clients

3M+

eligible members

720+

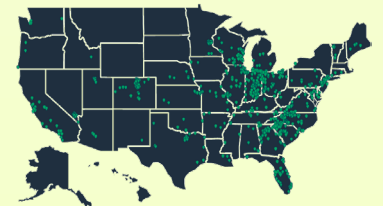
health centers, 100 network sites

25

years of delivering APC

21%↓

lower claims spend for engaged members





Caring for employees in a 24/7/365 business

WHO WE ARE

Family-owned, privately held convenience store chain based in Altoona, PA with 850+ stores spread across 8 states

Employees working across distribution centers, store operations, transportation, construction, food production, and corporate

30K

employees

850+

Sheetz stores nationwide

5K+

onsite health center-eligible members

100%

of members eligible for virtual primary care

Our promise: A one-of-a-kind employee experience



High-energy hustle



Work fam



Total employee focus



Celebrating communities



Limitless growth



GOOD
FOOD
HEALTHIER
DAYS



Our first store in Altoona, PA • 1952



SHEETZ + MARATHON HEALTH

Putting advanced primary care at the *center of employee health*



SHWELLNESS CENTERS



Designed and built for Sheetz culture

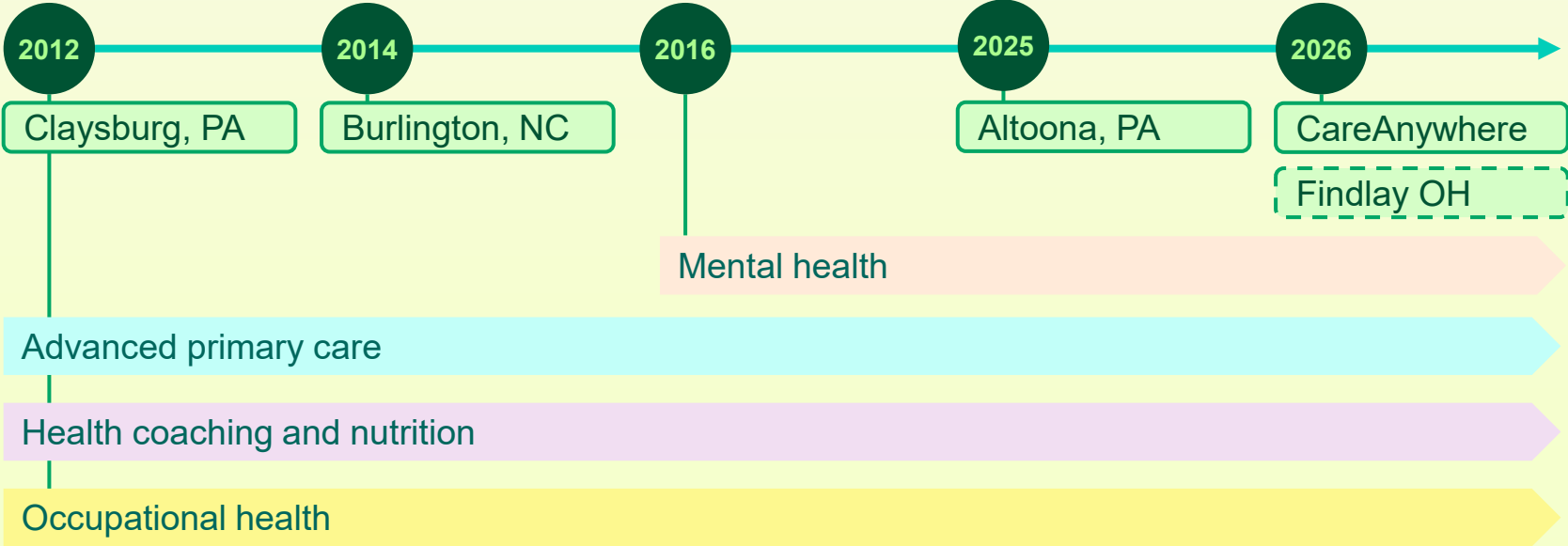


Integrated care under one roof



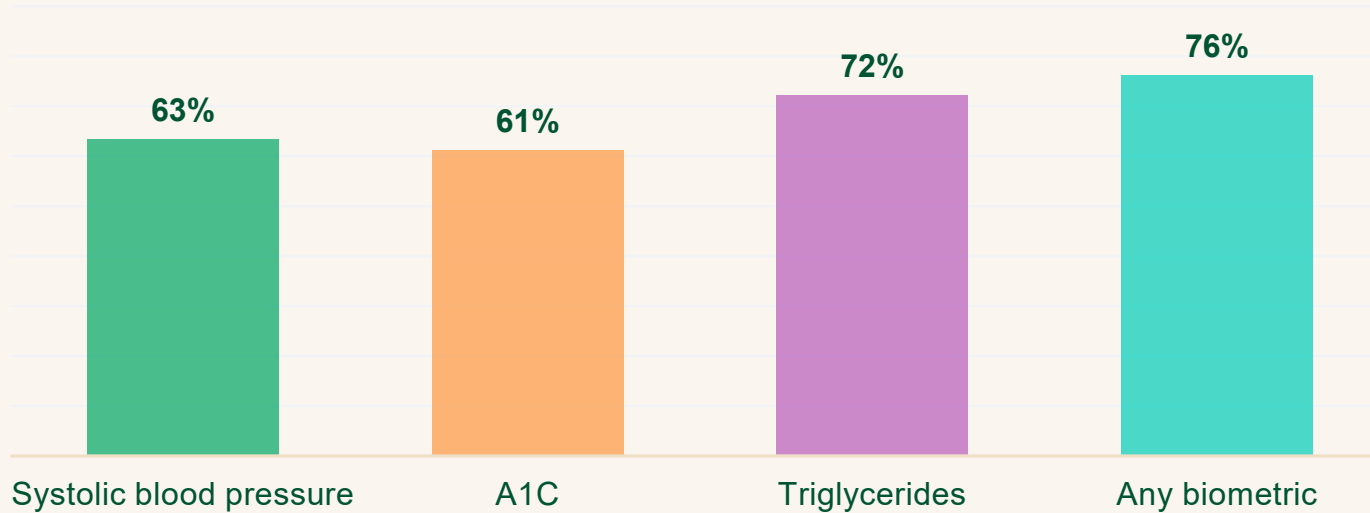
Chronic condition and high risk-focused

EXPANDING CARE FOR SHEETZ EMPLOYEES



The impact of moving care upstream

76% are demonstrating health improvement



“Wonderful staff. One of the best medical providers I have ever had. Truly. They genuinely care.”

— Sheetz employee

67% 

engagement among high-risk employees

40% 

of visits were preventive

66% 

of visits were 30+ min
compared to the U.S. average of 13-16 mins

96.5 

member NPS
vs. typical 30-50 NPS for hospitals and health systems

What whole-person care looks like

Trust, integration, and follow-through



45-year-old female. Elevated BMI. Stress. Anxiety. Isolated and struggling with past adversity.

Established care for mental health and began working with primary care for stress and weight management. Her therapist and provider coordinated care, initiated medication for anxiety, and referred her to a dietitian.

Her therapist, provider, dietitian, and health coach worked together to keep her engaged on her physical and mental health goals.



She has consistently created and met meaningful personal and professional goals
focused on enhancing her quality of life.



*I absolutely love that Marathon Health is offered to me. **I would not receive the care I do if they were not there because I wouldn't go.** I feel like they all sincerely care about me and my well being."*

MEASURABLE OUTCOMES



77 ↓
pounds lost



98 ↓
point drop in triglycerides



10 ↑
point increase in HCL
cholesterol



*Increased self-confidence,
addressed past adversity*



WITH ADVANCED PRIMARY CARE

Gain **direct influence** over care delivery and clinical and financial **outcomes**

Delivering quantified **ROI in year 1** with trust-based **personalization at scale**.

21% ▼

lower claims spend
per engaged member

15% ▼

fewer emergency
department visits

41% ▼

fewer inpatient
admissions



Analysis of 3M+ claims shows APC improves costs and outcomes

Healthcare costs are rising while access to quality primary care declines. Employers and labor groups are in a tough spot—forced to trim benefits or shift the cost burden to their people. In fact, 51% of employers expect to pass on costs in 2026, up from 45% in 2025.¹ Benefits leaders are ready for another option, one that enables direct influence over clinical and financial outcomes.

Organizations are increasingly turning to advanced primary care (APC)—a strategy shown to yield immediate and long-term savings. At a time when costs are climbing and access is shrinking, this analysis offers proof: APC delivers results where traditional models fall short.

About our analysis

Findings in this analysis are based on over 3 million medical claim records across two Marathon Health cohorts: 89,000 members among 29 sponsors, and 224,000 members among 60 sponsors. As part of our ongoing practice to measure and report return on investment (ROI), we use a rigorous methodology independently assessed by Milliman.

Reach out to learn more: hello@marathon.health

Upcoming NEBGH events:

- **September 21 | WEBINAR** - Mondays with Dr. Mark & Dr. Michael: Sepsis
- **September 24 | CONFERENCE (NEW JERSEY)** - 2026 Pharmacy Benefits
- **October 19 | WEBINAR** - Mondays with Dr. Mark & Dr. Michael: Breast Cancer
- **November 12 | CONFERENCE (NEW YORK)** - Beyond Benefits: Whole Person Health in Practice

SAVE THE DATES!

- **February 11, 2027** – 32nd Annual Tribute to Leadership
- **June 24, 2027** - 16th Annual Conference

