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Why Direct Primary Care

Bill Fisher



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Restoring Humanity to Healthcare

9.2

Minutes of face-to-face time with each patient
with each patient
Family Med. 2018;50(2):91-99

CONCLUSIONS: Primary care physicians spent more time working in the EHR than they spent in face-to-face time with patients in clinic visits.

75%

DON'T UNDERSTAND
What medical services they are paying for
- Considine, J. (8 March 2018)
Health IT Outcomes.

80%

DISSATISFIED
With their healthcare experiences

- GE Healthcare and Prophet, The State of Consumer Healthcare: A Study of Patient Experience.

\$19,616

PER FAMILY A YEAR
Cost of insurance premiums paid by businesses and employees

- Kaiser and HRET survey

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The Insurance PARADOX

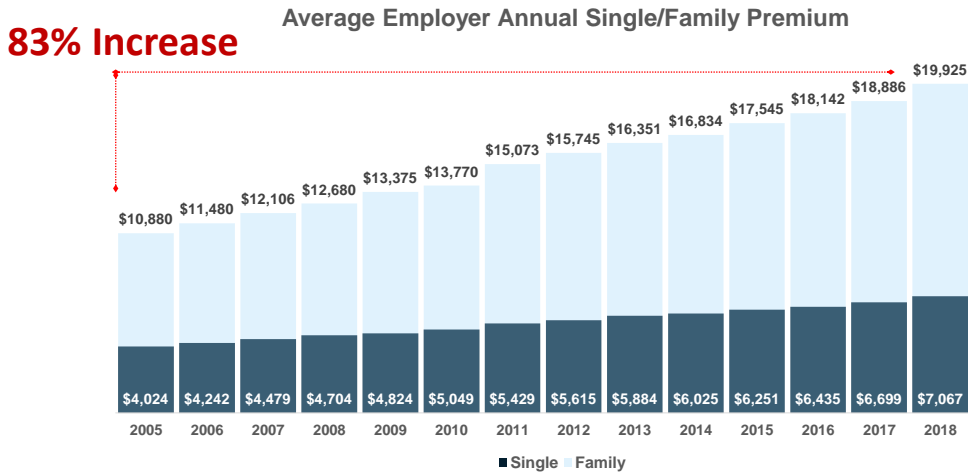
- The American health insurance market continues to progress to a state of instability.
- Premiums have risen 131% over the last ten years **despite** the inflation rate only growing 28% over the same time.
- Out of pocket expenses have increased by 46% since 2011 and in 2020, the average family premium will be **higher than 1/3 of the average family income.**
- Despite all the efforts by policymakers to slow the pace of rising healthcare costs, nothing has seemed to impact the trajectory in a positive manner.
- The core problem of the American healthcare system is that we use insurance as the backbone of the system. The fundamental mathematical principles of insurance were never designed to cover predictable events. It leads to an inflation of premium and cost that is **unsustainable.**



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Current State Of Affordability

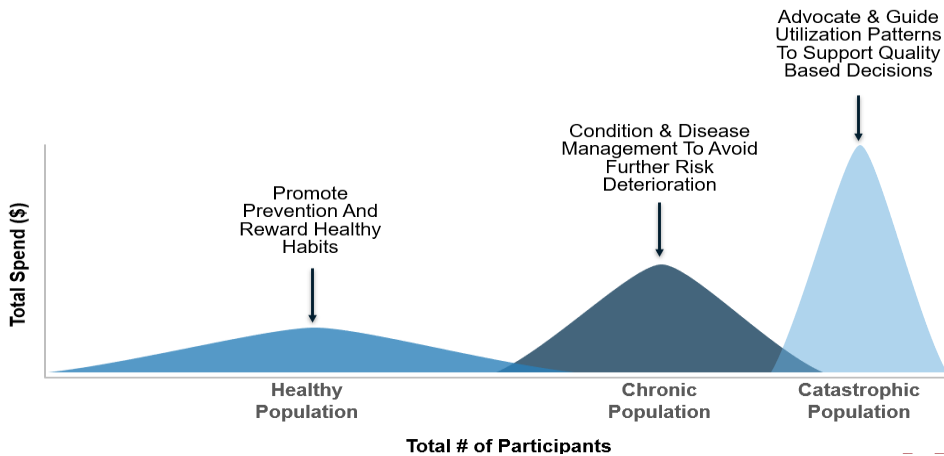


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Driving Better Outcomes Through Better Care Delivery

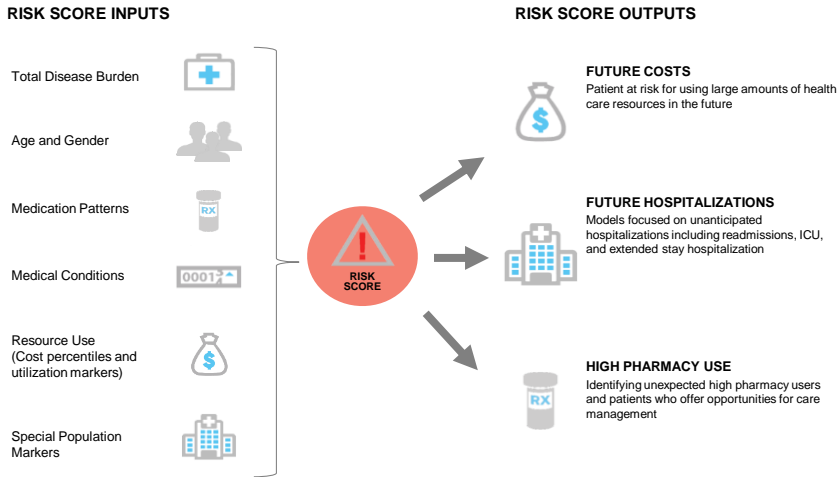
Lower Cost | Better Outcomes | Enhanced Experience



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Risk Stratification



Overview of the Risk Algorithm

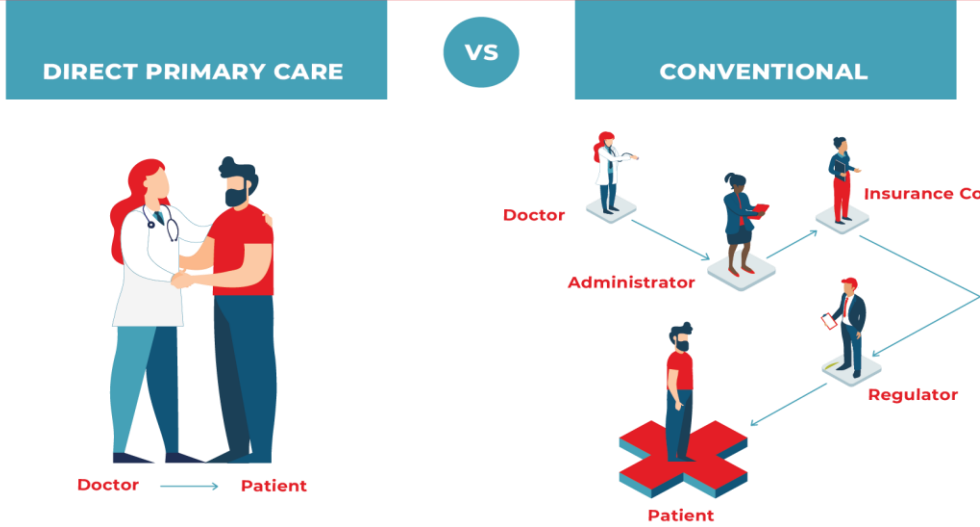
Johns Hopkins ACG® System to effectively identify and manage risk.

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THE DIRECT PRIMARY CARE DIFFERENCE



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Offering A Broadest Scope of Primary Care Services

<p>Primary care</p> <ul style="list-style-type: none"> • Comprehensive physical exam • Episodic sick care • Prenatal care • Pediatrics • >50 generic onsite • Lab collection 	<p>Preventive care</p> <ul style="list-style-type: none"> • Biometric screenings • Blood pressure screenings • Health risk assessments • Wellness and lifestyle coaching • Immunizations and routine injections 	<p>Urgent care</p> <ul style="list-style-type: none"> • Suturing/basic wound care • Sprains and strains • Rashes • Basic splinting • Occupational medicine initial treatment and referral to provider 	<p>Proactive care coordination</p> <ul style="list-style-type: none"> • Chronic disease management • Specialty care coordination • Acute care triage and coordination 	<p>Supplemental clinical services to achieve total cost of care savings</p> <ul style="list-style-type: none"> • Behavioral health • Substance abuse • Occupational health • Physical therapy • Dental • Vision • Chiropractic care
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Virtual Care

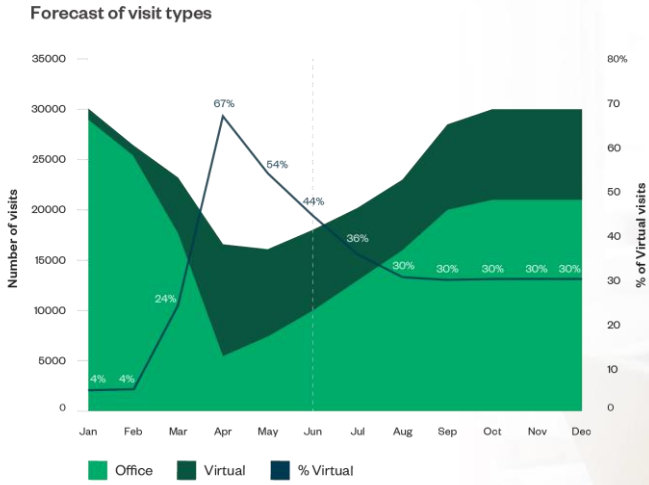
Offerings

Primary care	Health checklists	Care Navigation
Cancer management	E-prescribing	Remote monitoring build (connected devices, wearables)
Health assessments	Condition management	Diabetes management
Mental health	Health education library	Wellness coaching
Occupational health	Medication consulting	Incentive & reward management



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Virtual Health Care is Here to Stay



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Engaging Those That Need Care The Most

	Member population (%)	Chronic conditions	Engaged members	In-person visits per year	Personalized care support
High	10%	4	98%	3-4	<ul style="list-style-type: none"> Assigned care managers and expanded care team Care coordination & co-management with specialists Personalized care plans Medication management Guided specialty referral & co-management Remote monitoring
Moderate	40%	2	96%	2-3	<ul style="list-style-type: none"> Education and awareness Personalized care planning Nutrition and lifestyle coaching General patient monitoring Proactive outreach from care team Preventive care reminders and outreach
Low	50%	<1	93%	1+	<ul style="list-style-type: none"> Education and awareness Nutrition and lifestyle coaching General patient monitoring Preventive care reminders and outreach

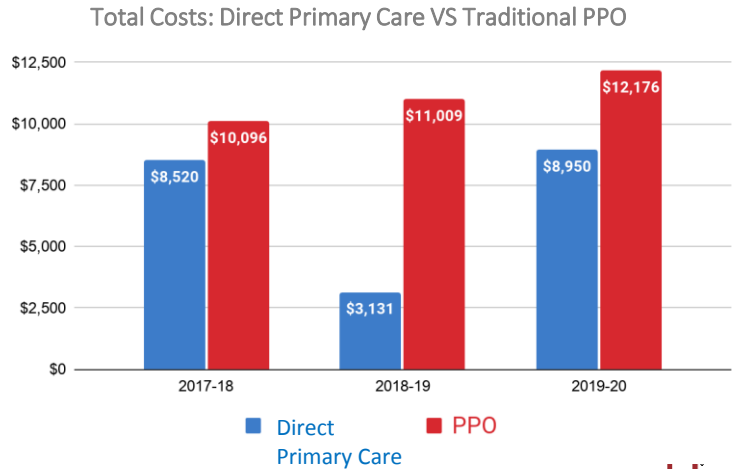
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Employer ABC

Paid Claims Comparison: Direct Primary Care vs Traditional PPO

- Paid claims from July 2017 through Dec 2020
- Combined Medical and RX
- Employees contribute ZERO towards plans



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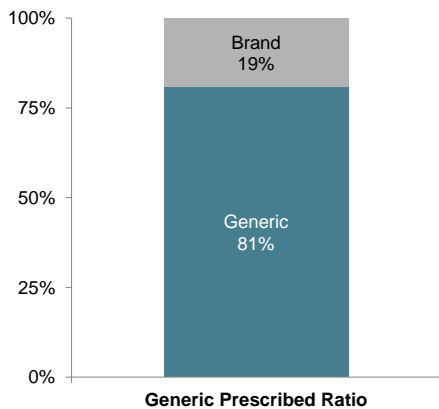


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Employer ABC

Prescriptions by Brand / Generic Classification

Percent of Total Prescribed Medications



81%

Medications prescribed for members were generic medications.

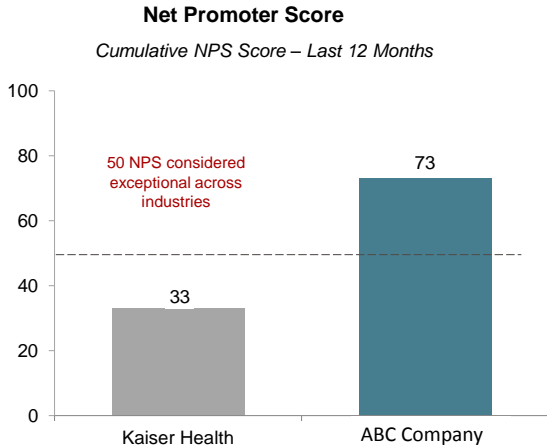
Notes: 1) Prescribed medication based on the last 12 months. Generic classification based on the Medispan reference database.

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Employer ABC



73

Member feedback reflects strong satisfaction with the program over the last 12 months.

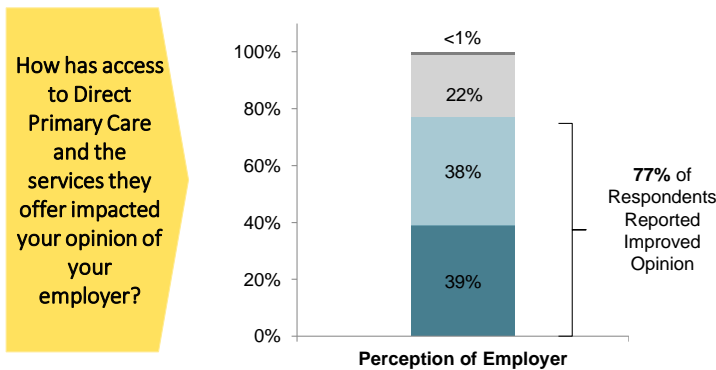
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Employer ABC Opinion

Member Survey - Opinion of Employer
Percent of Employee Respondents Reporting Opinion – Last 12 Months



77%

Member respondents report improved opinion of the employer after gaining access to Direct Primary Care.

Notes: 1) Based on 130 survey responses received over the last 12 months.

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Q&A

Bill Fisher
Senior Vice President, Practice Leader
bfisher@oswaldcompanies.com

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