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HEALTH CARE EVENT: THE EVOLUTION OF PRIMARY CARE & EMPLOYER SPONSORED BENEFITS

An interview with Ryan Schmid, Co-founder, President & CEO of Vera Whole Health; and Jeffrey Hogan, Northeast Regional Manager for Rogers Benefit Group & Founder of Upside Health Advisors.

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What is Advanced Primary Care?

Short answer: **A Better Hybrid Model!**

Link to download Vera's eBook: [Advanced Primary Care: The Front Line Of A Health Revolution](#)

Delivering advanced primary care starts with understanding what's important to people's health and working backwards to build a model around it.

- **Accessibility** to more providers, smart scheduling, low to no-cost visits, convenient locations, and no wait times
- **Primary care providers who have the time, support and staff** to provide most of a person's care — care that in today's system is being outsourced to specialists
- **Empathetic listening** that goes beyond prescriptive medicine, building connections and understanding of a person's whole health
- **Time-rich appointments** that allow people to be heard and providers to understand them beyond their symptoms
- **An informatics platform** that identifies health risk opportunities and provides actionable insight into utilization
- **Care coordination** to prevent gaps in communication and treatment when specialty care is appropriate, including follow-up, and integration into the member's care plan
- **Professional health coaches** who use the transtheoretical behavior change model to help patients improve their lifestyles and achieve life goals
- **Culture change** is the result of people seeing their care team as an extension of their friends and family, and the powerful realization that they, themselves, are in control of their own health

Why Advanced Primary Care?

Short answer: Primary care is evolving rapidly and there's savings to be had.

Total Healthcare Cost Savings

With Vera, employers have seen up to a 21% reduction in total healthcare costs during the first year alone. Here are a few more figures to consider:



17-21%

reduction in total
healthcare costs



31%

reduction in primary
care claims



1:44:1

ROI in year 1
(1.60:1 in year 3)

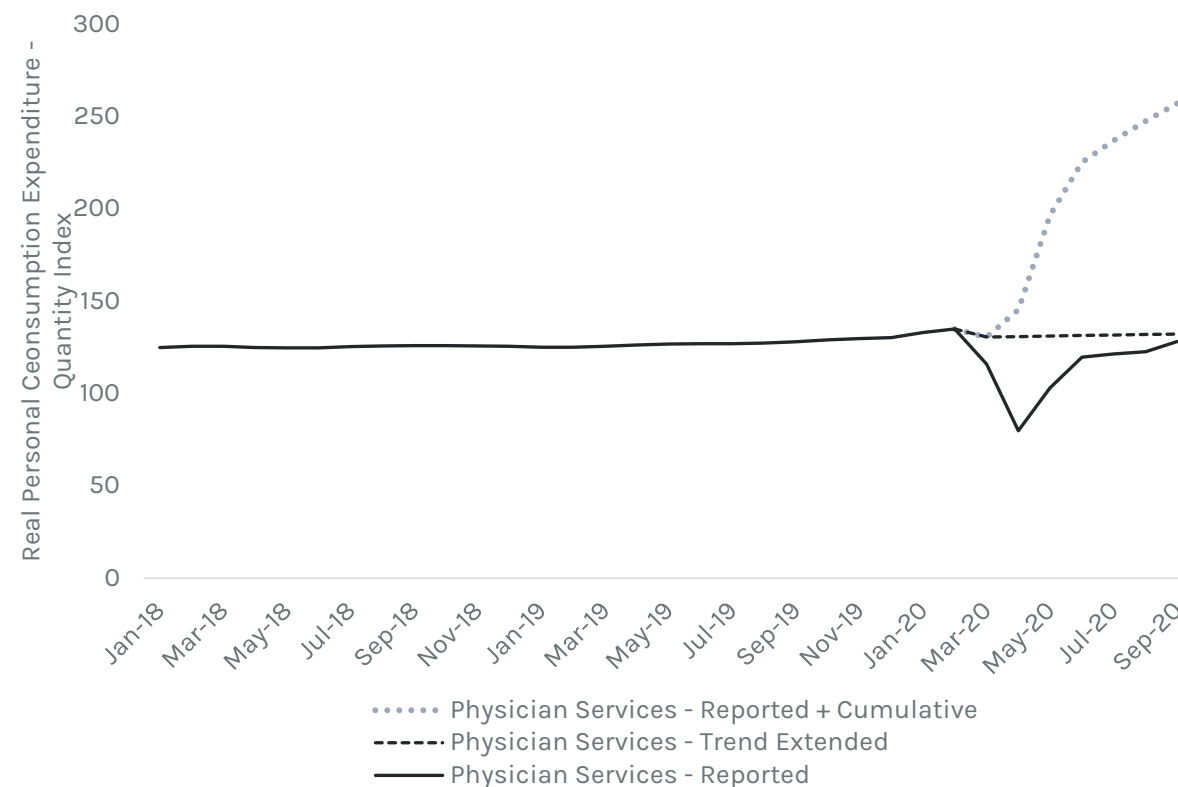
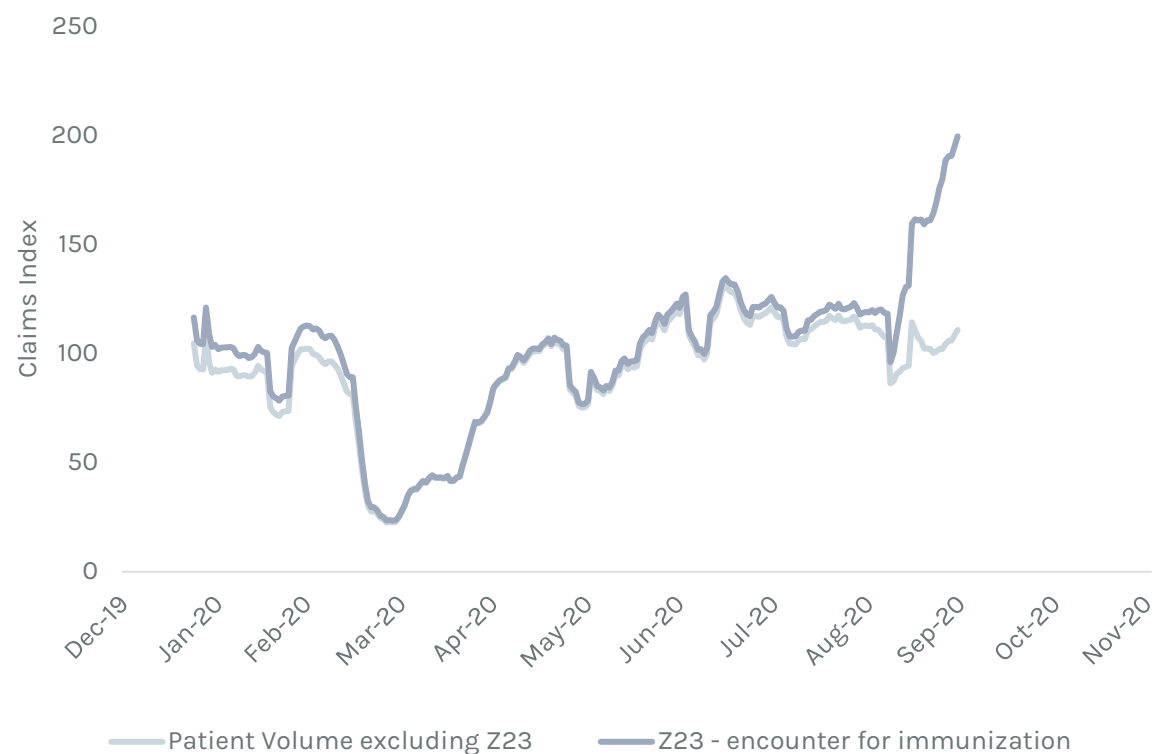


67-82%

employee engagement

Flu Vaccination -> COVID-19 Vaccinations -> In Person Care Recovery

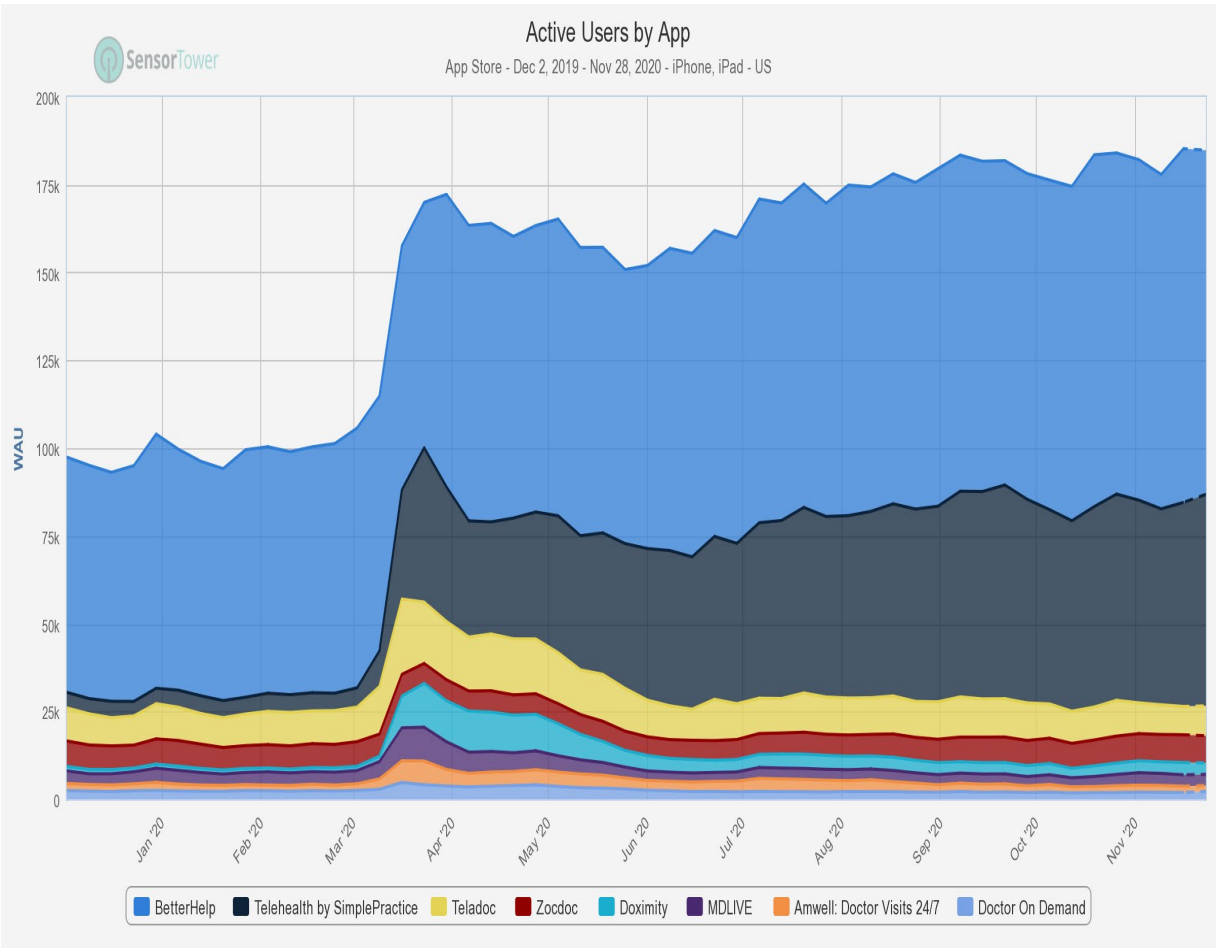
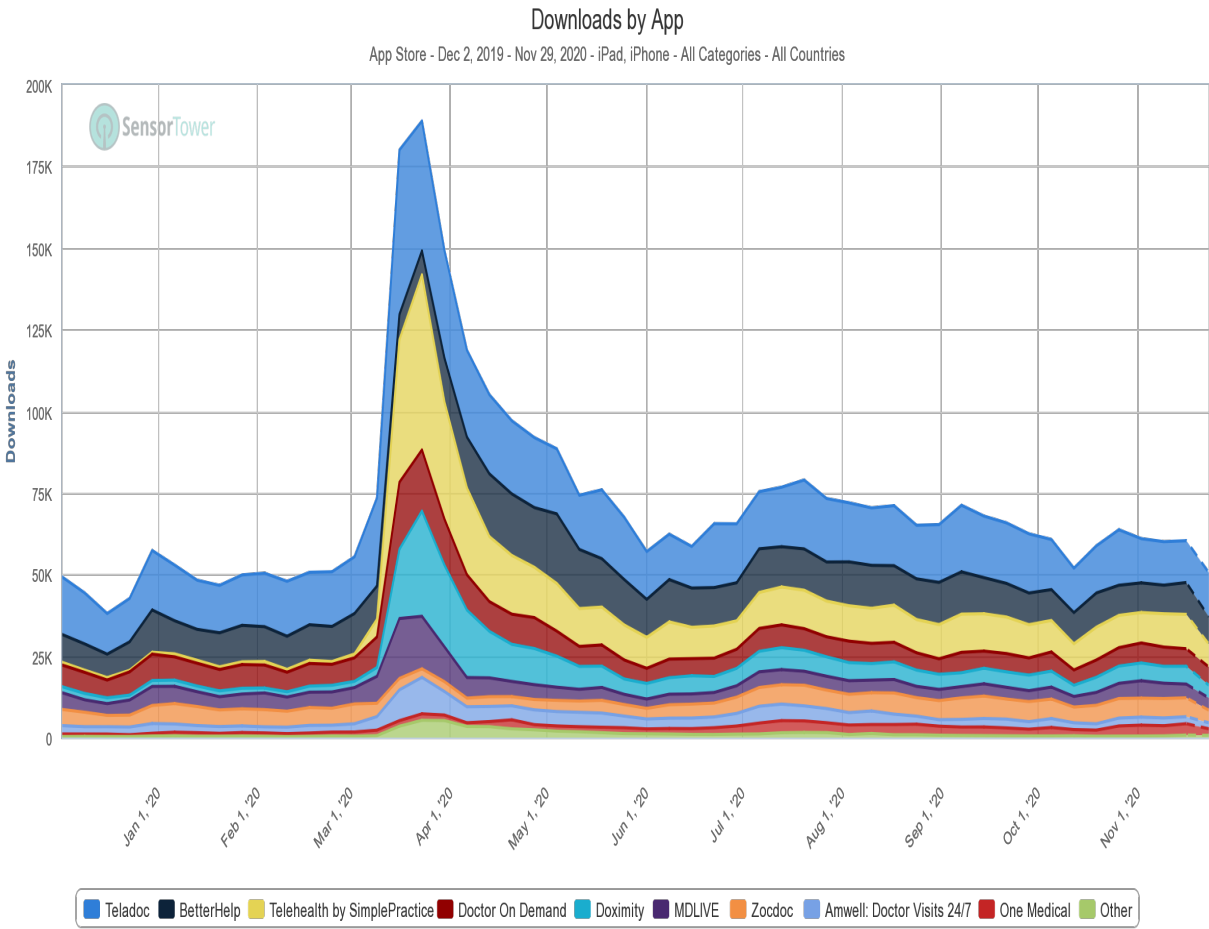
The rapid acceleration in vaccinations suggests strong sequential volume



- We've heard anecdotes about the rapid pace of 2020 flu vaccinations. We've also seen survey data showing a significant increase in interest in getting a flu shot, particularly among Millennials.
- We can see the uptick in flu vaccinations delivered by ONEM providers. The diagnosis code 'Z23' denotes an 'encounter for immunization.'

Telehealth | App Downloads Update

BetterHelp average users continues to increase sequentially



Questions during the call? QA@hedgeye.com

Thanks for watching! For more information, contact us at:

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