



WELCOME!

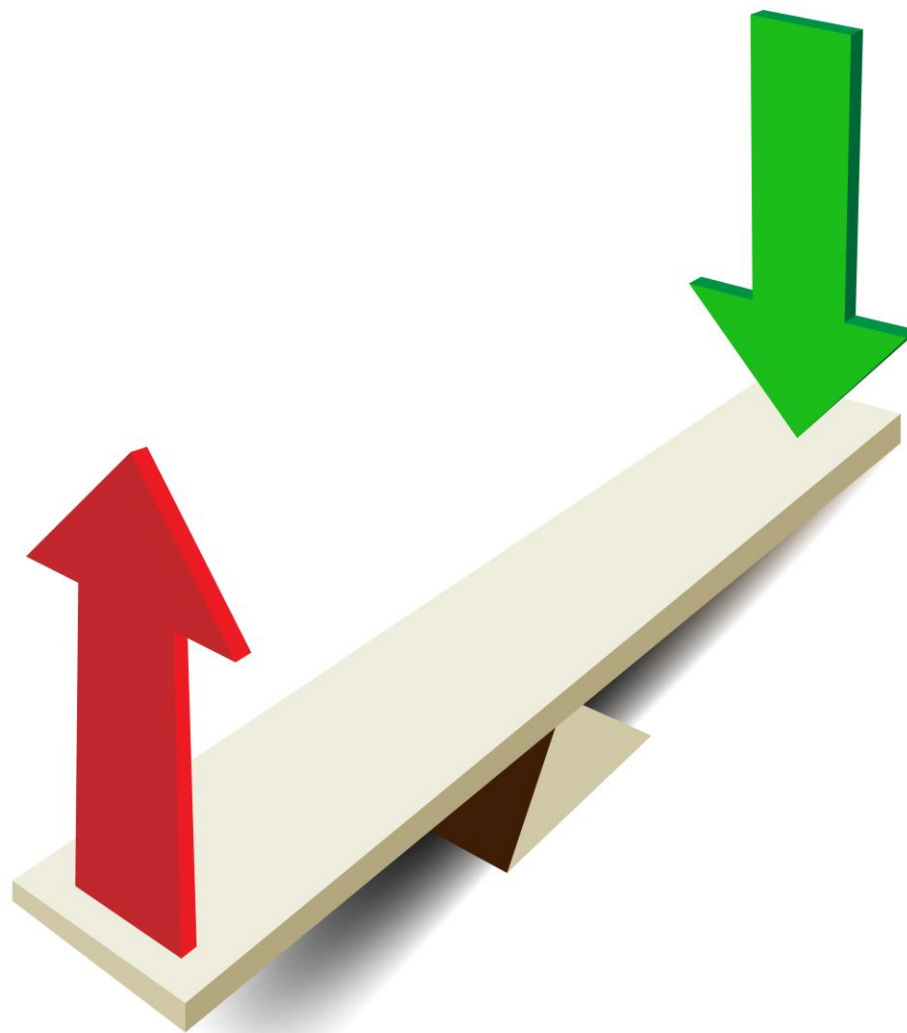


In the United States, 12 million people are affected by medical diagnostic errors each year. An estimated 40,000 to 80,000 people die annually from complications from these **misdiagnoses**. Women and minorities are 20 to 30 percent more likely to be **misdiagnosed**.

Feb 22, 2020



The median **cost** for each **readmission** was \$8885. **The cost** was higher in patients with either an SSI or an ostomy (Table 2). Among all **readmitted** patients, the leading diagnoses at the time of **readmission** were SSI and gastrointestinal-related complications (Table 3).





Why?



You Can't Impact the Past:
↑ Advocacy + ↑ Quality = ↓ Cost

ELIMINATE THE EXCUSES
CHANGE THE STORY
IMPROVE THE QUALITY

Today's Journey

- ✓ Webinar is being **RECORDED**
- ✓ Better **QUALITY** = Lower **COST**
- ✓ Ask in CHAT / **Q&A section**
- ✓ Your participation will be rewarded
 - ✓ Wait to the end... it will be **WORTH IT**



TRANSPARENT HEALTH BENEFITS



- ✓ **19-year** employee benefits professional
- ✓ **12 years** at Willis
- ✓ **\$3.5m+** personal production
- ✓ Chief Growth Officer for **\$350m+** practice
- ✓ Self-funding and health management **expert**
- ✓ Creator of the THB movement and disruptor of the status quo



LESTER J MORALES

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Creator of Transparent Health Benefits

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OUR TOPICS

✓ Advocacy

✓ Quality & Cost

YOU CAN'T IMPACT THE PAST: ↑ ADVOCACY + ↑ QUALITY = ↓ COST

OUR SPEAKERS



Deborah Ault

President



Joana Ruano

Senior Sales Executive



Medical Management + Advocacy



Healthcare Cost Containment Done the *RIGHT WAY!*



Right Patient



Right Care



Right Time



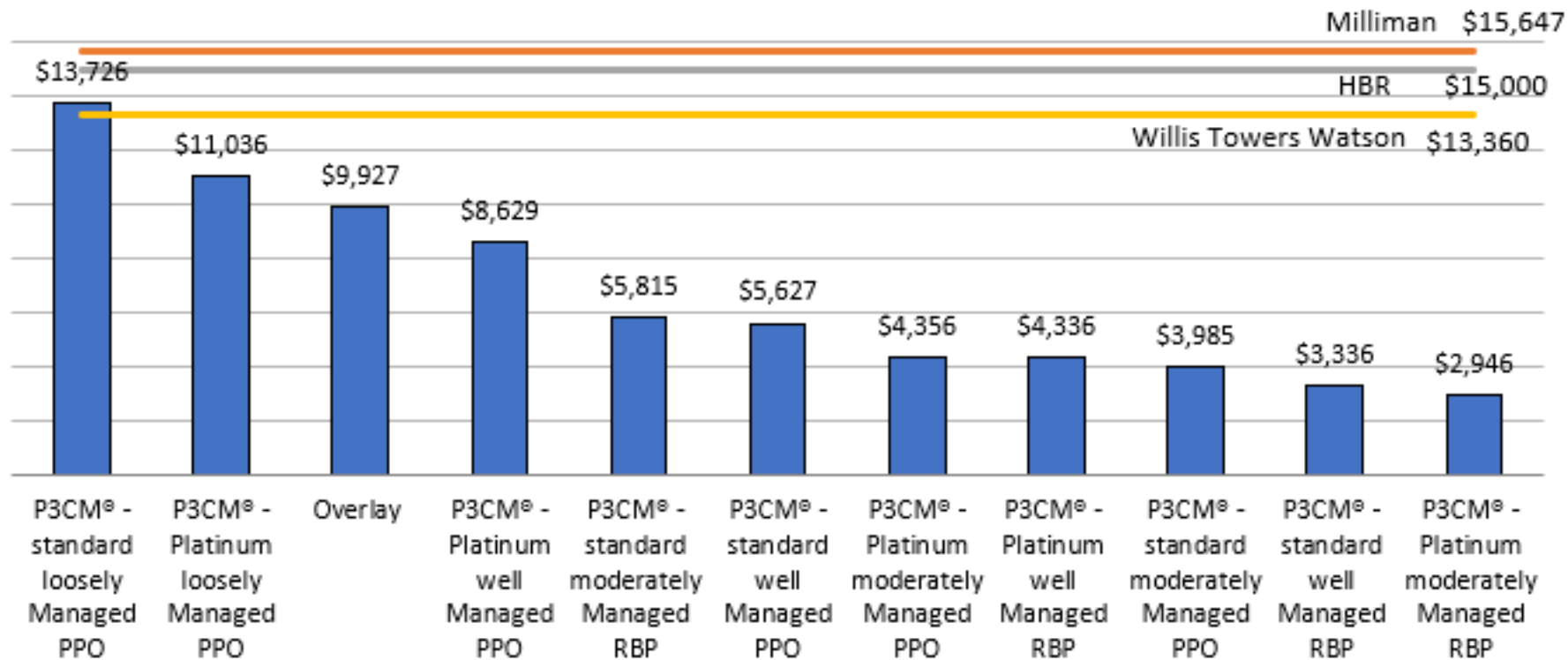
Right Place



Right Price

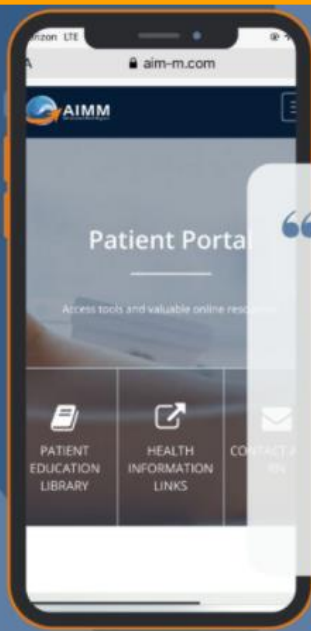


NOT YET RELEASED TO THE PUBLIC



Graph 1 Per Employee Per Year Costs – AIMM plans/ Published Benchmarks





Nurse Melissa has been so helpful and so kind and has just gone out of her way to help give me information and make me feel more comfortable with my decisions. Everybody should be able to use a service like this when facing serious medical conditions!!

Michael
An AIMM Patient

"When I have called they have been most excellently helpful from care in the situation I have to ratings on Doctors. In addition they are always most kind and compassionate! Thank-you!"

-Carrie
An AIMM Patient



TESTIMONIAL

What People Say About Us



I needed a CT scan, AIMM found a lab that accepts my insurance, assisted with making the appointment, followed up on the appointment and there was zero out of pocket cost to me for any of it, not even the scan itself. I have actually already recommended AIMM to a co-worker.

Lisa
An AIMM Patient



PATIENT REVIEW



Excellent staff... Caring, professional, and consistently successful in directing our care towards the most competent physicians.



Testimonial

I'm trusting you to help me find good doctors and testing, also affordable and so far I believe you have come through.

Danielle - An AIMM Patient



★★★★★
John - An AIMM Patient

I love AIMM. They helped me pick out doctors at the top of their game. Low infection rates, low serious follow up issues, good prices with less drama. Who could ask for better help than that when trying to navigate the great big world of medicine!

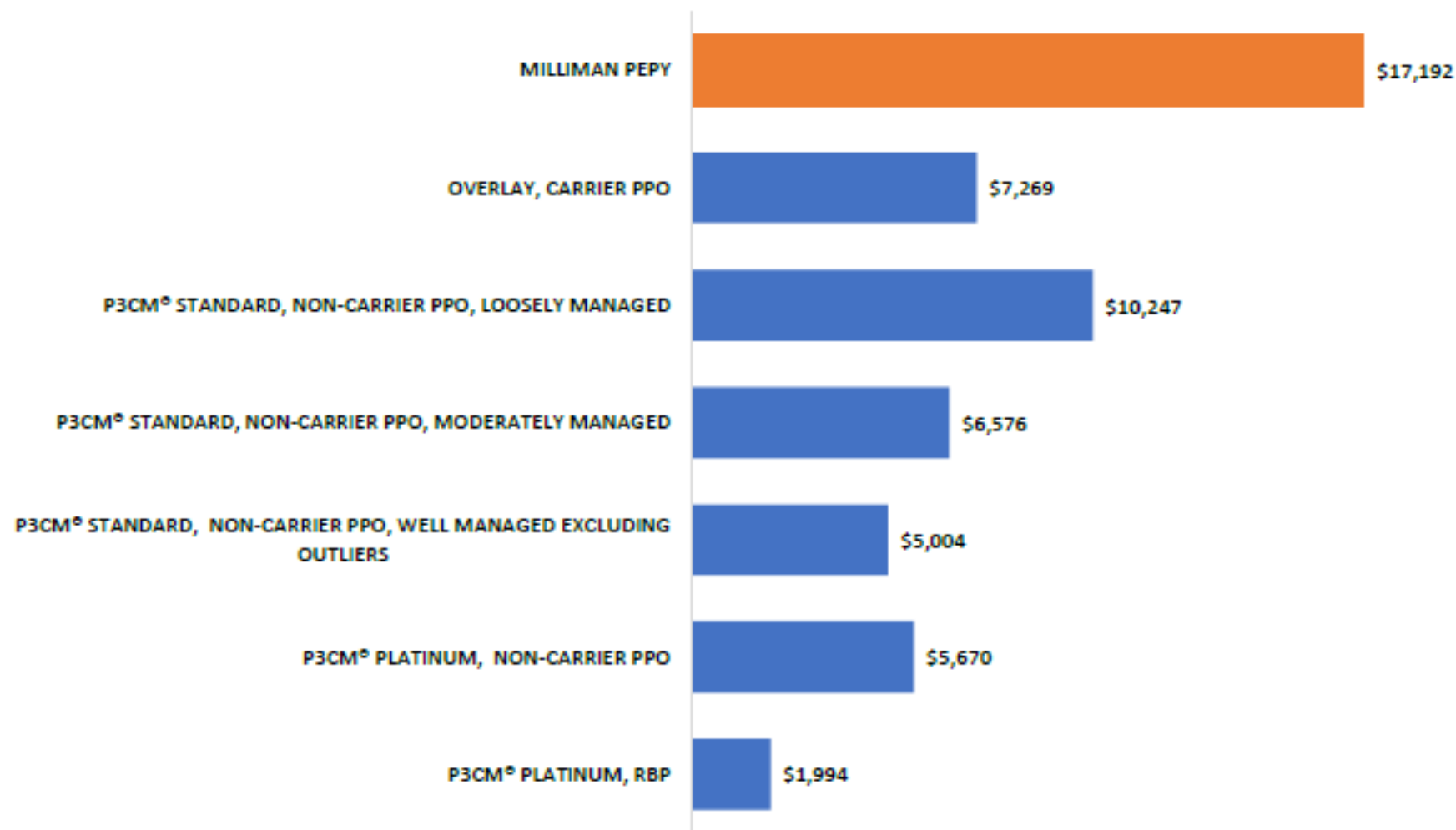
"IT WAS A REAL LEARNING EXPERIENCE"

"It was a real learning experience. I was very impressed how knowledgeable they were and also their system of ranking physicians and reasons why the doctor may not have met the recommended score- add to mention they were each very pleasant"

-Dawn
An AIMM Patient



Product Performance PEPY - 2019





CaseStudy

Utilizing the most advanced quality & cost transparency technology available, AIMM can ensure your members are armed with all the information, resources, and support that they need to make the best possible choices about their treatment and cost options.

Leveraging the only actuarially certified claims data mining and predictive risk modeling tool in the industry, AIMM moves your Care Management away from the industry norm of reactive approaches, beyond real-time approaches to PREDICTIVE approaches.



//INITIAL CASE:

AIMM received a request for the chemotherapy drug, Keytruda. The facility indicated that in December they charged **\$70,955.10** for the drug.

//SOLUTION:

AIMM nurses bypassed the buy and bill process and insisted the drug be shipped from their specialty pharmacy contact at the cost of **\$9,627.58.**

//OUTCOME:

Savings of \$183,000+ based off the months the patient needed to take the drug.



//INITIAL CASE:

Patient needed an MRI and planned to do the imaging at the hospital. Cost at the hospital ranged from **\$1,150-\$2,550**

//SOLUTION:

AIMM steered the patient to an independent imaging center. Cost at the independent imaging center ranged from **\$575-\$1,250.**

//OUTCOME:

Savings of \$575-\$1,975 for patient to be steered from hospital to higher quality, lower cost center.





//INITIAL CASE:

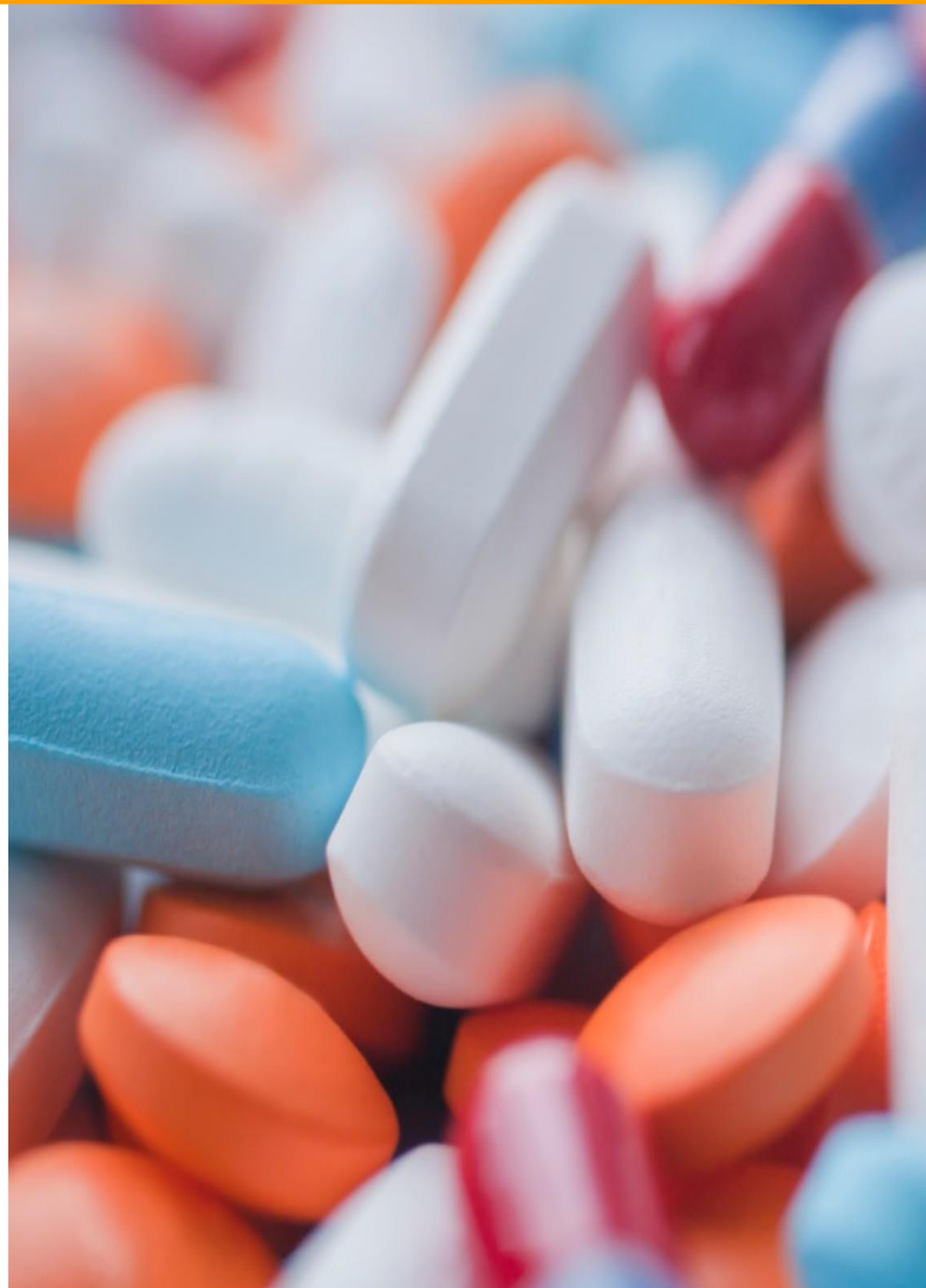
Patient set to receive treatment at MD Anderson which has been planned for several months. Patient's medical plan changed. Patient called the nurses to notify them of the scheduled 1/7/19 transplant evaluation and of the plan change effective on 1/1/19. Patient has already scheduled travel, lodging, airfare, etc. MDA refused to treat the patient for stem cell transplant due to him being out-of network. AIMM nurse explained that this would fall under the COE contract with Interlink. MDA continued to refuse treatment until they received signed documentation indicating they were in network.

//SOLUTION:

AIMM consistently worked for hours networking and communicating with benefits consultant, the provider, the patient, Interlink and the Physician review. Within 48 hours, AIMM got MDA the required paperwork.

//OUTCOME:

Savings of \$164,500 by using the COE contract rather than PPO for transplant.



Healthcare Cost Containment Done the *RIGHT WAY!*



**Customized Medical Management solutions performing between
\$1,994 and \$10,247 PEPY**

Based on customer preferences & product selections



877-254-5029



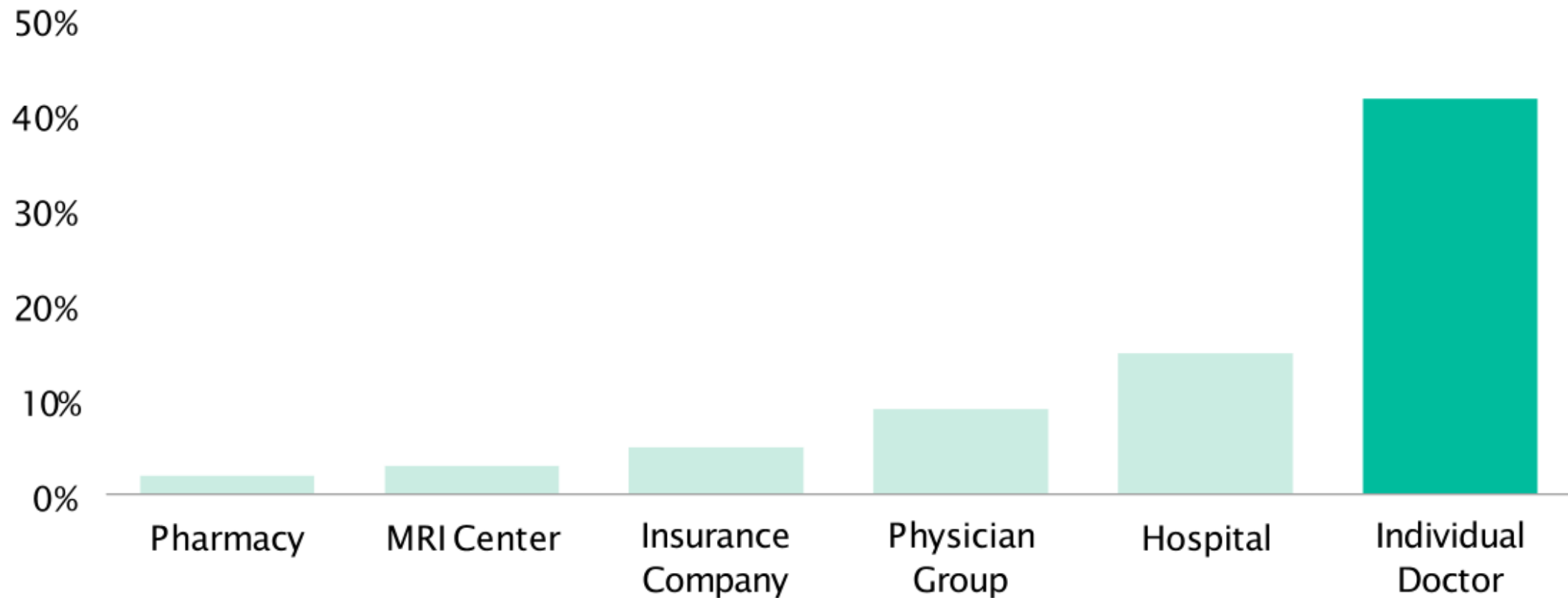
The background image shows a workspace with a laptop, a coffee cup, and a hand-drawn diagram. The laptop screen displays the word 'IDEAS' in large letters, with 'ABOUT US' and 'LEGAL' links in the top right corner. A hand is visible on the left, holding a pen and writing on a notepad. The notepad has a hand-drawn diagram with the word 'BRAND' in a cloud shape, surrounded by terms like 'Strategy', 'Profitability', 'Sales', 'Digital', 'Visual', 'Logo', 'Color', 'Type', 'Font', 'Size', 'Weight', 'Style', 'Color', 'Type', 'Font', 'Size', 'Weight', 'Style'.

*It's all about the
Quality & Cost*

garner

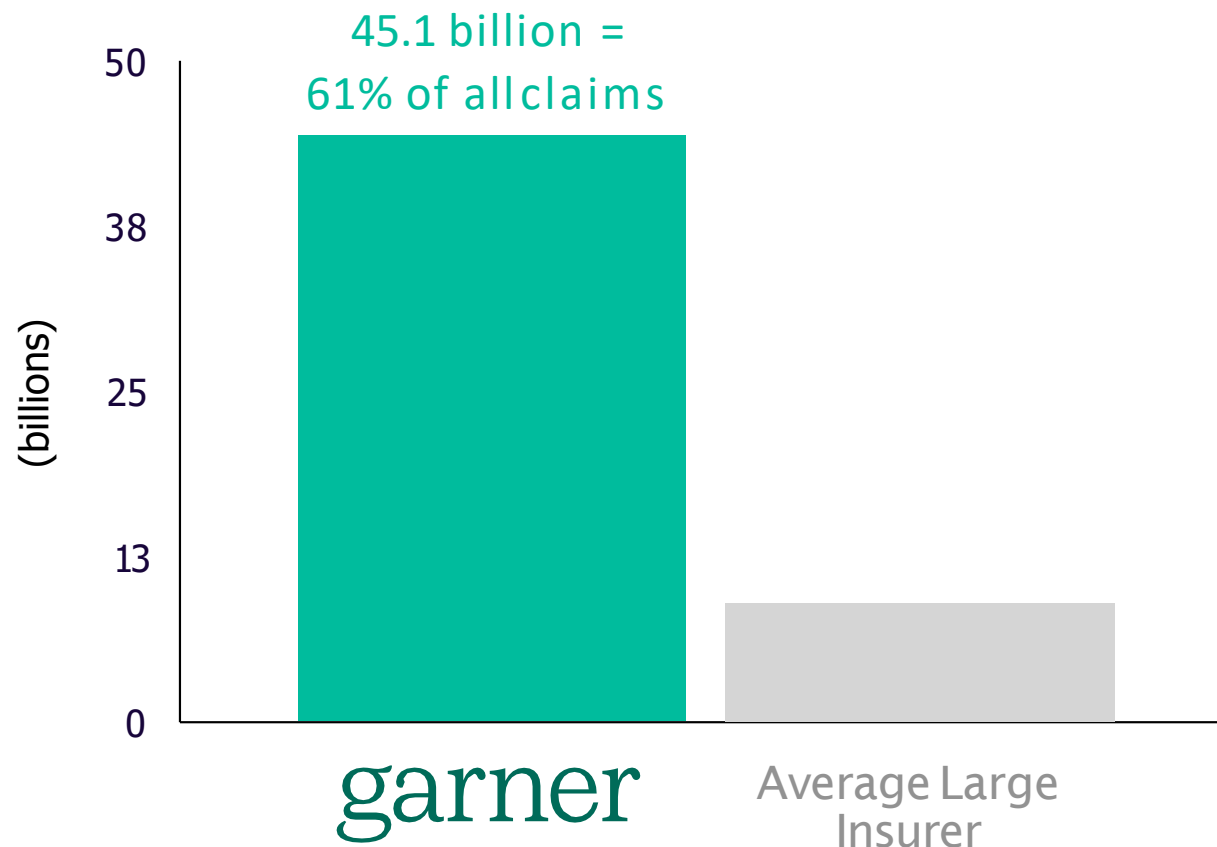
The key to lowering healthcare costs is understanding the performance of individual doctors.

Impact of patient choices on the total cost of care



Garner's national claims database gives us a richer perspective on physician performance than previously possible

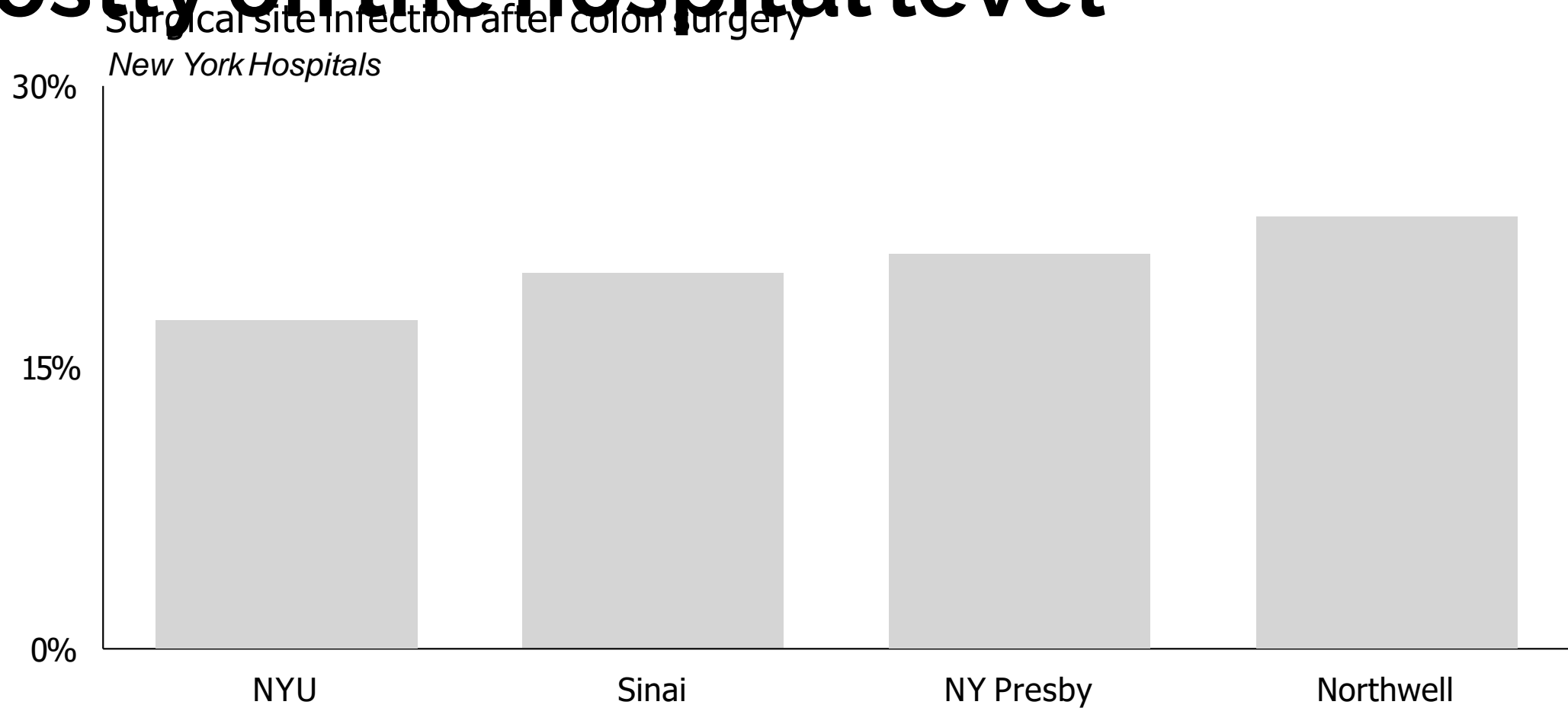
Total Claims in Garner's Dataset



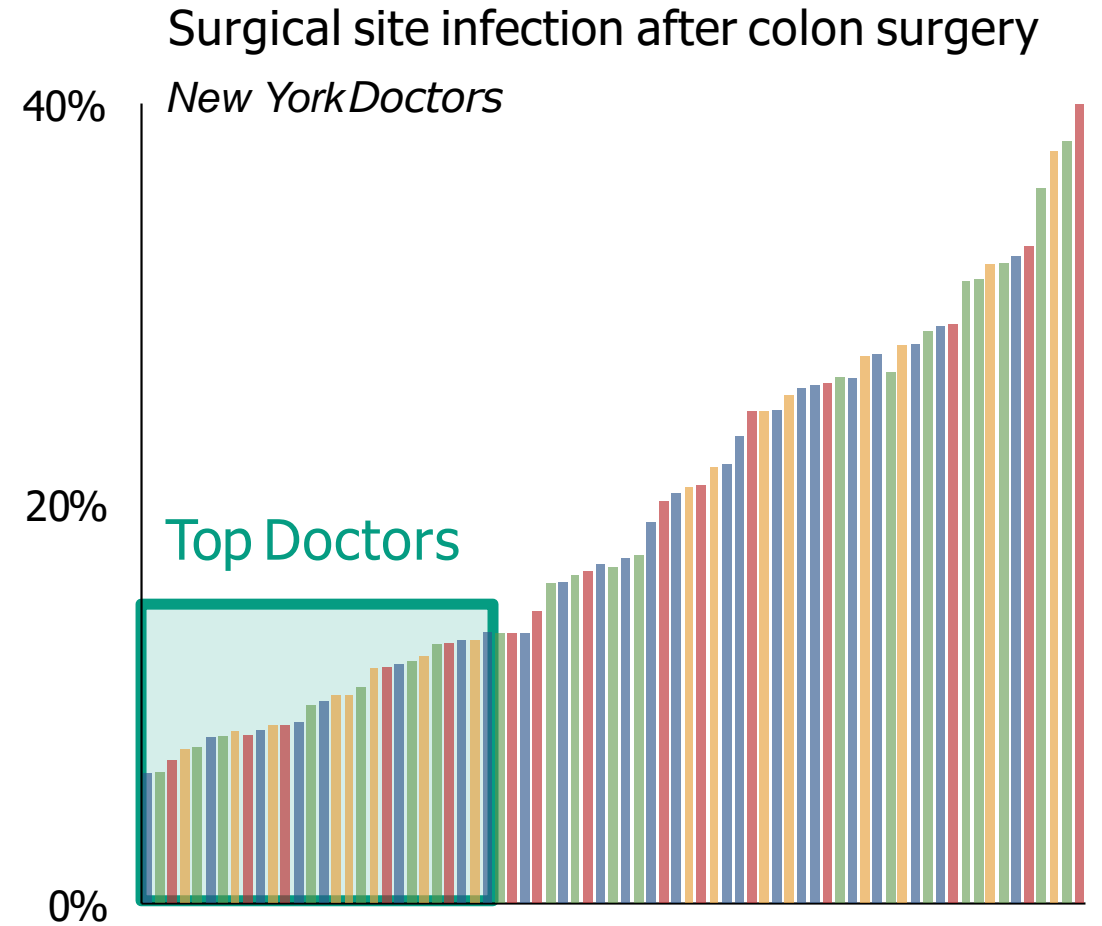
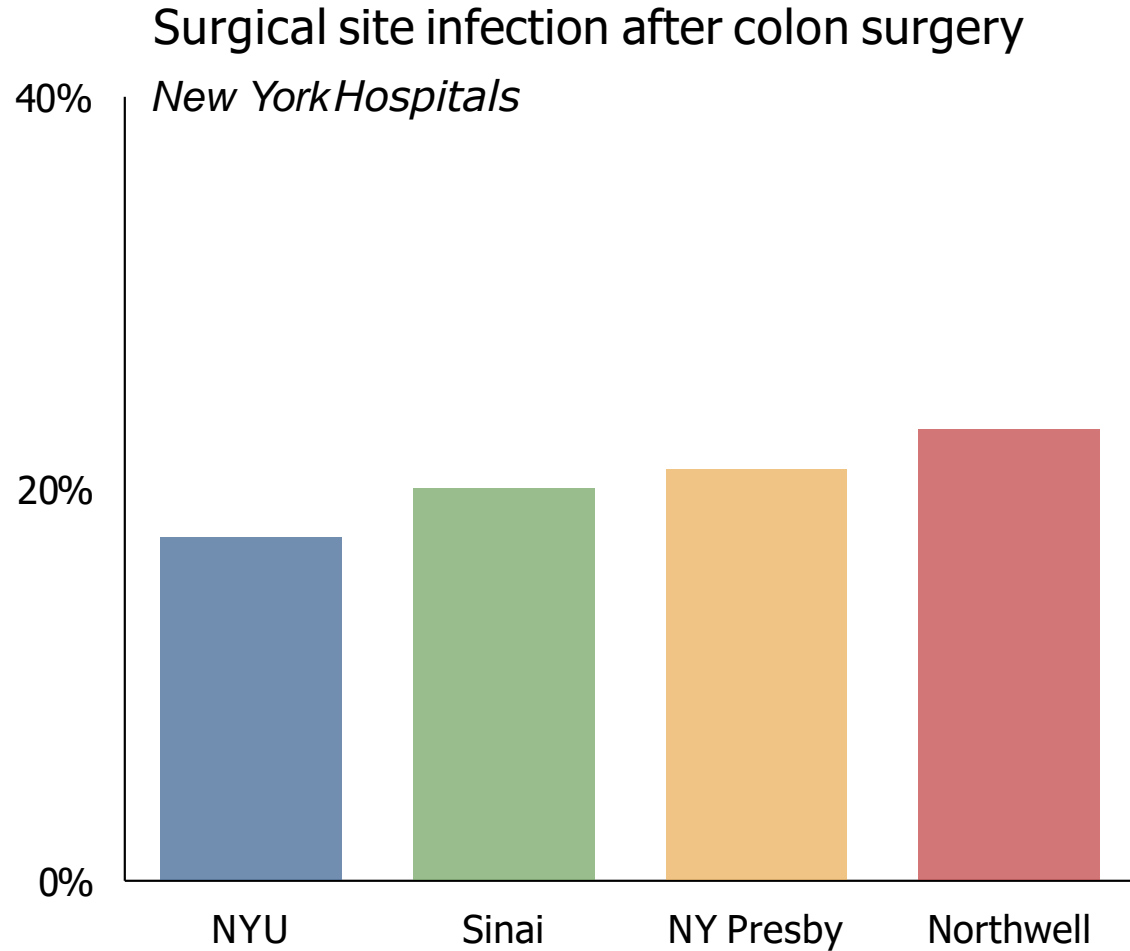
Garner combines data from

- CMS QE program
- Unique 3rd party partnerships
- Employers
- Clearinghouses
- Insurance companies
- All-payer claims databases

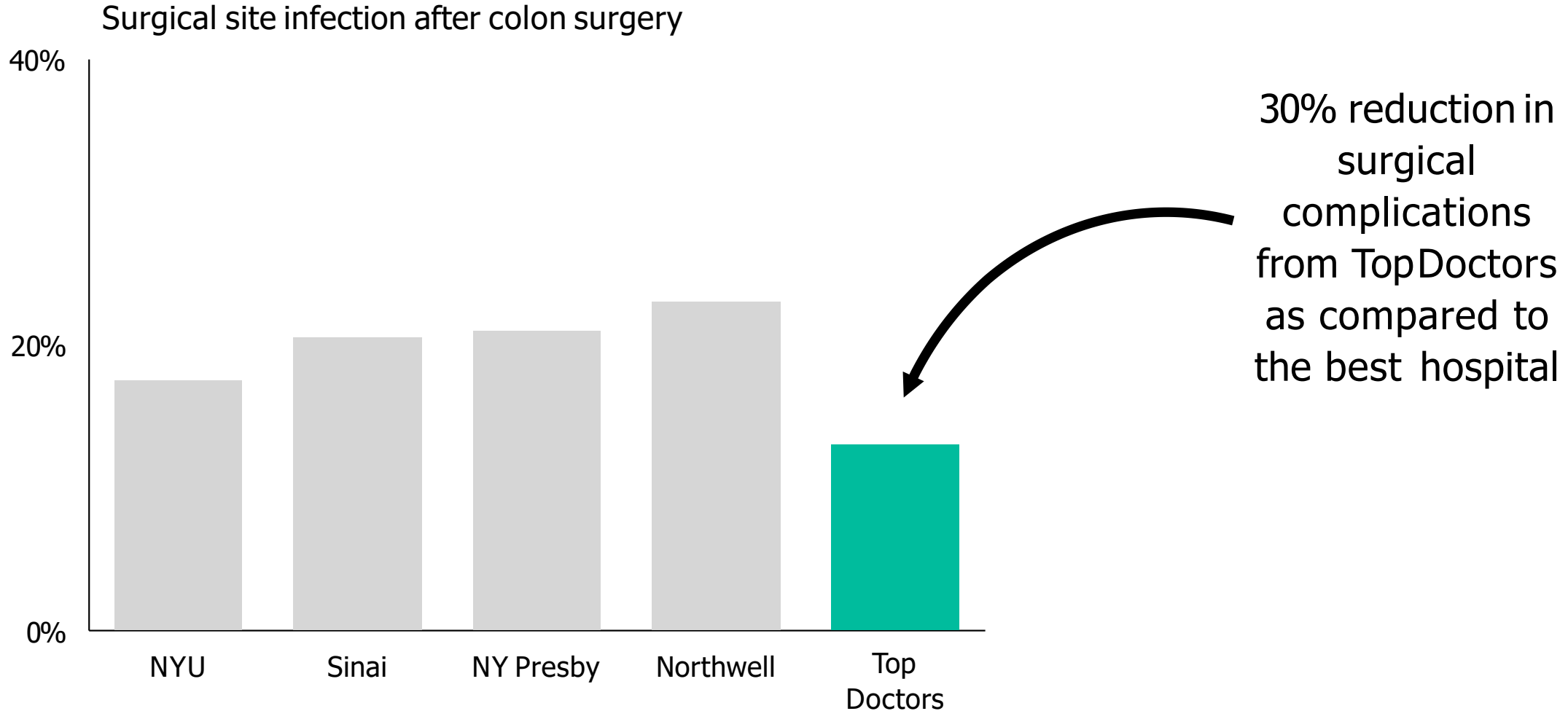
Today's perspective on quality focuses mostly on the hospital level



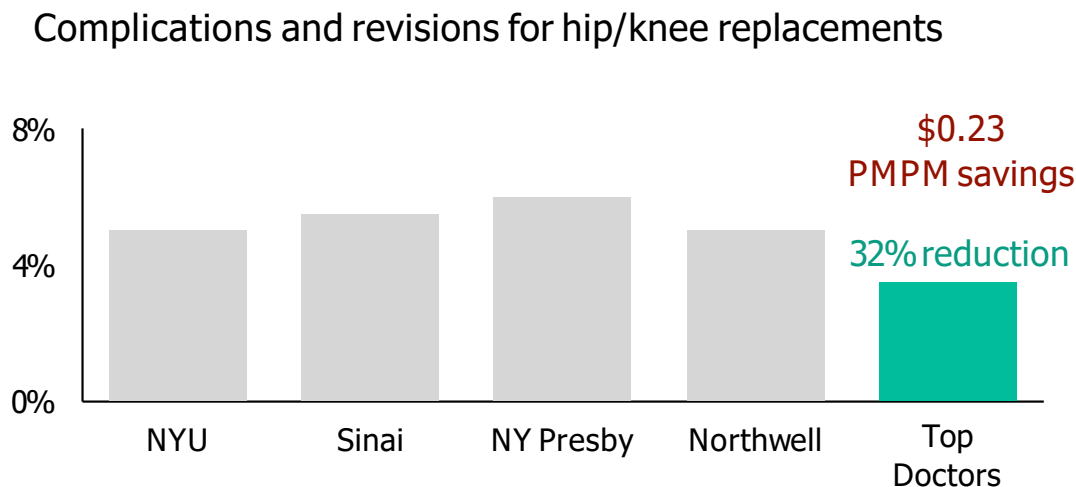
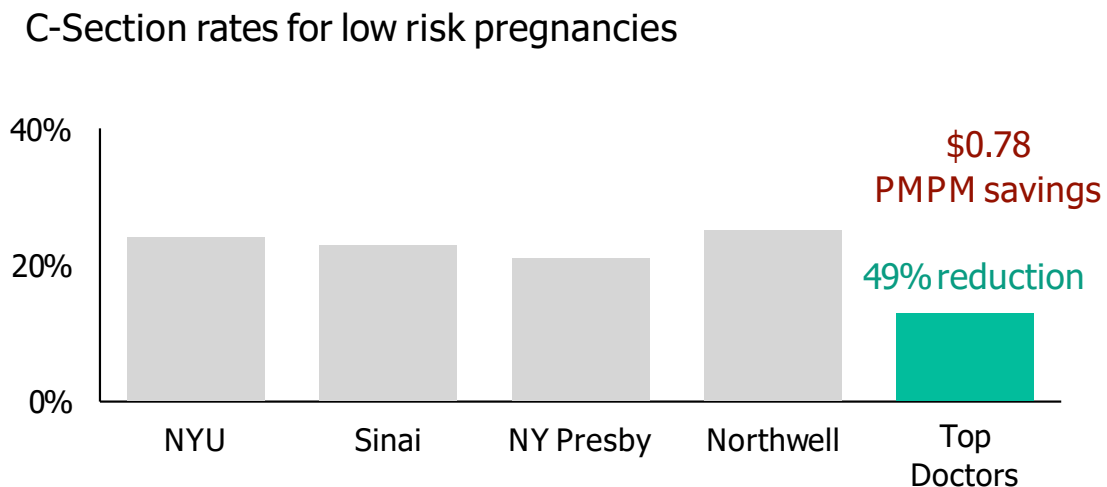
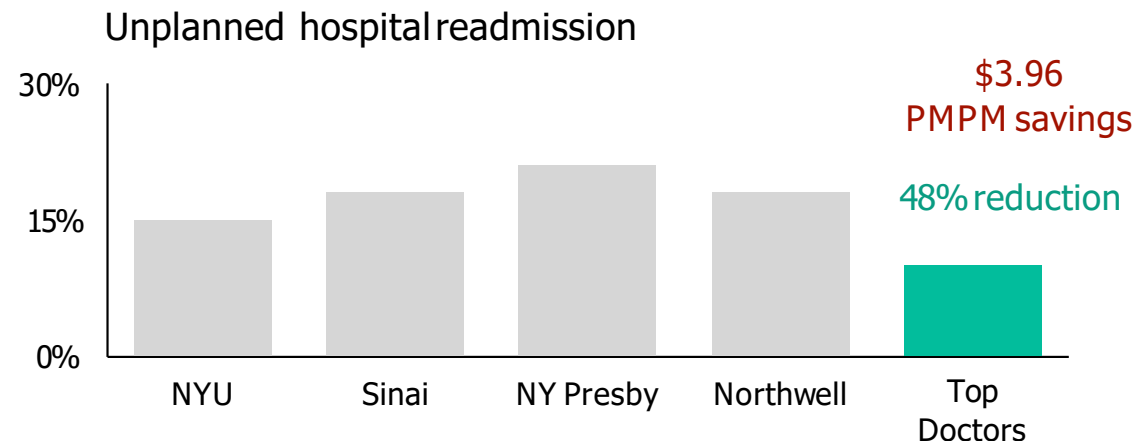
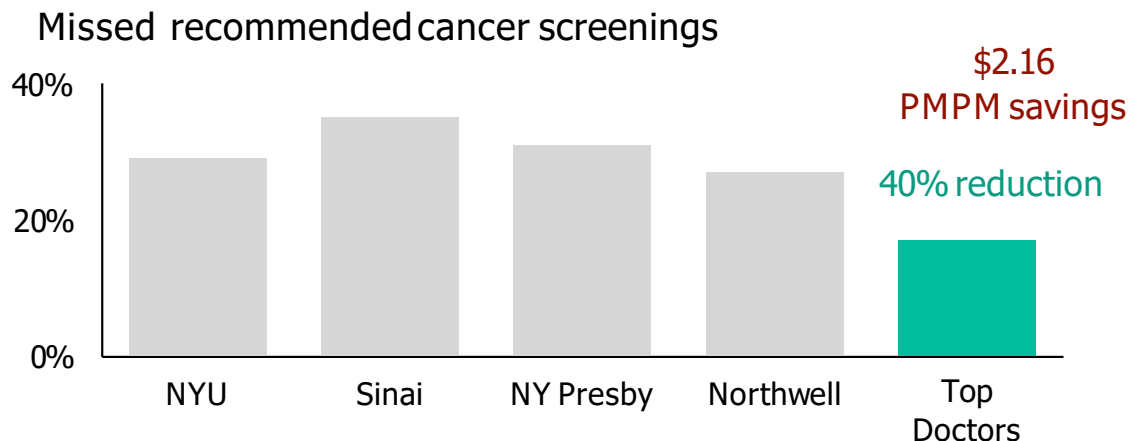
Garner's data shows the variation of doctor quality within major hospital systems



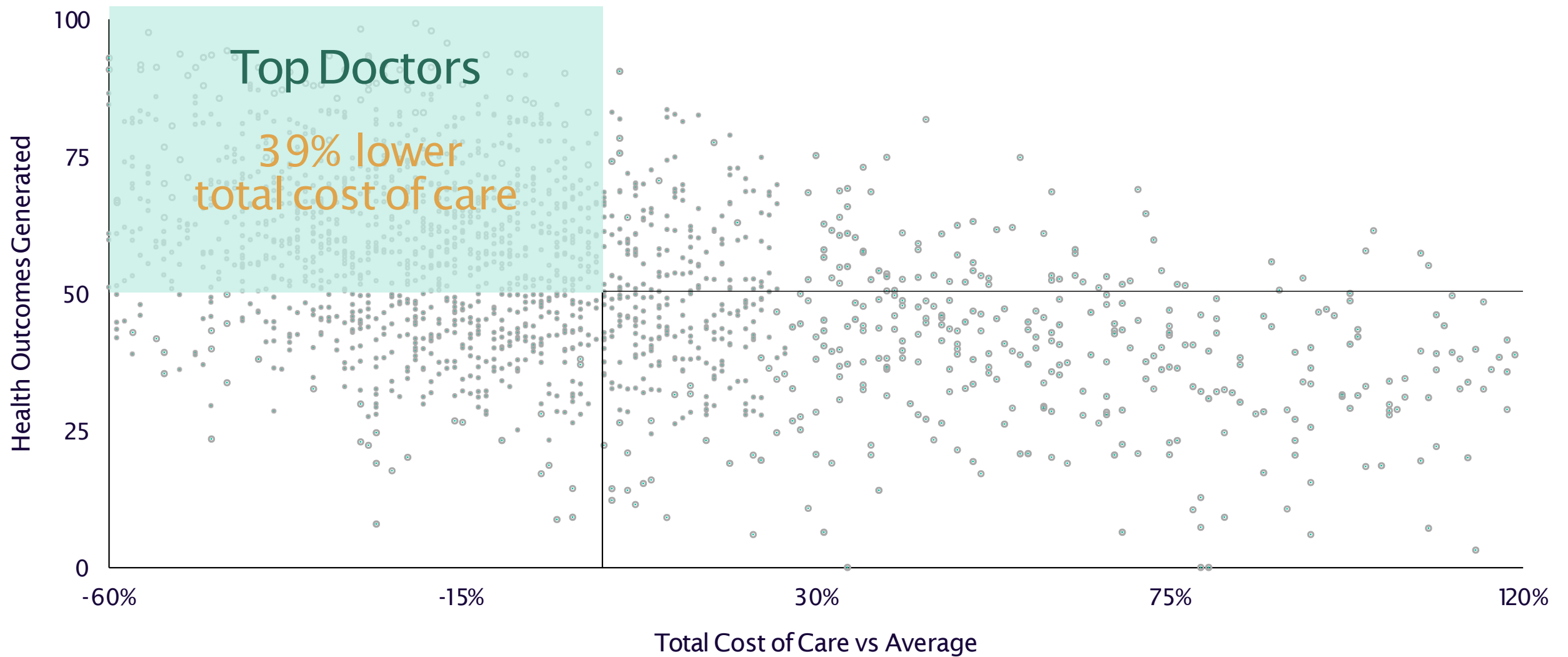
Garner's data shows the variation of doctor quality within major hospital systems



Top Doctors outperform the best hospital across many different quality metrics



Garner uses these metrics to identify Top Doctors that are high quality while also delivering significantly lower costs



garner

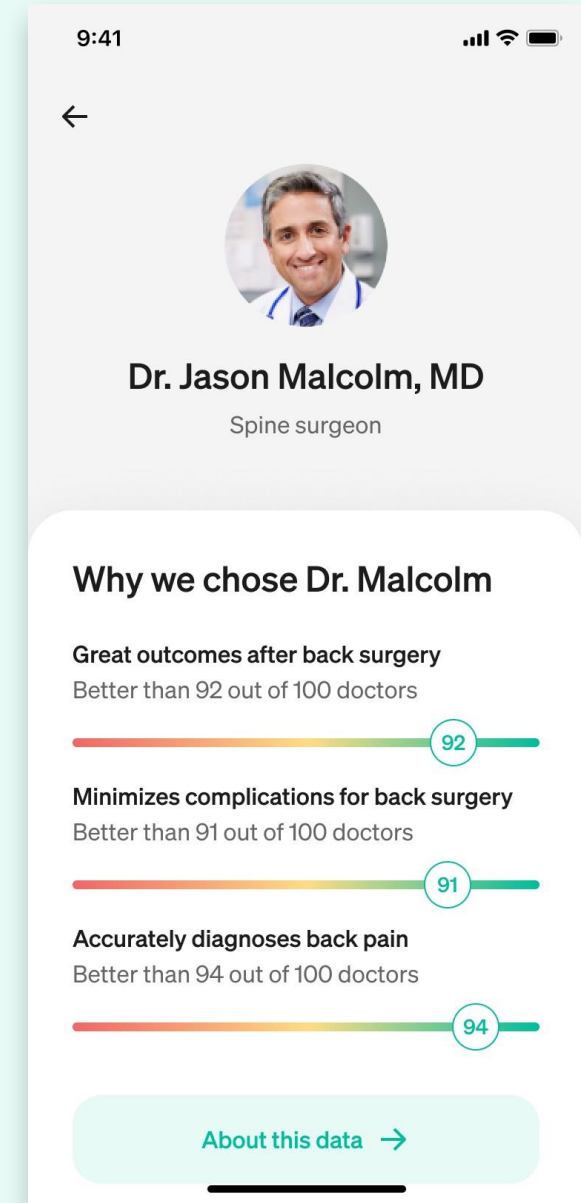
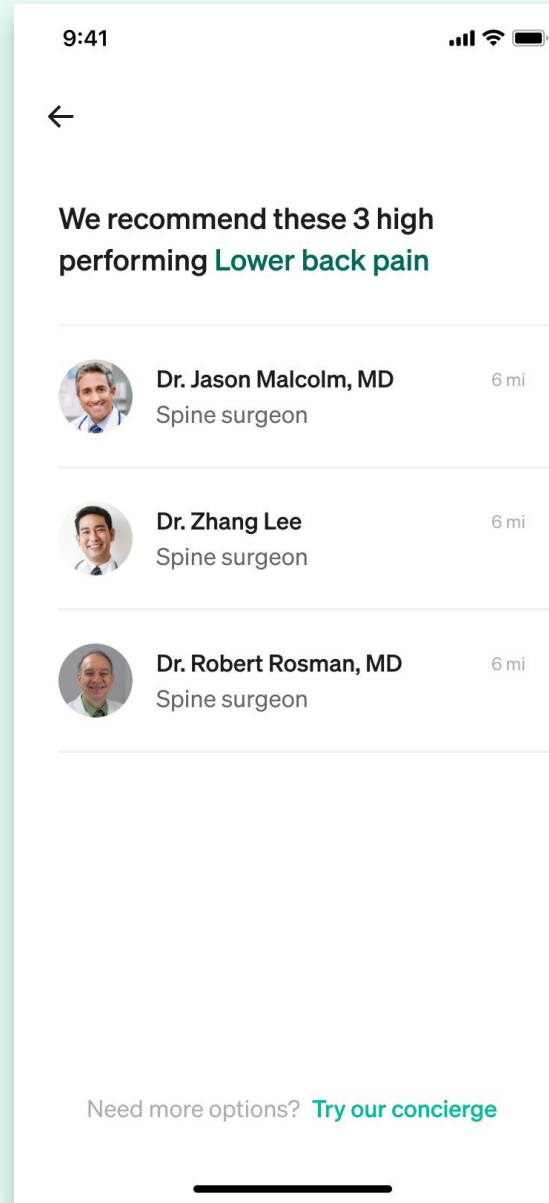
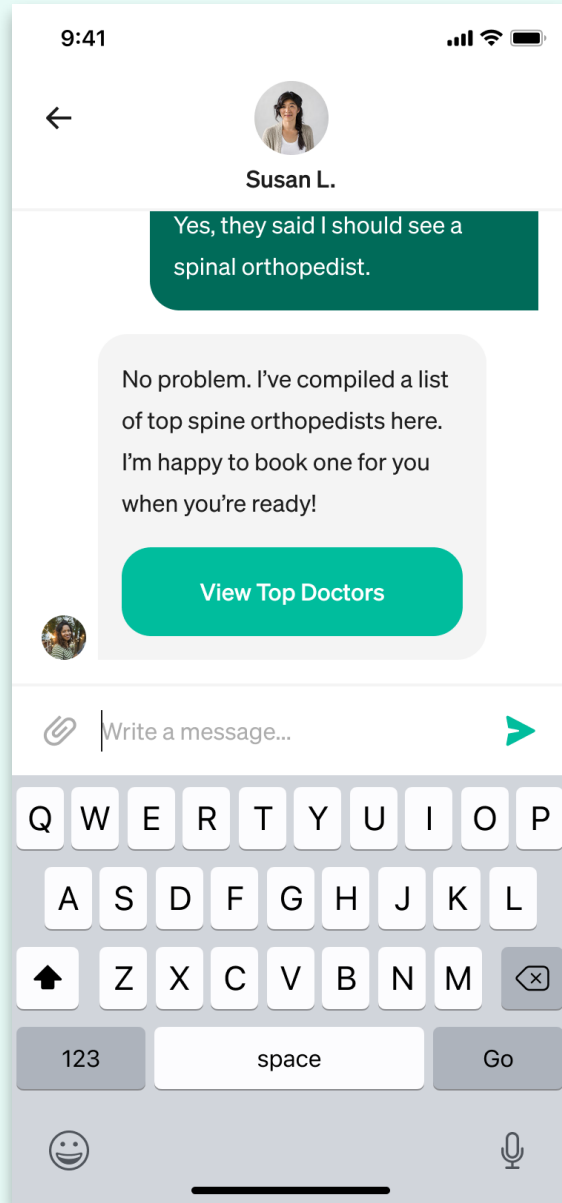
Garner is a simple plan addition that helps employers get more care to the **highest quality doctors** nearby without requiring a change in network or carrier.

5-10%+ plan level savings

Lower employee out-of-pocket

Works for fully and self insured plans

Garner makes it easy to find Top Doctors via search or chat



Garner administers an HRA-based incentive account that covers employee out-of-pocket for engaged members seeing a Top Doctor

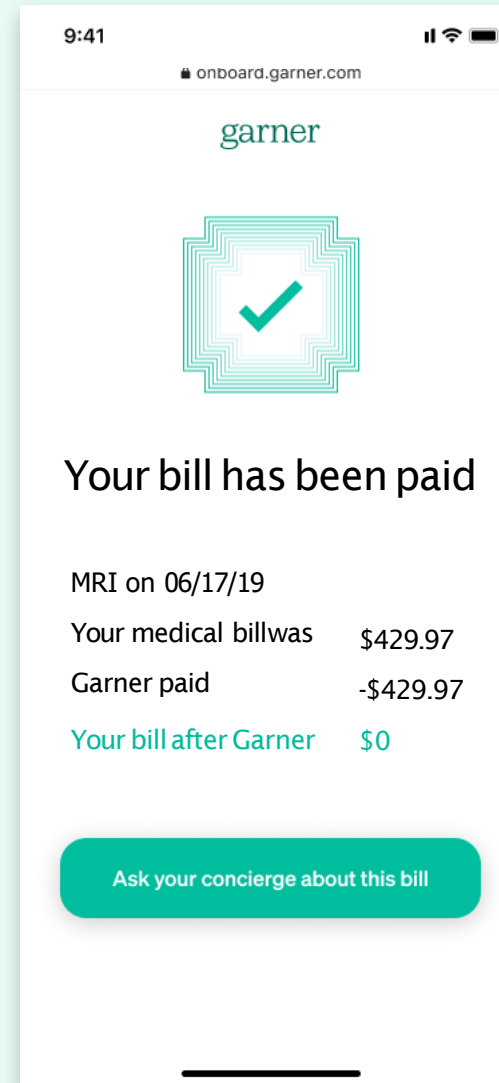
Use Garner to
find a Top Doctor

+

Get care from
Top Doctor

=

Garner HRA
covers member
medical bills





QUESTIONS?

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

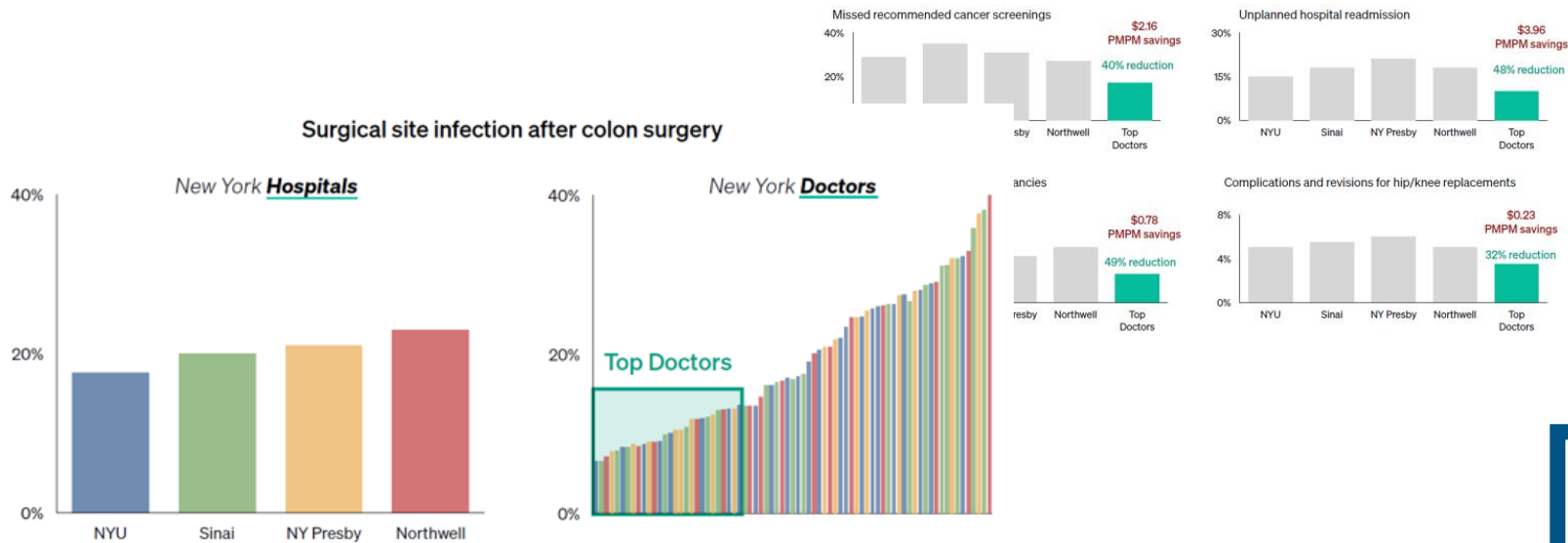


CALL to ACTION

action is the key to all success

TRANSPARENT HEALTH BENEFITS - CALL TO ACTION

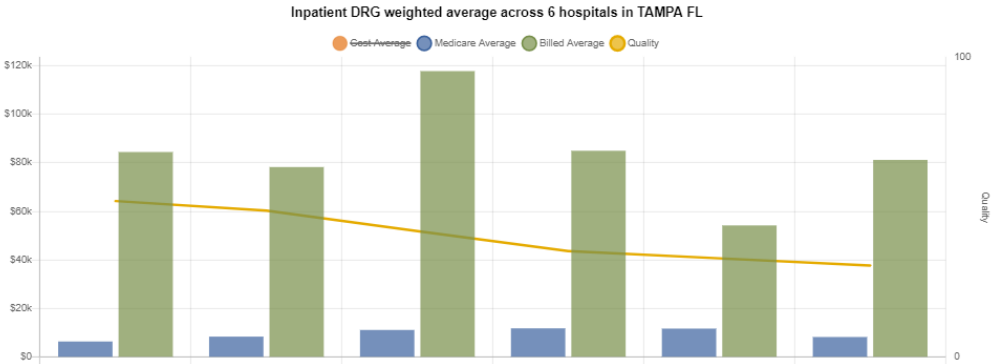
Top Doctors outperform the best hospital across many different quality metrics



Create Value,
Add Clients

EXCLUSIVE
FOR YOU

KNOW YOUR MARKET



YOU CAN'T IMPACT THE PAST: ↑ ADVOCACY + ↑ QUALITY = ↓ COST

A person in a dark suit is holding a glowing lightbulb. The lightbulb is illuminated, casting a warm glow. The person's hands are visible, holding the base of the bulb. The background is dark, and the overall image has a professional, high-contrast aesthetic.

PARTING SHOTS

if you only do 1 thing...

Medical Management + Advocacy



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It's all about the Quality & Cost



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garner

STAY TUNED

- ✓ **First every educational platform with Solutions dedicated for the PE space**
 - ✓ Control 2nd largest P & L expense
 - ✓ Range of options
 - ✓ Data-centric for ALL groups
 - ✓ Current broker can remain in place
- ✓ **Weekly Emails**
 - ✓ Content rich
 - ✓ Downloadable
- ✓ **Monthly Webinars**
 - ✓ Portfolio Companies
 - ✓ Private Equity Group



STAY TUNED



✓ **SAVE THE DATE**

✓ **Immediate Impact:**



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Thank You



garner

CHANGE STARTS WITH YOU

