

Transforming the Facility-Based Care Model



### Healthcare is Rapidly Moving to the Home

# \$4 Trillion Healthcare System is Unsustainable

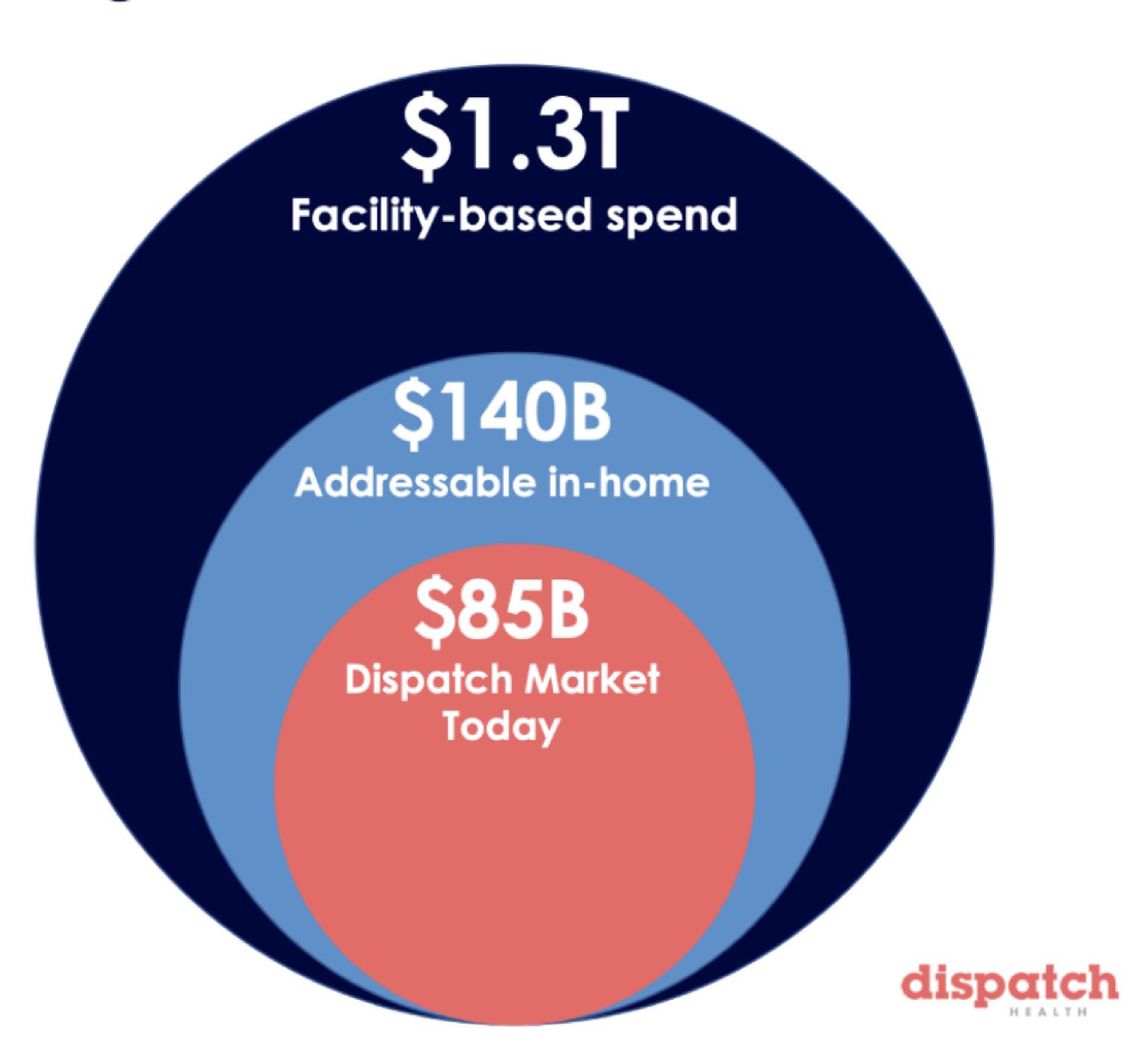
1n-home hospitalizations save \$5,000 - \$7,000 per episode

# Consumers increasingly expecting convenience

Virtual care utilization **increased +4x** during COVID, with **+70%** of users expecting to continue using more convenient care

# Opportunity to improve clinical outcomes

A **20%** mortality reduction for in-home hospitalizations



### Enabling At-Home Care at Scale



Extending beyond the legacy brick and mortar infrastructure to deliver care to patients when, where, and how they need it

Leveraging a purpose-built, flexible platform that optimizes care delivery and enables rapid scaling



<u>Clinical outcomes</u> that create alignment across all stakeholders

Markets live today **174%** YE Run-Rate Revenue CAGR since 2017 **Net Promoter Score** (Healthcare average <30) **Total Savings Generated for** 

+\$350M

Total Savings Generated for Customers to date, with an average savings of +\$1,200 per Acute Care Visit

### Highest Acuity and Most Complete System of Care in the Home



#### **Clinic Without Walls**

**Virtual Visit Augmentation** 

- Allows providers to extend practice to home or Senior Communities for lower complexity complaints
- Allows treatment of medically complex patients - hands-on support and telepresentation.



#### **Acute Care**

Emergency Room
Alternative

- On-demand high acuity care in the home
- Diagnostics
- CLIA certified lab (Moderate Complexity)
- Procedures
- Medications
- Coordination of ancillary services
- PCP integration



#### Advanced Care

**Hospital Alternative** 

- Example Conditions: HF, COPD, Respiratory Illness, Pneumonia, Complex UTI, Metabolic Disorders
- Milliman admission criteria
- Up to 30-day postacute management
- Referral: Dispatch Acute Care Service, Physician Clinics, Partnered Hospital ERs,
- Payment through contractual bundle with payers



#### **Extended Care**

Nursing Facility
Alternative

- Support for complex medical and postsurgical patients after discharge from the hospital who require additional skilled services.
- Provide 24/7 care with a focus on physical and occupational therapy
- Payment through contractual bundle with payers



## Bridge Care Hospital to Home

- Focused medical intervention – 24 to 72 hours post discharge
- Evidenced-based pathways
- Medication reconciliation and Social Determinant issues addressed result in reduced hospital recidivism



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