



Population Health Solutions for Employers

MEDIA RESOURCES

MissionPoint's mission is to make healthcare more affordable, accessible and improve the quality of care for our members.

MissionPoint Health Partners currently serves 250,000 members in six states across the country.

Our proven results include lowering healthcare costs for members and employers, helping health systems become a provider of choice for new members, and improving the overall health and healthcare experience for our members.

MISSIONPOINT'S FOUR AIMS

IMPROVE THE
HEALTH OF
COMMUNITIES



REDUCE
HEALTH CARE
COSTS



IMPROVE THE
PATIENT
EXPERIENCE



ENRICH
LIVES OF
CAREGIVERS



WE ARE A POPULATION HEALTH MANAGEMENT COMPANY



CREATING SUSTAINABLE SOLUTIONS FOR DECREASING HEALTH CARE COSTS
BY FOCUSING ON THE MEMBERS WHO NEED HELP



CLINICALLY INTEGRATED NETWORKS



Aligned providers
and facilities
improving care
coordination and
delivery

SUPPORTED BY HEALTH PARTNERS



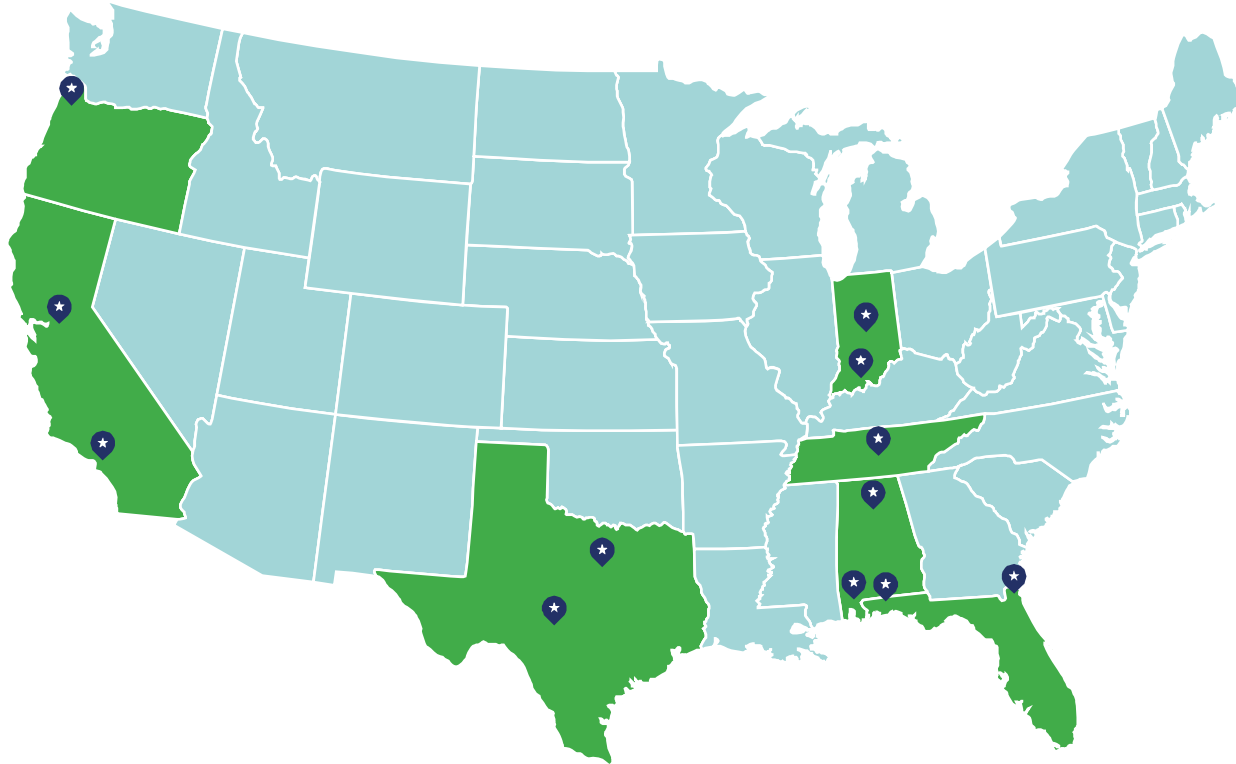
Trained clinical and
non-clinical
professionals working
one-on-one with
members

CONNECTED BY DATA



Robust analytics
targeting
interventions, driving
actions and
measuring results

PART OF GROWING NATIONAL NETWORK



7

STATES SERVED

8,200 +

PROVIDERS

250K

MEMBERS

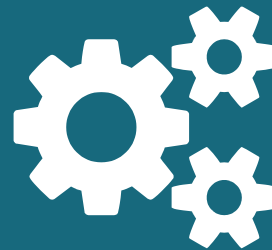
\$1.5B

HEALTH SPEND
MANAGED

5

ONSITE &
MULTI-EMPLOYER
CLINICS

CLINICALLY
INTEGRATED
NETWORKS



OF ALIGNED PROVIDERS
AND FACILITIES



HIGH-QUALITY, LOWER COST NETWORKS IMPROVE CARE & DECREASE COSTS

- Networks include all elements necessary to provide comprehensive care:
 - PCP, specialists, mid-level providers
 - In-patient/out-patient facilities
 - Specialty care, home health, etc.
- Members incented to use network via benefit design
- Claims data reviewed to ensure network meets needs of employer
- Ongoing gap analysis ensures network meets changing demands of growing employers



BENEFIT DESIGN DRIVES
MEMBERS INTO NETWORK



MISSIONPOINT MODEL DRIVES MEMBERS TO SELECT PRIMARY CARE

- Employees with designated Primary Care:
 - More likely to get preventative services
 - Manage chronic disease more effectively
 - More satisfied with their care
- Primary Care usage drives:
 - Reduced hospital admissions
 - Reduced unnecessary ER visits
 - Reduced inappropriate specialty consultations



*Health Affairs.org abstract: "Primary Care: Can it Solve Employers' Health Care Dilemma?"



SUPPORTED
BY HEALTH
PARTNERS



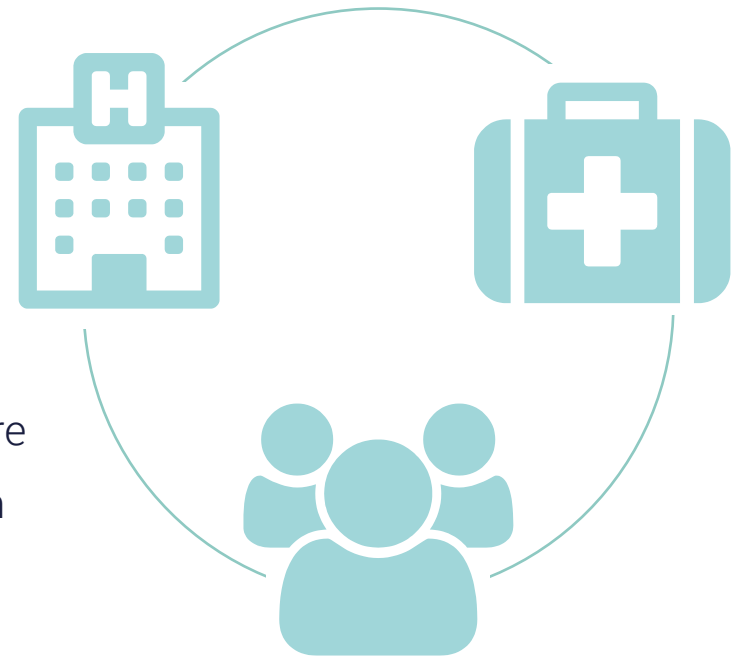
TRAINED CLINICAL AND NON-CLINICAL PROFESSIONALS
WORKING ONE-ON-ONE WITH MEMBERS



SUPPORTED BY HEALTH PARTNERS

*Specialized Teams Meet Members
Where They Are In Their Healthcare Journey*

- Health Partners are local in each market
- Four teams address unique member needs
 - Whole person model of care
- High-touch model meets patient at points of care
 - Hospital/ER alerts enable prompt outreach
 - Visit members in hospital, ER, physician office, home
 - Work with members without fixed process or time constraints
- Support care plans of providers
- Work with any member – employee or dependent



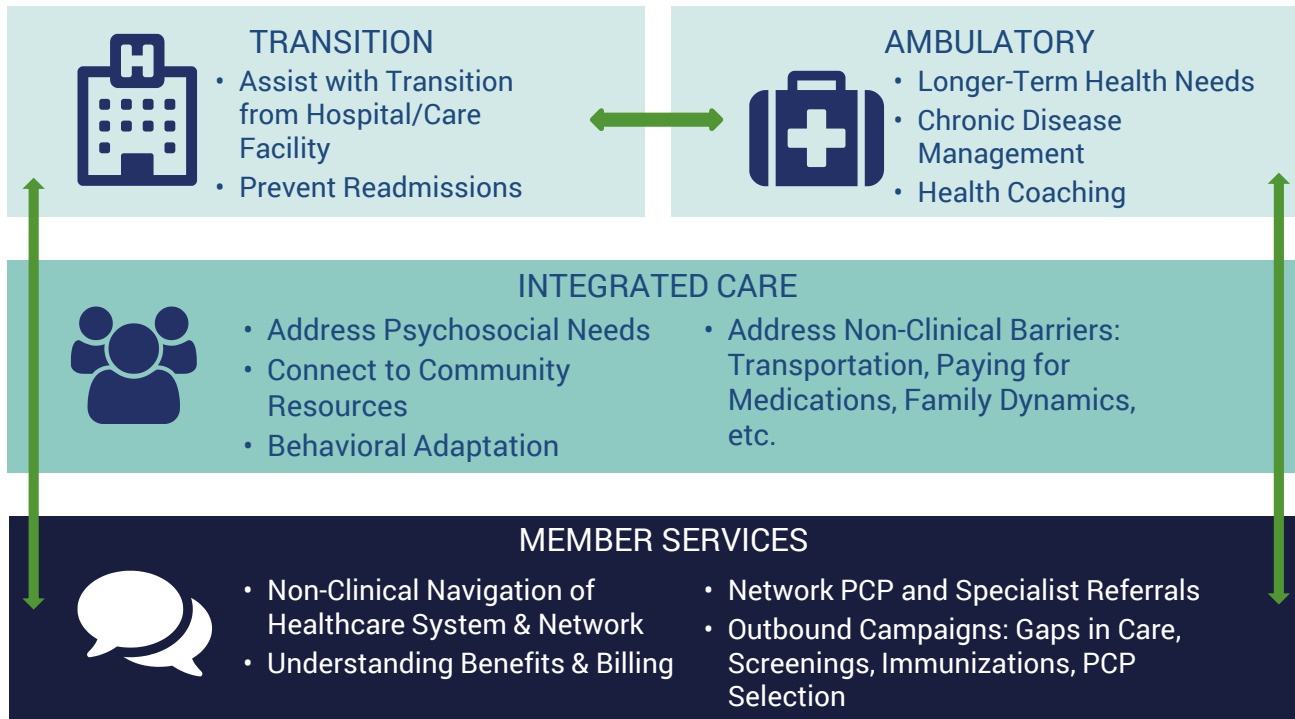
HEALTH PARTNERS
WORK WITH MEMBERS
AND CAREGIVERS

FOUR TEAMS WORKING TOGETHER TO SOLVE MEMBER'S ISSUES

MEMBER CONNECTS TO HEALTH PARTNER

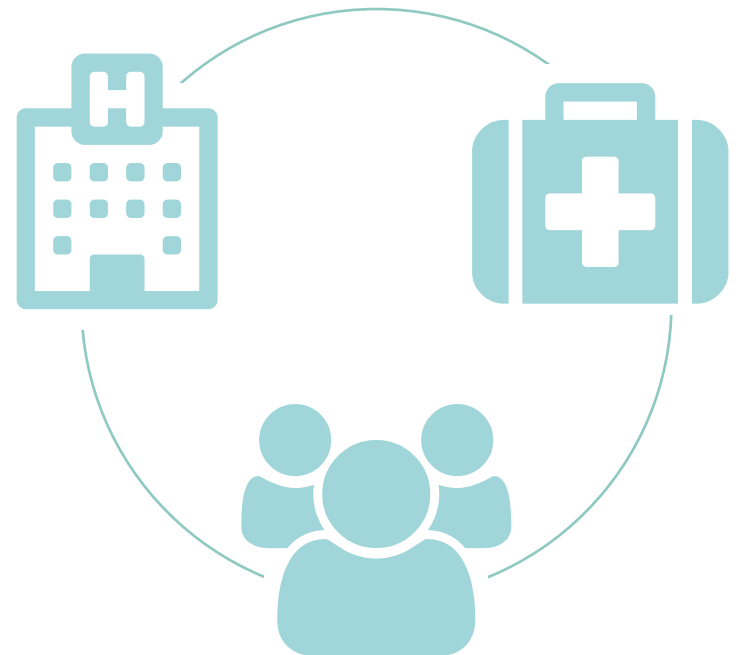
Proactive Outreach Based on Cost or Risk

Physician Referral • Self Referral • Hospital Discharge • ED Visit • Specific Diagnosis



HEALTH PARTNER ACTIVITIES CUSTOMIZED TO MEMBER'S NEEDS

- In person visits: Hospital, home, provider office
- Follow-up after hospital or ER discharge
- Assessments: Depression, falls risk, food insecurity, financial stress, and more
- Medication reconciliation and safety checks
- Manage chronic diseases or understand new diagnosis
- Removing barriers: Transportation, food insecurity, budgeting challenges, preparation for provider visits
- Behavioral and mental issues - Connect to network, community and employer resources (EAP)
- Connection to resources for non-clinical needs: Community and social services; assistance enrolling and participating in programs
- Health and lifestyle coaching
- Navigation: Finding PCP, specialists, setting appointments



CONNECTED
BY DATA



ROBUST ANALYTICS HELP TARGET INTERVENTIONS
AND DRIVE RESULTS



SMALL NUMBER OF INDIVIDUALS DRIVE SIGNIFICANT COSTS

POPULATION 360 ANALYSIS



3 – 5 YEARS OF HEALTH CLAIMS



PLAN PAID BY INDIVIDUAL SPEND STRATIFICATIONS SELF-INSURED EMPLOYER A	
PERCENT COSTLIEST INDIVIDUALS	CONTRIBUTING TO PERCENT OF SPEND
1%	32%
5%	62%
10%	75%
20%	87%
50%	98%
100%	100%

Dependents often drive 60% - 70% of costs



POPULATION 360 ANALYSIS

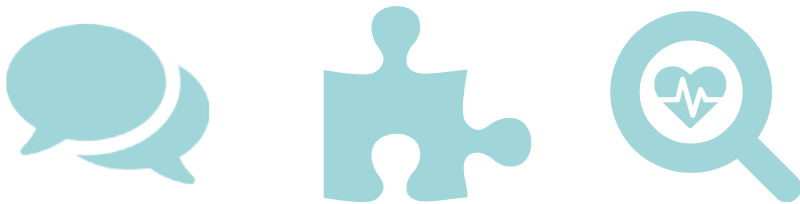
Comprehensive review of population

- Driven by analysis of claims data
- Members assigned risk score
- Identifies high cost and high risk members
- Identified trends, comparison to localized benchmarks
- Consistently updated to provide up-to-date profile of population

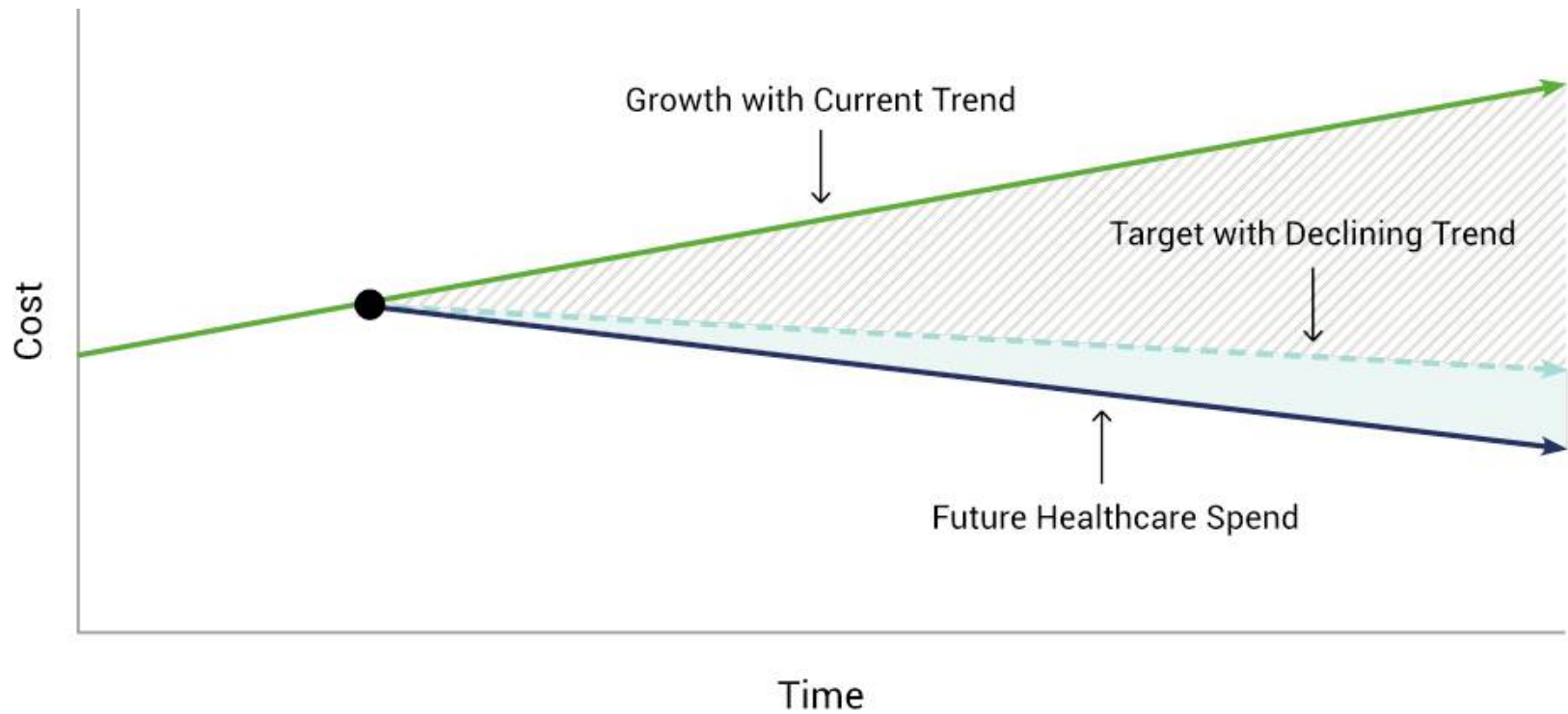
CARE MANAGEMENT TOOL

Comprehensive view of each member's health

- Health Partners have access to data to understand a member's health profile:
 - Population 360 risk score
 - Diagnoses
 - Admissions to ER or hospital
 - Medications
 - Providers/Care team
 - Care notes from Health Partner team
 - Care Paths developed via best practices
- Powered by claims data, ongoing updates
- Health Partners able to hospital and provider EHRs



MISSIONPOINT SEEKS TO LOWER THE OVERALL COST OF CARE
By Leveraging High Value Networks & Delivering More Services to Those in Need



ENHANCED
MEMBER
EXPERIENCE



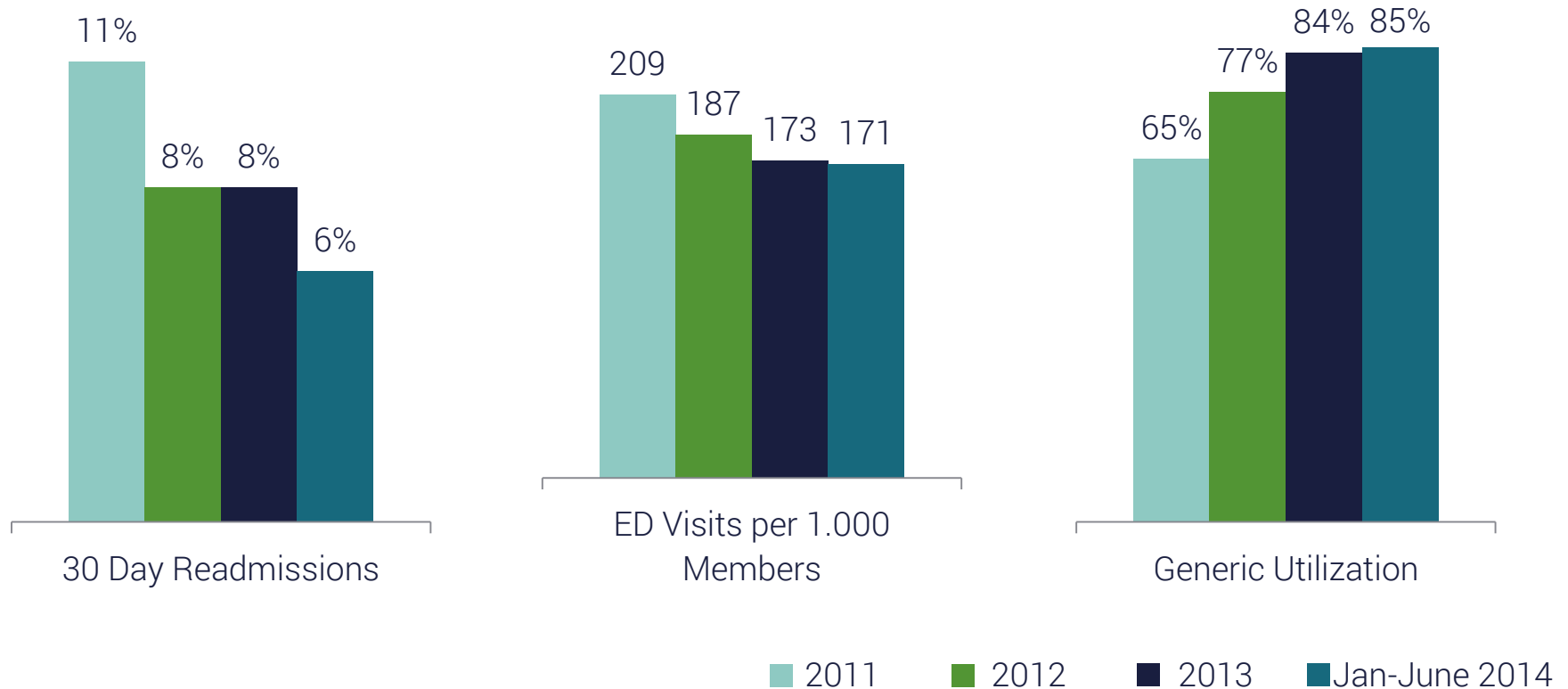
LOWER
EMPLOYERS
HEALTHCARE
COSTS



MISSIONPOINT RESULTS

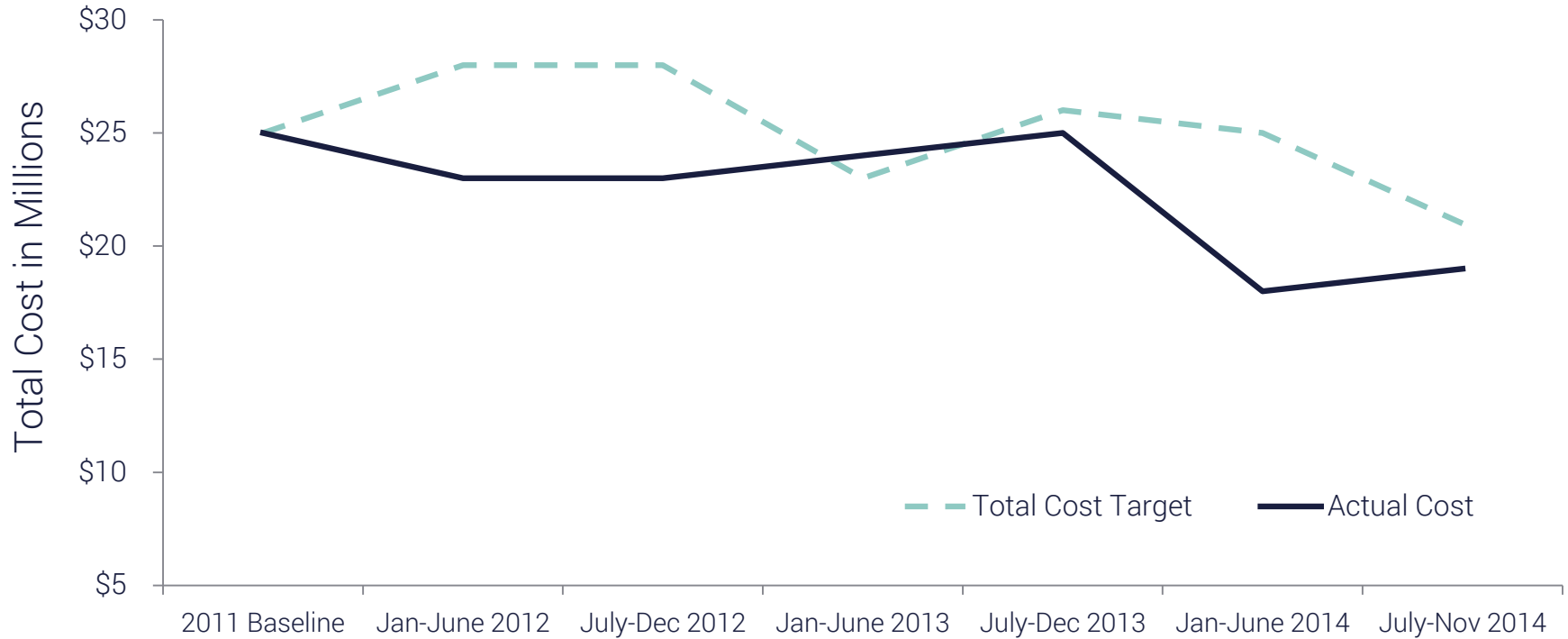
CLINICAL MANAGEMENT & HIGH VALUE NETWORK CONTINUES TO DRIVE SAVINGS

KEY PERFORMANCE METRICS BY YEAR



CLINICAL MANAGEMENT & NETWORK CONTINUE TO DRIVE SAVINGS

TOTAL HEALTHCARE SPEND VS. TARGET SPEND



MODEL ALSO DRIVES SAVINGS IN MEDICARE

MissionPoint Participates in Medicare Shared Savings Programs (MSSP) in Seven Markets

INPATIENT
COST PER
BENEFICIARY

-7.08%

% DECREASE FROM 2012 - 2013
ALL MSSP ACO AVERAGE
CHANGE: +0.19%

ED VISITS
PER 1,000

-6.73%

% DECREASE FROM 2012 - 2013
ALL MSSP ACO AVERAGE
CHANGE: +0.00%

POST-ACUTE
COST PER
BENEFICIARY

-20.02%

% DECREASE FROM 2012 - 2013
ALL MSSP ACO AVERAGE
CHANGE: +2.35%

2013 Nashville Results

MissionPoint

HEALTH PARTNERS

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