

Connecting
the Dots for
High Value
Healthcare



Changing the Healthcare Equation

IntegerHealth is a healthcare technology company at the crossroads of healthcare, data analytics and predictive modeling. We work with self-insured employers to decrease their healthcare costs.

Most employers view their healthcare costs as the claims paid. At **IntegerHealth**, we take a holistic approach and attack all the costs—both the direct costs of claims paid and the indirect costs of employees absent from their jobs for medical reasons.

Attack the Costs!

Healthcare costs are not driven by routine doctor visits. Instead two root causes drive those costs:

- High Risk Individuals—Generally, 15% of a plan's participants have chronic medical conditions that balloon the plan's costs.
- High Ticket Episodes—Otherwise healthy participants have isolated high ticket medical episodes.

Hidden Treasure

Self-insured employers possess unused assets that we exploit using HIPAA compliant techniques to

attack these costs—their medical and pharmacy claims and HR records. Using this data, our proprietary algorithms identify the high risk individuals in their plans (the subjects of the claims) and the high value physicians and other healthcare providers in their networks (the filers of the claims).

High Value Healthcare

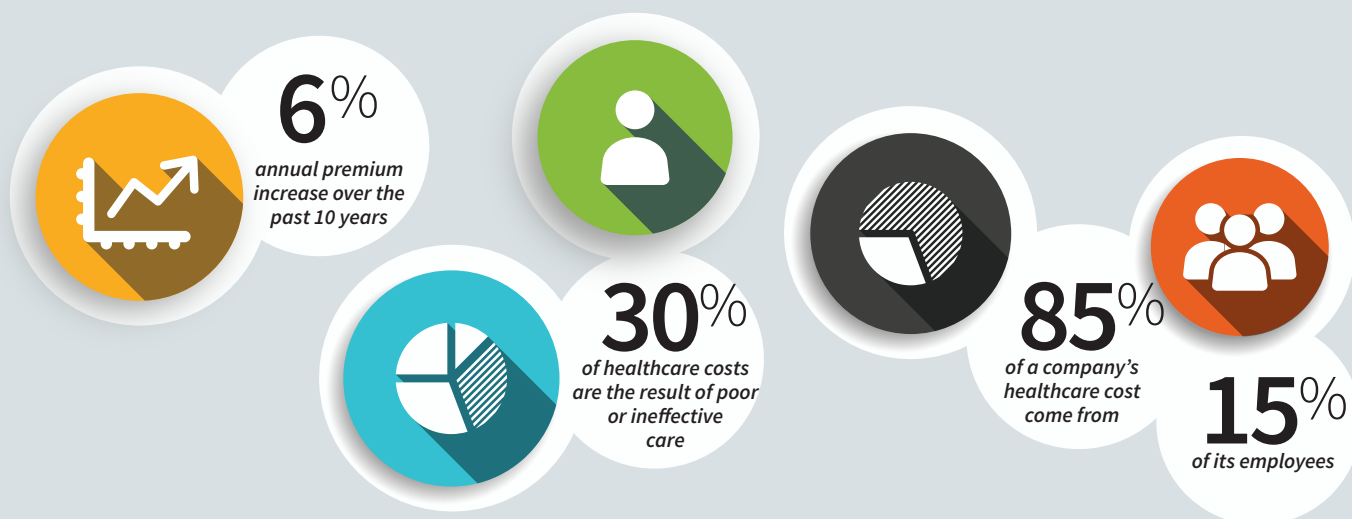
Healthcare is not a commodity. Some physicians are better than others, and high value doesn't correlate with high fees.

High Value Means:

- The most favorable outcome for the patient;
- At the lowest overall cost;
- That gets the patient back to work as quickly as possible.

Measure All Costs

Our analytics consider both the direct claims costs and the indirect costs of having employees absent from work. We measure these indirect costs by juxtaposing the claims data with the HR records to detect health related absences.



How We Decrease Healthcare Costs

After our analytics platform mines the claims and HR data, we perform annual on-site health assessments on the plan participants to risk adjust the population, provide data for our algorithms, and identify additional high risk individuals.

We then design customized care programs for the high risk individuals

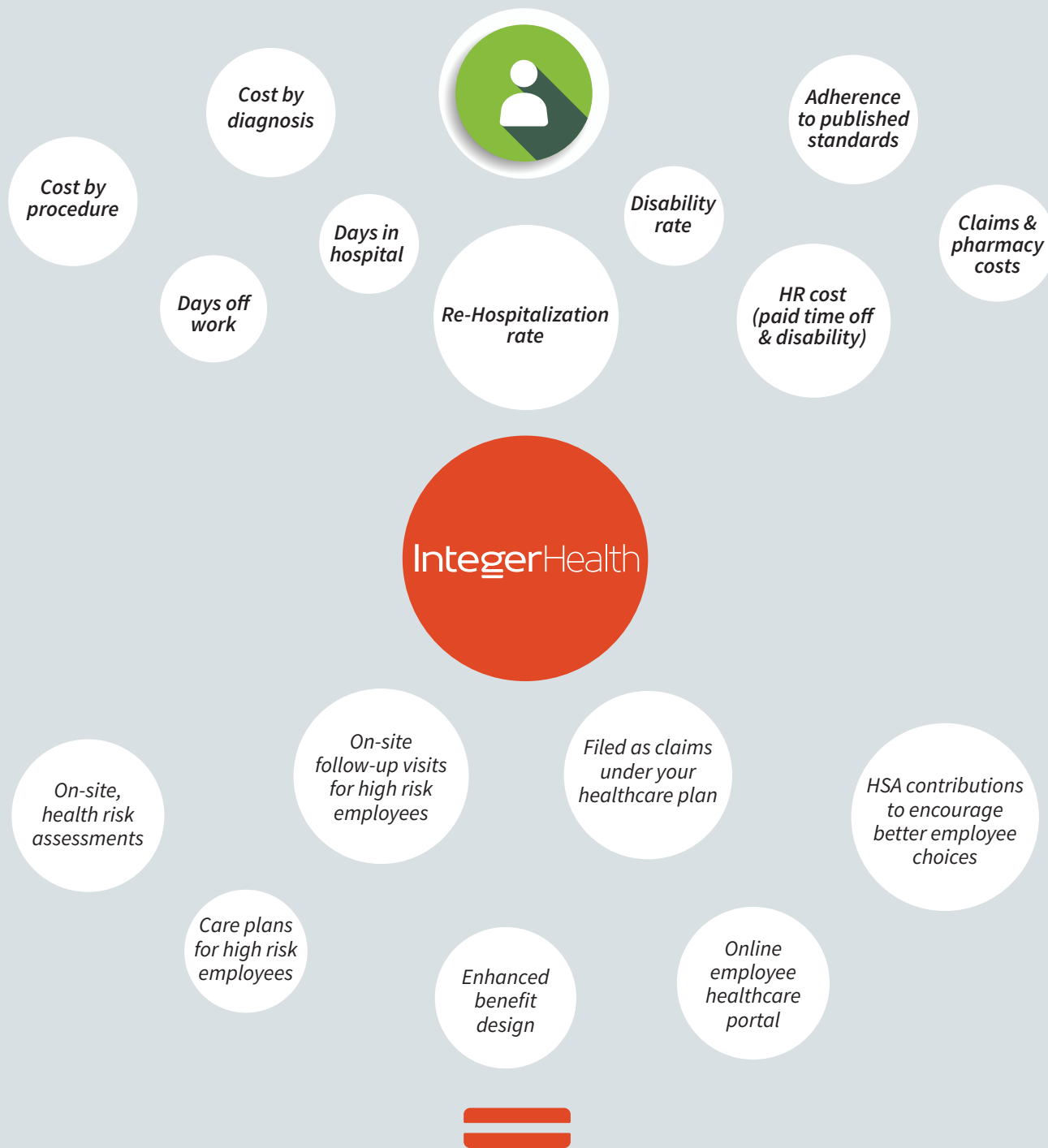
and monitor their compliance with these programs in quarterly follow-up visits. These programs drive down the plan's costs. We bill the health assessments and follow-ups as medical claims through the plan's existing TPA.

When participants have medical issues, whether a high risk individual or an otherwise healthy person, they

go to our secure web portal. Our algorithms churn through the claims and other data to identify the high value physicians and other healthcare options in the network and geographic area. Using only high value providers further drives down the plan's costs.

Better Analytics = Better Care

IntegerHealth identifies the high risk individuals in your plan and the high value physicians and other healthcare providers in your network:



* IntegerHealth works with and supplements the current TPA and PBM arrangements

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IntegerHealth provides cutting edge healthcare analytics to give your employees high value healthcare and your company a healthier bottom line!



Dr. Jack McCallum - Chairman & CEO

Dr. Jack McCallum is IntegerHealth's CEO, and he also serves as the Chairman of its Board. Jack worked as a practicing adult and pediatric neurosurgeon for over twenty-five years, building the premier specialty practice in his area. Prior to founding IntegerHealth, he was a founder of Integration Health Management Associates (IHMA), one of the earliest firms using data driven evaluation of physician performance. Jack then incorporated IHMA's technology into North Texas Specialty Physicians, an independent practice association that has grown to more than 600 members with its own health plan, and which markets its data driven quality programs nationally. Jack was also a founding member of Leprechaun, LLC, a company that used claims data to assure proper reimbursement for Medicare Advantage plans. Started in 2005, Leprechaun was sold to a private investment firm three years later. In 2009, Jack founded CenseoHealth, LLC, a company that provides in-home health risk assessments for Medicare Advantage plans. Censeo physicians perform 500,000 in-home exams annually throughout the United States. Jack is also an author and educator, holding a doctorate in history and a teaching appointment at Texas Christian University (TCU), and he has spoken at numerous professional meetings and authored several articles and books. He holds a Bachelor of Science from Georgia Tech, an MD from Emory University, and a PhD in History from TCU.

To learn more about how IntegerHealth can put its analytics to work for you, contact us at **integerhealth.com**.