



Reliant the CARE at Home Company.

CARE...Beyond The Visit

(Where Tech + Touch = Value)

Current State



First Person Visits Only

Reliant the CARE at Home Company.

IMPACT OF “VISIT ONLY” STRATEGY

- Higher Cost
- Shortage of Quality Clinicians
- Strained Provider Access
- Care Delivery Only During Visits (Out of Site, Out of Mind)
- Limited Data Capture
- Utilization uncertainty

AVAILABLE CARE DELIVERY TOOLS



TELEPHONE



TABLET



MOBILE



SENSOR



COMPUTER

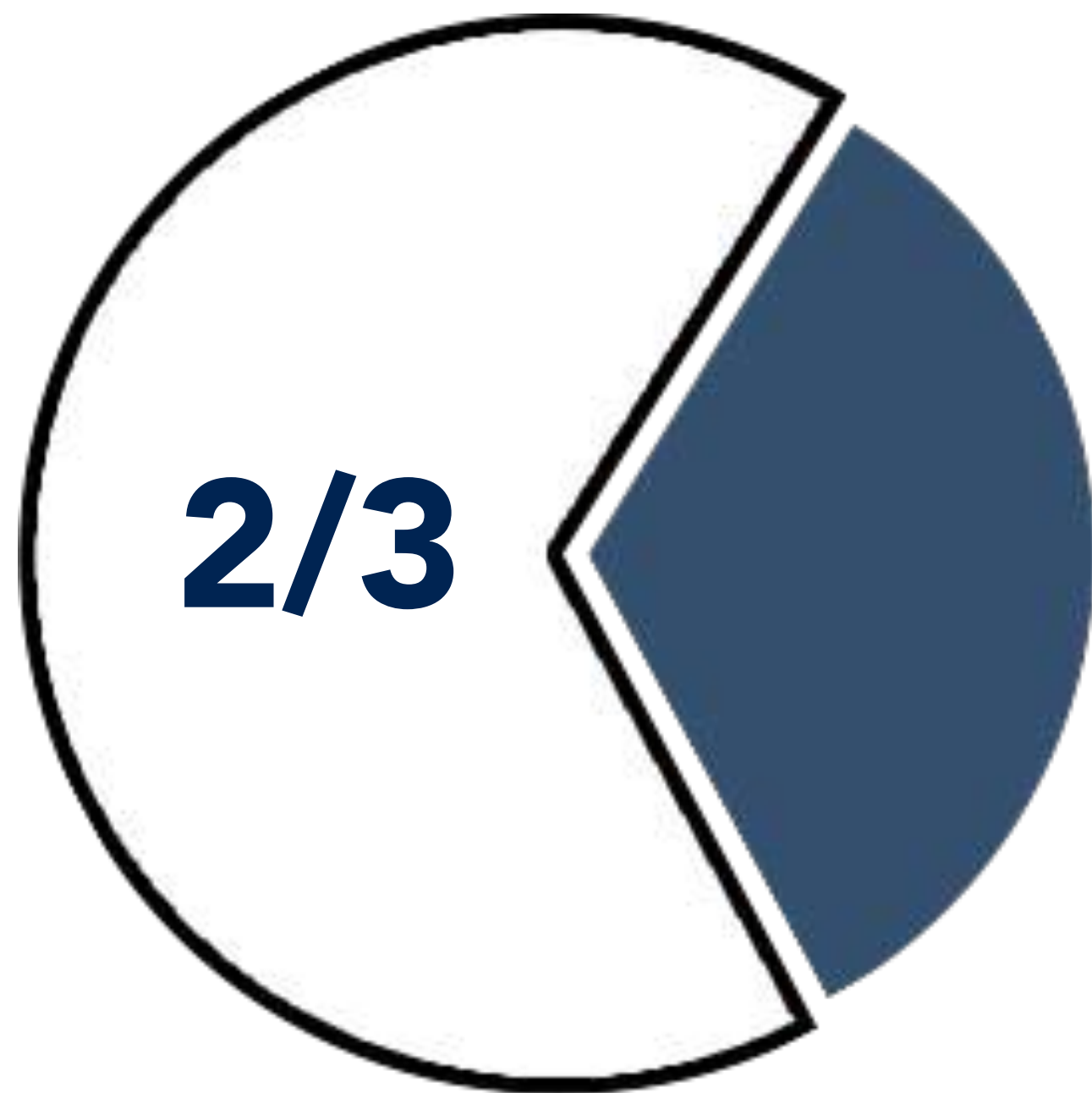
TECHNOLOGY: DATA FOR CAPTURE / DELIVERY

- Vital Collection
- Med Adherence
- Depression Screening
- Diet Review
- Fall Risk Assessments
- Health Coaching
- Careplan Compliance
- Patient Education
- Nurse Extension via CNAs
- Physician Extension via Nurses

HEALTH SYSTEM GOALS / CHALLENGES

- Patient Engagement
- Patient Compliance
- Right Solution to the Right Population

POPULATION ONE : MULTI CHRONIC



CMS expects 2 out of 3 medicare insured seniors to qualify for chronic care management (2+ Chronic Conditions - Pays \$42 PMPM)

MULTI CHRONIC SOLUTION: TELE-HEALTH + TOUCH

CALL CENTER / TELE-CAPABILITIES

- Care Plan Creation / Sharing
- Communication Tools
 - Live Person-to-Person Calls
 - Interactive Voice Response (IVR) Calls
 - Text
 - Educational Content Delivery (Video, PDF, etc) via Email or Text
- Tracking
 - Engagement
 - Compliance

CALL CENTER / TELE-SOLUTIONS

- Coaching
- Follow Up
- Patient Self Reporting
- Resource Hub to Access Info
 - Educational Info
 - Health System Info
- Care Escalation
- CCM Support
- Tele-Psychiatry

TOUCH

“Tech, alone is not enough. But combined with Touch from first person visits real changes in patient behavior can be achieved and value created.”

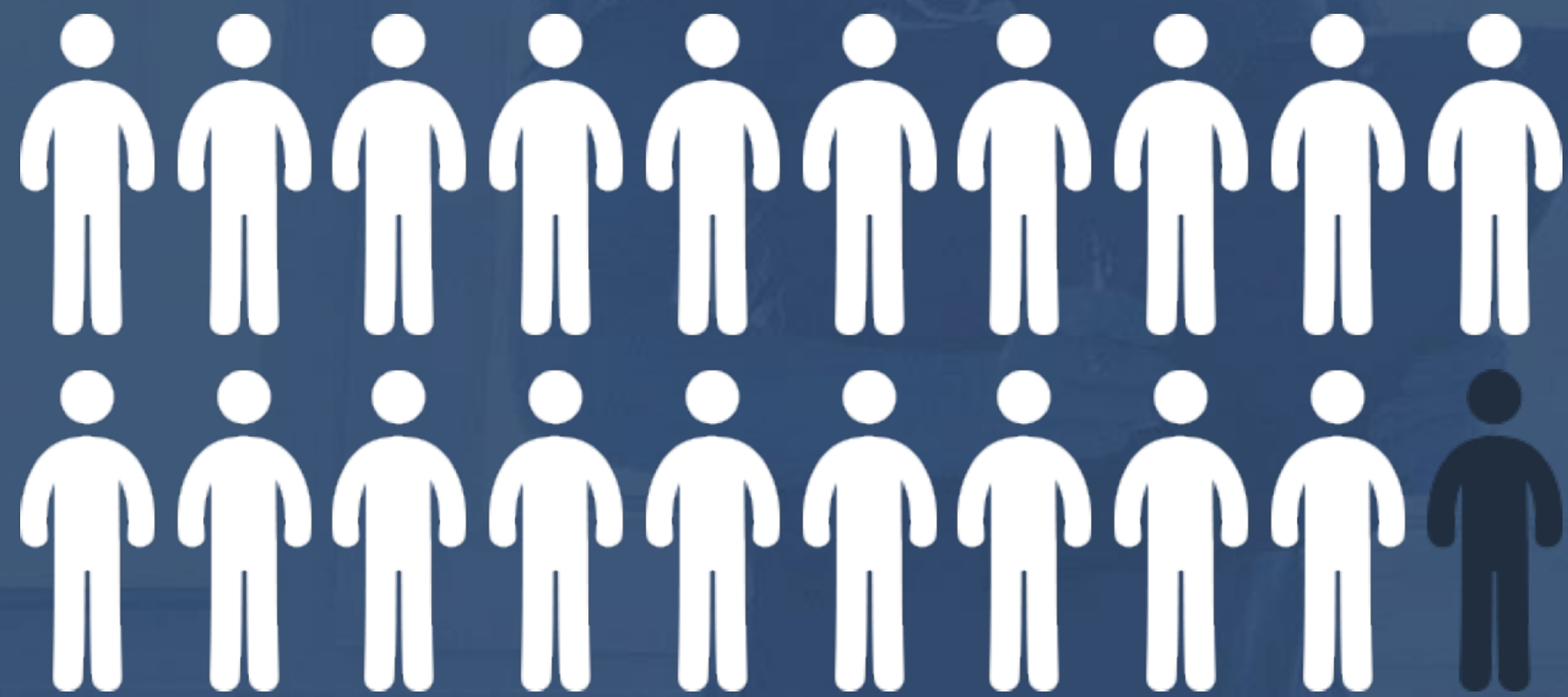
TOUCH CAPABILITIES

- Robust Assessments
 - Home Environment Assessment
 - ADL Assessment
 - Family/Community Support Assess
- Clinical Care Delivery
 - Nursing, Therapy, Aide
 - Medication Reconciliation / Teaching
- Coaching / Support

TOUCH SOLUTIONS

- Chronic Condition (CHF, COPD) Support
- Medication Compliance
- Teach Back
- Avoidance of High Cost Settings
- Patient Engagement

POPULATION TWO : HIGH RISK / SICKEST OF SICK



5% of patients
(High Risk)



50% of Cost

“HIGH RISK” SOLUTION: TELE-MONITORING + TOUCH

- Devices Delivered & Setup in Home
- 1ST Person Teaching of How To Use, When & Why
- 24 / 7 Around The Clock Monitoring
- Ability to Escalate Call to a Doctor
- + Tele-Health Support from call center
- + First Person In-Home Visits “As Needed”



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