



A TEAM OF SPECIALISTS  
AT YOUR DOORSTEP

Access 360 Care

Texarkana Territory





*Vision*

A community in which all people achieve their full potential for health and well-being in mind, body and spirit. We work to be trusted by patients, a valued partner in the healthcare community, by closing gaps in care and creators of positive change.



# *Mission*

To inspire hope and provide access to patient-centered healthcare with excellence while contributing to the well-being of our patients through integrated clinical practice at their doorstep.



## *Values*

We care for the whole person, see the complexity of each person's life, and believe addressing a broad range of human needs is the best way to improve a person's health. We believe in providing high quality, accessible health care through a patient-centered care team approach.

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### Macro Environment and Trends

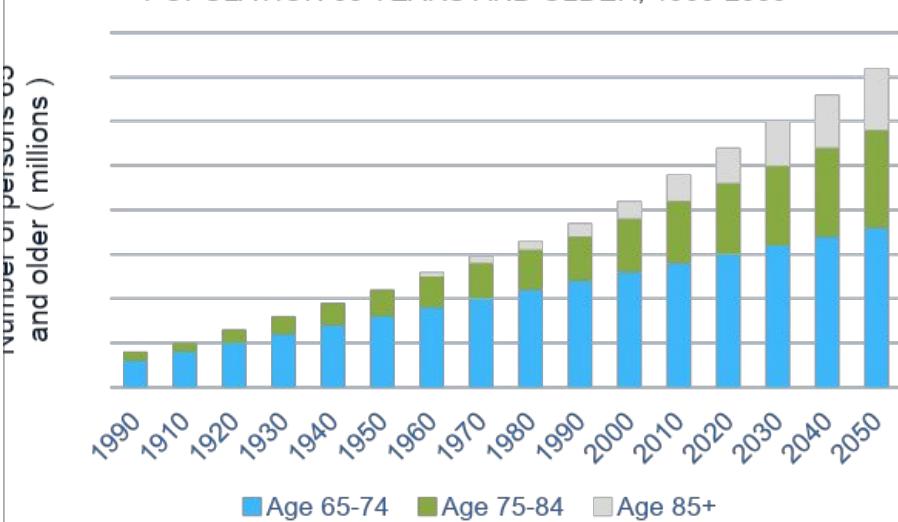


# HEALTHCARE MARKET SHIFT

The Ageing Baby Boomer Population Represents a Massive Strain On Healthcare

## The Number of 65-Plus Americans Is Projected to Grow Rapidly

POPULATION 65 YEARS AND OLDER, 1900-2050



Source: U.S. Census Bureau, compiled by the U.S. Administration on Aging, 2008.

In the United States, the senior population is growing faster than any other age group.

- According to the Centers for Disease Control and Prevention, approximately 85% of seniors have at least one chronic health condition like cancer, diabetes or heart disease.

- 60% of them have at least two chronic health conditions.

80%-90% of healthcare spend occurs at 65+

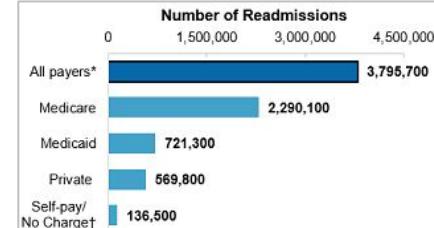
- By 2030, all baby boomers will be 65 or older.

- The same year, the Medicare-eligible population will reach 69.7 million. Nearly double what it was in 2000.

# Problem – Target Demographic?

## Hospitals Are Losing over \$29B Due To Seniors Being Readmitted Within Their First 30 Days of Discharge

- Nearly 1 in 5 Medicare patients—2.6 million seniors—are readmitted within 30 days of being discharged from the hospital at an annual cost to Medicare of over \$29 Billion.



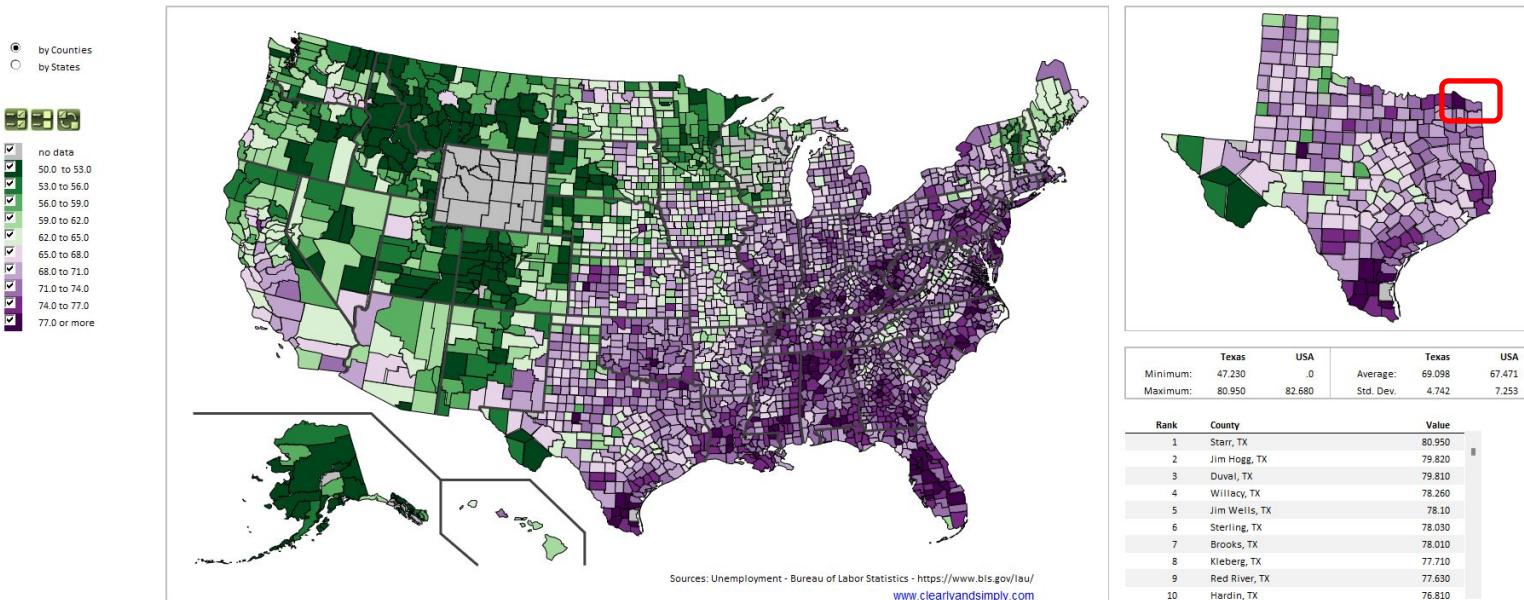
- Too many seniors don't fully understand the seriousness of their condition or their ongoing care requirements.



- Seniors are expected to self-manage their care, which can be overwhelming and complicated—especially when multiple providers are involved.

# Problem – The Medicare population is aging

More Medicare enrollees require different care as they exhibit more chronic conditions and continue to age



## SECTION 2



### Solution & Services



# Solution

## Access 360 Care Prevents Readmittance By Continuing To Care For Patients The Moment They Leave The Hospital

- We begin by completing a thorough evaluation of a patient's specific medical needs and health goals.
- We then develop a comprehensive plan—including all necessary support and resources—to help the patient achieve optimal health.
- The point-of-care is moving, services can be provided in multiple locations, including a patient's home.
- No more scheduling transportation, dealing with long waiting room times, coordinating multiple appointments with multiple providers or navigating complicated insurance protocols.



# Products & Services

## Transitional Care Management:

Coordinated and comprehensive care for patients discharged from an acute facility.

## Remote Patient Monitoring:

Ongoing oversight of relevant data such as blood pressure, glucose, pulse, SpO<sub>2</sub>, and weight to promote optimal health.

## Behavioral Health Integration:

Behavioral health services enable us to treat the whole person—mind, body, and spirit—as part of our primary care.

## Annual Wellness Visit:

A proactive way for patients to remain educated and self-aware about their health and well-being.

## Chronic Care Management:

A comprehensive care plan to help patients achieve their quality-of-life goals.

## Primary Care Visits:

Exceptional medical care in the convenience and comfort of a patient's own home.



# Healthcare is complex, but the solution is simple.

- We believe even the highest quality medical care can be made immeasurably better when it comes from a heart of service.
- That's why we created Access 360 Care, a one-of-a-kind healthcare system that brings comprehensive care directly to our patients at home.
- Let's work together to close the gaps in healthcare and improve the lives of our patients

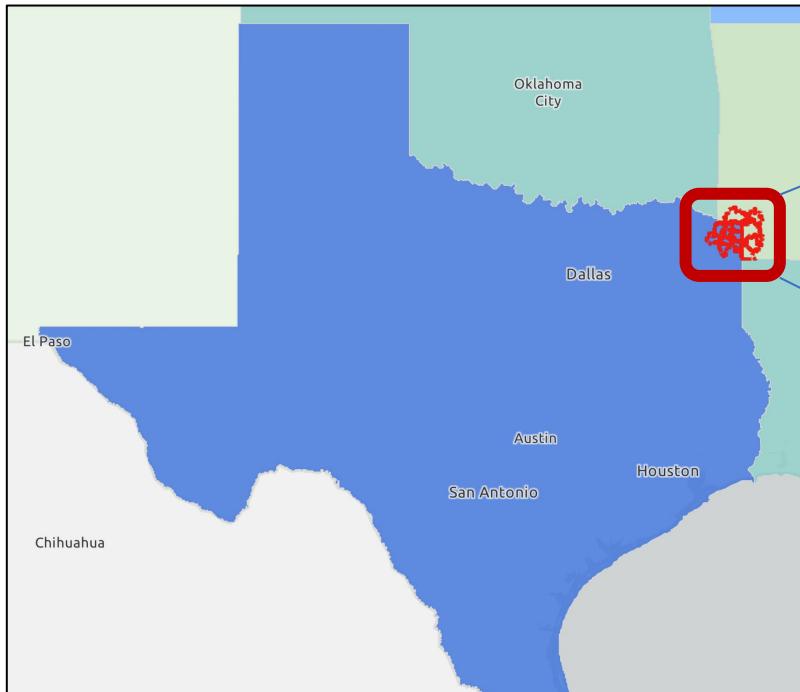




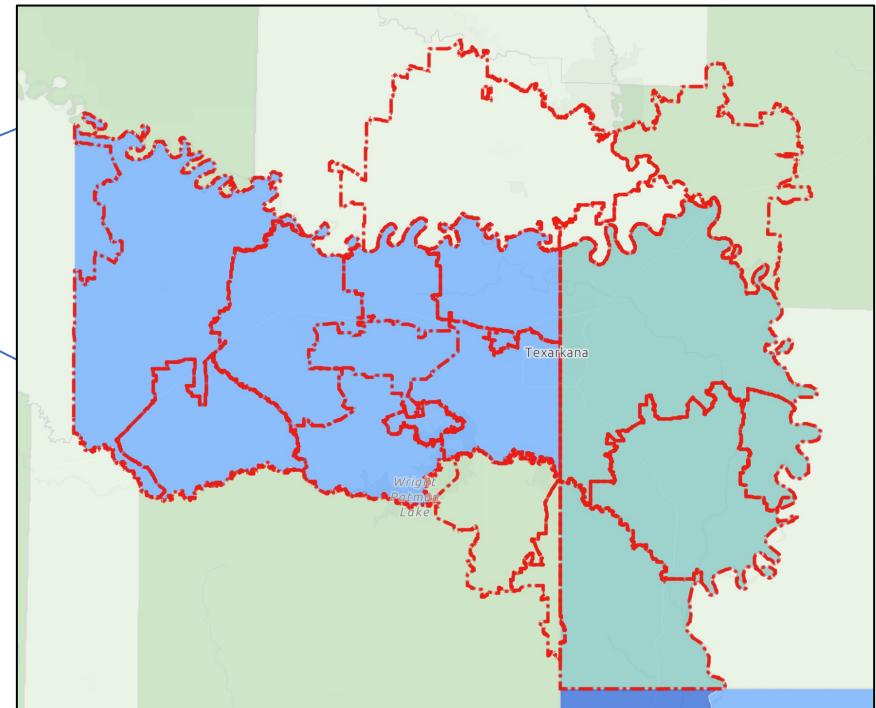
# Texarkana

Territory Specific Material

# Texarkana- The potential territory

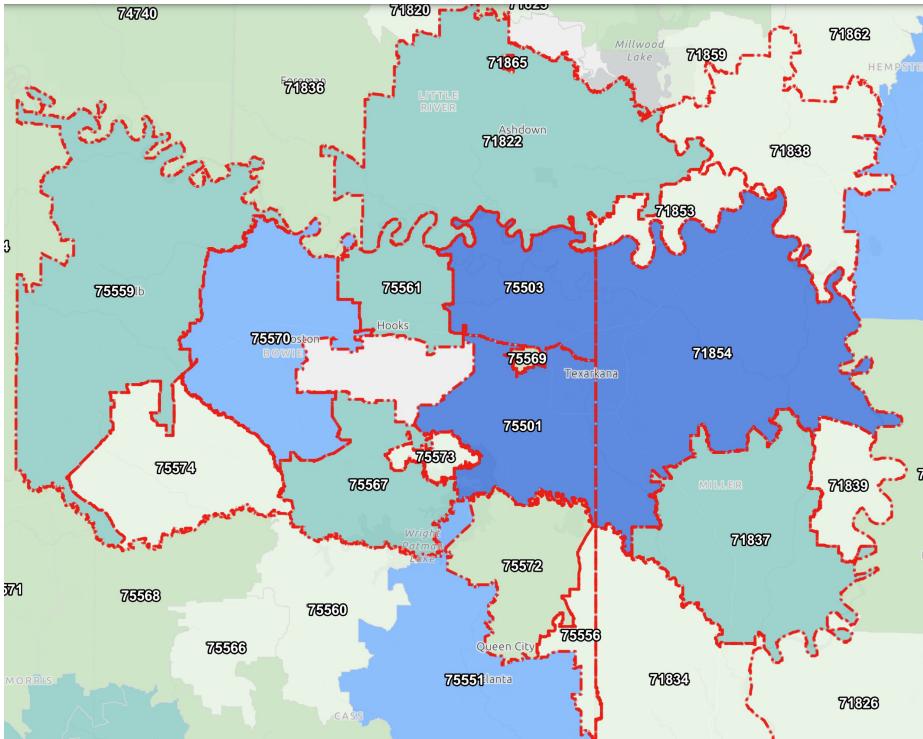


Source: US Census Business Builder: <https://www.census.gov/data/data-tools/cbb.html.html>



**150,000** People spread over 18 ZIP codes and 5 Counties

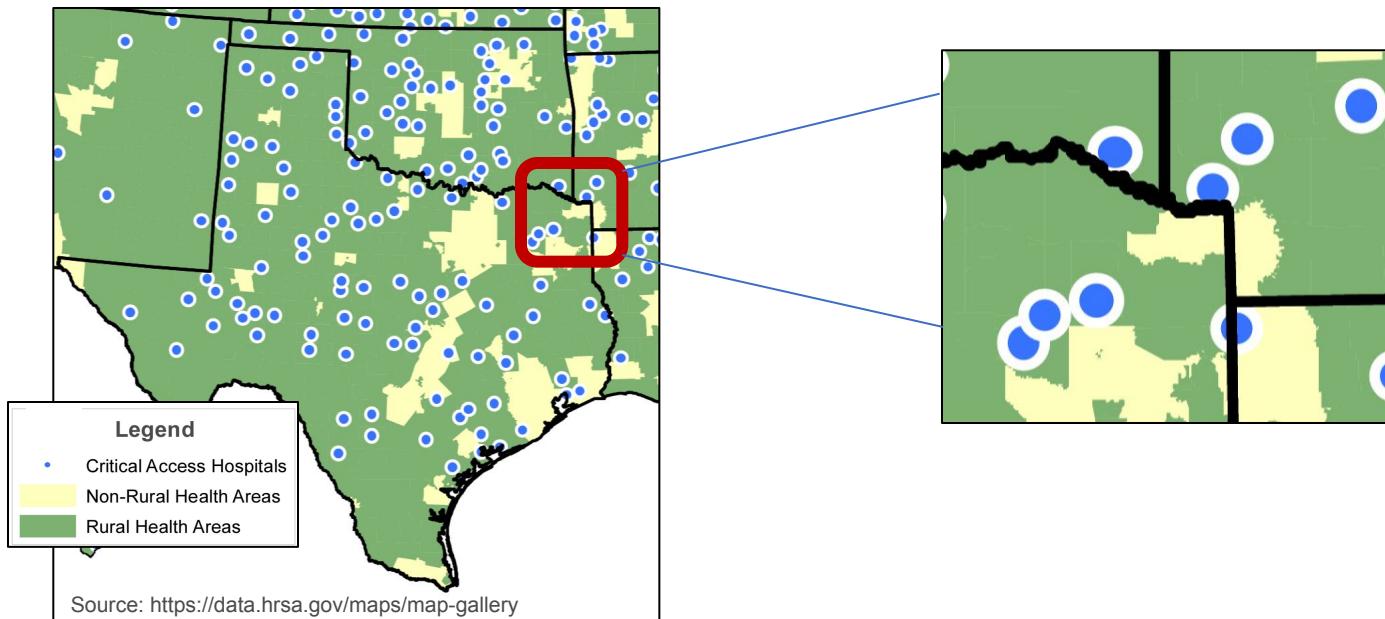
# Texarkana- The potential territory



Name	Estimate	MoE +/-
Total population	149,248	2,790
Percent male	50.3%	0.6%
Percent female	49.7%	0.6%
Percent under 5 years	6.1%	0.4%
Percent under 18 years	23.5%	0.8%
Percent 18 years and over	76.5%	2.0%
Percent 21 years and over	72.8%	1.9%
Percent working age (25 to 64 years)	51.4%	1.0%
Percent 65 years and over	16.8%	0.5%
Percent White	68.91%	1.13%
Percent Black or African American	25.06%	0.95%
Percent American Indian and Alaska Native	0.85%	0.18%
Percent Asian	0.93%	0.19%
Percent Native Hawaiian and Other Pacific Islander	0.15%	0.77%
Percent some other race	1.72%	0.41%
Percent two or more races	3.04%	0.53%
Percent Hispanic (of any race)	6.21%	0.78%

**150,000** People spread over 18 ZIP codes and 5 Counties

# Texarkana- The potential territory



7 Critical Access Hospitals nearby

<b>Patient Channel Source</b>	<b>Description</b>
Acute Care Facility Discharge	Patients discharged from hospitals or acute care facilities who require continued home care.
Long-Term Care Facility Referral	Patients referred from nursing homes or long-term care facilities for specialized home care.
Physician Referrals	Patients referred by physicians or specialists for ongoing medical care at home.
Home Health Agency Referrals	Referrals from other home health agencies for cases requiring additional support or services.
Hospice Referrals	Patients referred for palliative care or end-of-life services at home.
Community Outreach Programs	Collaboration with community organizations to identify patients in need of home care services.
Insurance Provider Partnerships	Partnerships with insurance companies to receive patient referrals for covered services.
Online Marketing and Website	Online presence and marketing efforts to attract patients and their families seeking home care.
Caregiver Support Groups	Engaging with caregiver support groups to identify patients in need of home care assistance.
Telemedicine Services	Providing remote patient monitoring services can lead to patient referrals for in-home care.
Transitional Care Partnerships	Partnering with healthcare facilities for patients transitioning from hospital to home care.

# Texarkana- Licensee Expectations

## A360C Responsibilities

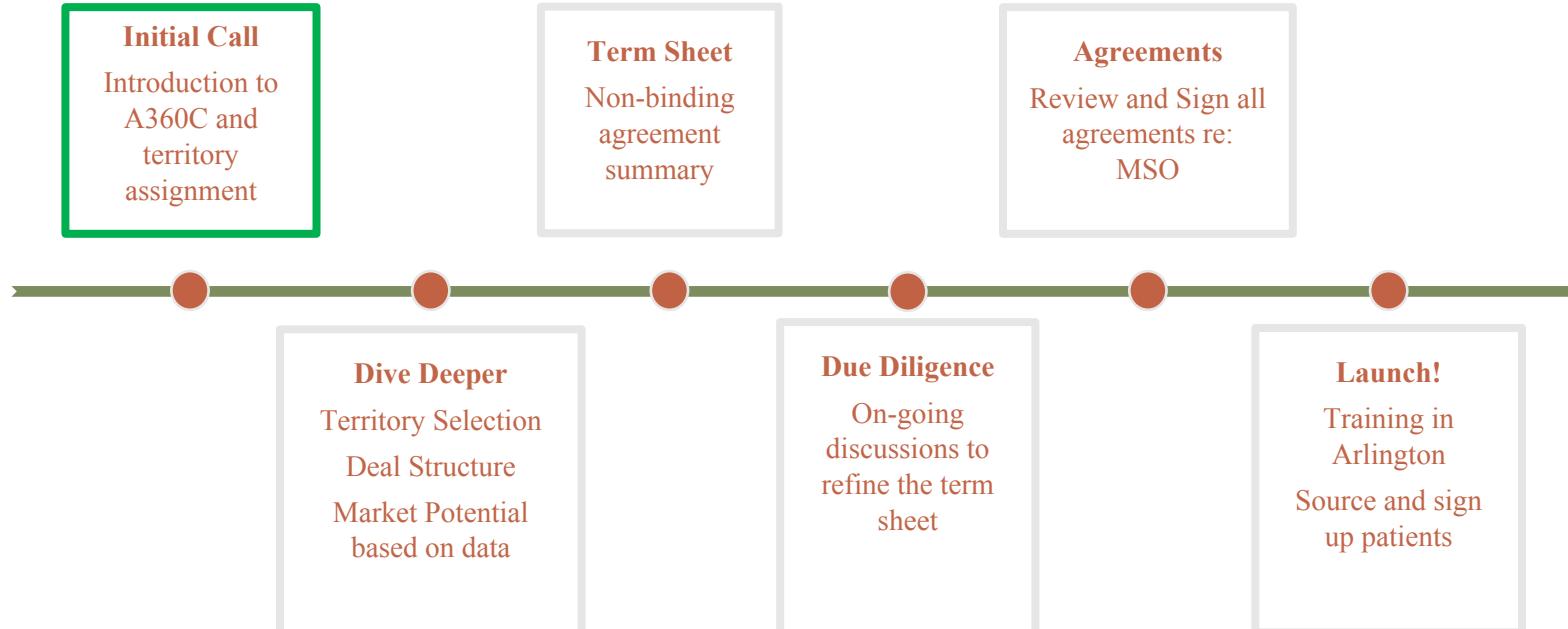
-  Hiring and Managing Providers
-  Providing services to patients
-  Payor edits & Credentialing
-  Workflow Management
-  Data Resources Management
-  Licensee Training
-  Error Processing
-  Payor connectivity
-  Remittance Management
-  Network of preferred partners
-  Financial Reporting & Analysis

## Licensee Responsibilities

 Region-Specific Business Development

 Customer Service and Marketing

# Texarkana- Next Steps – 6 to 10 weeks from Initial Call to Launch!





*Thank You!*