

Sherpaa Can Reduce Morgan Stanley Health's Spend Up to \$33,000/year

Coronary heart disease (CHD) is a major driver of health plan spending

- Present in 90% of Firm's health care "super users"
- Claim spend 3.6x higher for employees with CHD (\$56MM v. 16MM)

Sherpaa can address CHD-related health events via electronic platform

- Monitor vitals remotely, prescribe medication, order lab tests, recommend doctors/procedures
- Check-in routinely to assess measurements and adjust medications

Why CHD? Why Sherpaa?

- Many "levers" to target CHD. Symptoms can be managed and treated cost effectively.
- Experience improving population health outcomes for reputable clients:



Casper

tumblr.

GLG

Betterment
INVESTING MADE BETTER

CHD-related spending expected to increase \$300k/yr without intervention

- Affordable implementation: Inexpensive compared with CAD-related spending
- High upside: Implementation almost guaranteed to decrease CAD-spending
- Potential knock-on effects: Healthier employee population could lower health care spend in other areas



sherpaa

Seven-year-old, Brooklyn healthcare startup. They work with 150+ companies to improve company population healthcare outcomes

We prevent 70% of office, ER, and urgent care visits from happening.
~Sherpaa.com