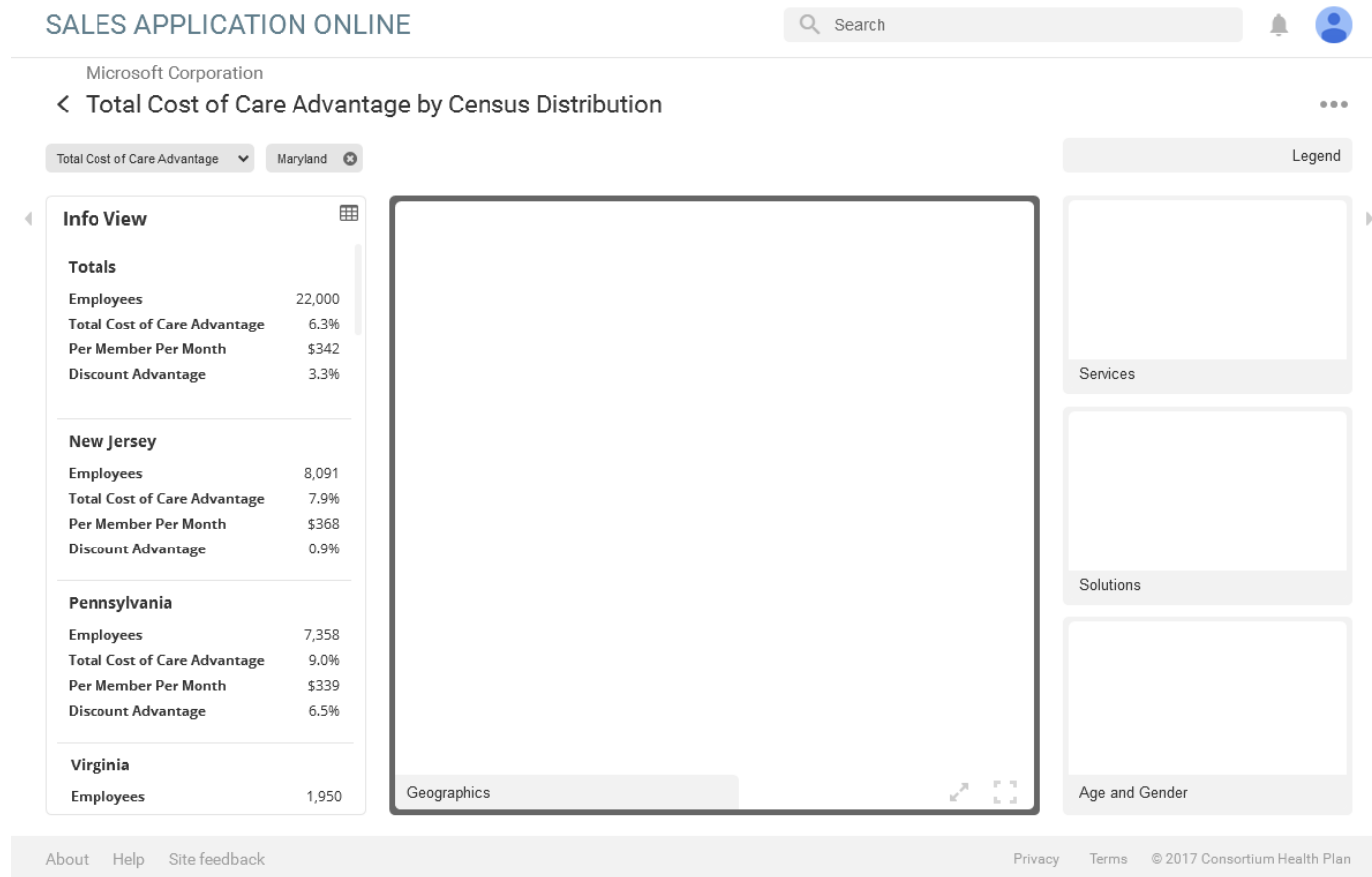


Sales Application Online Interactive Prototype





Microsoft Corporation

< Total Cost of Care Advantage by Census Distribution



Total Cost of Care Advantage

Maryland

Legend

Geographics

Services

Solutions

Age and Gender

Microsoft Corporation

< Total Cost of Care Advantage by Census Distribution



Total Cost of Care Advantage

Maryland

Legend

Table View



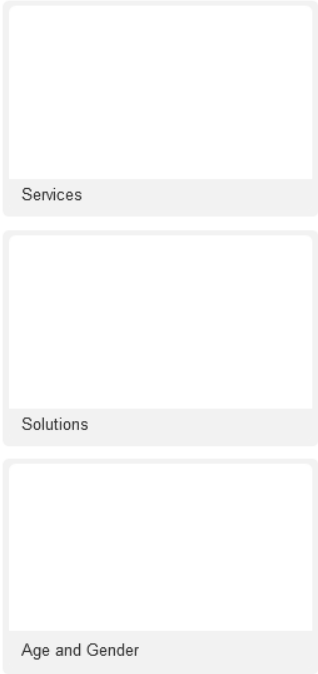
Total Cost of Care Advantage

Delaware	-5.3%
Florida	2.3%
Maryland	-9.0%
New Jersey	7.9%

||



Geographics



Services

Solutions

Age and Gender

Microsoft Corporation

< Total Cost of Care Advantage by Census Distribution



Total Cost of Care Advantage ▾

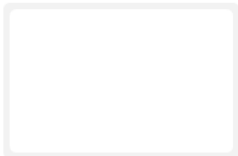
Maryland +

Legend

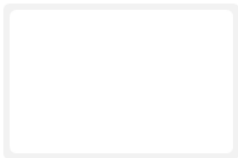
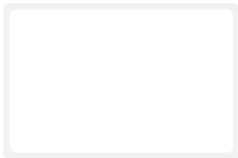
Table View

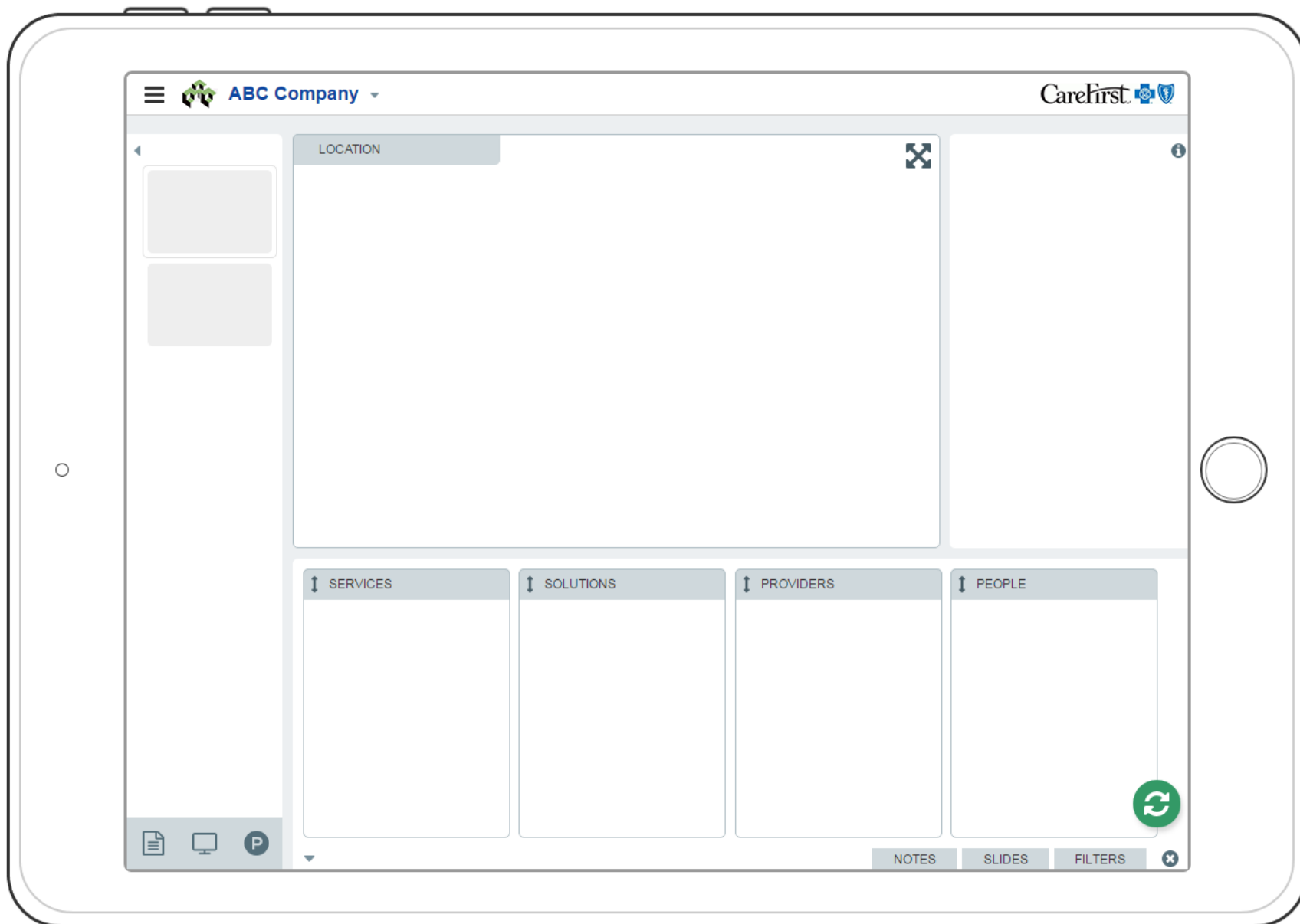
Total Cost of Care Advantage

+ Delaware	-5.3%
+ Florida	2.3%
+ Maryland	-9.0%
+ New Jersey	7.9%



||





Sans Serif | Normal | B I U | A A | | |



ABC Company

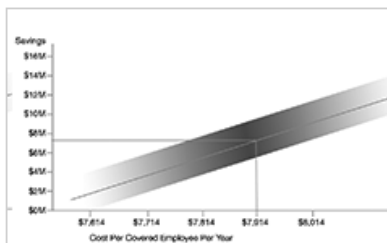
Opportunity



PetSmart

Upload Census

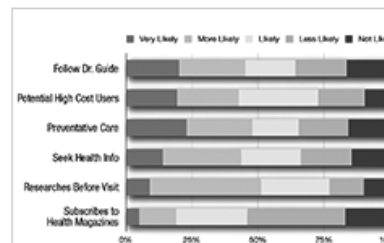
Dashboard



Total Cost of Care



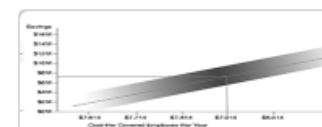
Network Breadth



Workforce Insights



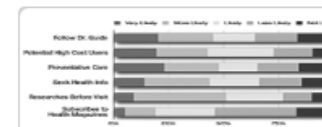
Dashboard



1. Total Cost of Care



2. Network Breadth



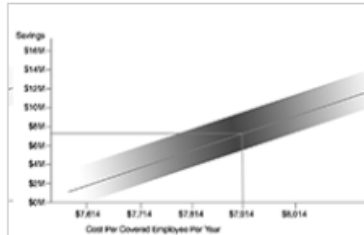
3. Workforce Insights



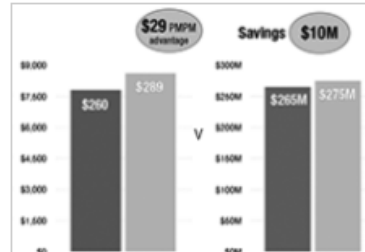
Add New Slide



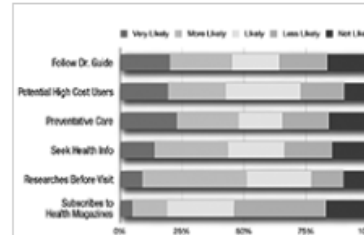
PetSmart



Total Cost of Care

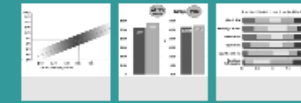


Network Breadth

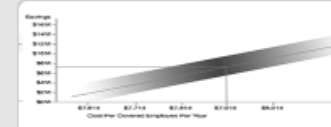


Workforce Insights

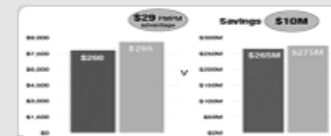
Presentation 1



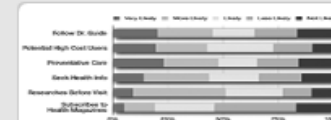
Dashboard



1. Total Cost of Care



2. Network Breadth



3. Workforce Insights



Add New Slide



Dashboard

Filters

Methodologies

Notes





Add Slide



Duplicate



Add To Pocket



Remove Slide



Notes



Pocket Slides



Filters



Save



Print

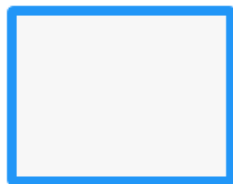
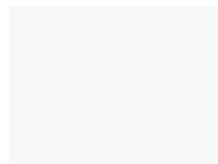


Export



Help

Collapse slide panel ◀



Services
2 of 10

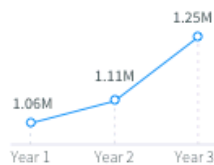


▶ Collapse Info Panel

Donec facilisis tortor ut augue lacinia, at viverra est semper. Sed sapien metus, scelerisque nec pharetra id, tempor a tortor. Pellentesque non dignissim neque. Ut porta viverra est, ut dignissim elit elementum ut. Nunc vel rhoncus nibh, ut tincidunt turpis. Integer ac enim pellentesque, adipiscing metus id, pharetra odio. Donec bibendum nunc sit amet tortor scelerisque luctus et sit amet mauris. Suspendisse felis sem, condimentum ullamcorper est sit amet, molestie mollis nulla. Etiam lorem orci, consequat ac magna quis, facilisis vehicula neque.

Services

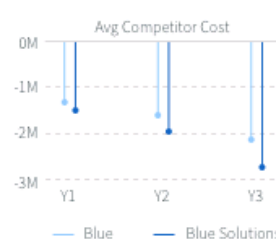
Blue Total Savings \$



PEPY	\$880	\$965	\$1,030
PMPM	\$25	\$30	\$37

Solutions

Total Cost of Care Advantage



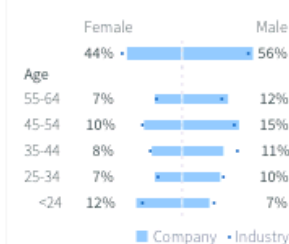
Providers

Provider Comparison

	Competitor	Blue
In Network Utilization	94%	97%
Exclusive County Presence	0	3
Total Exclusive Hospitals	7	7
Distinguished Hospitals	96.7%	100%

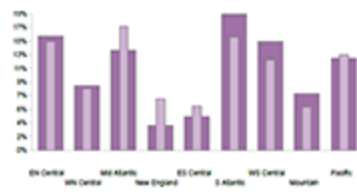
People

Employee Demographics



Collapse Topics Panel

PEOPLE



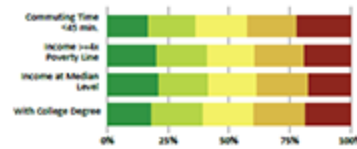
Premium Cost Sharing



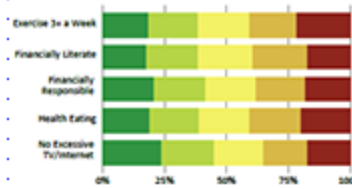
Deductible



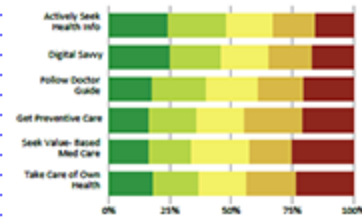
Demographics



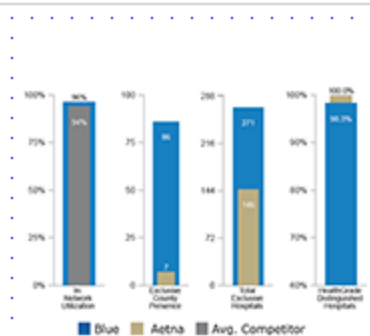
Lifestyle



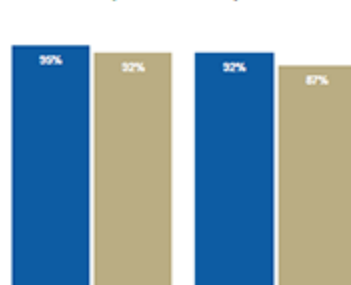
Health Attitude



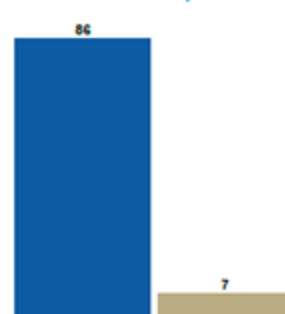
PROVIDERS



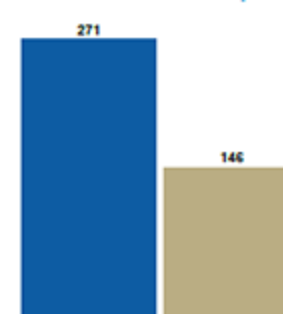
Network Penetration



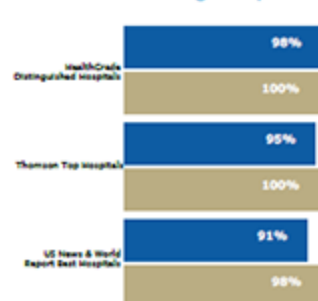
Exclusive County Presence



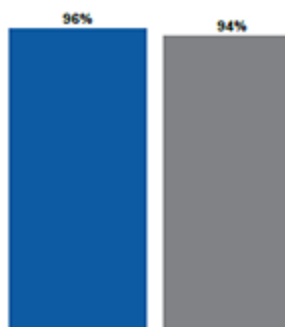
Total Exclusive Hospitals



Award Winning Hospitals



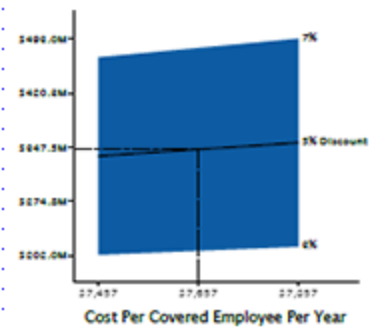
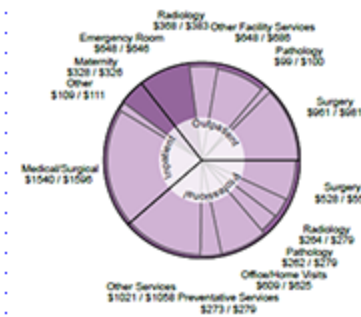
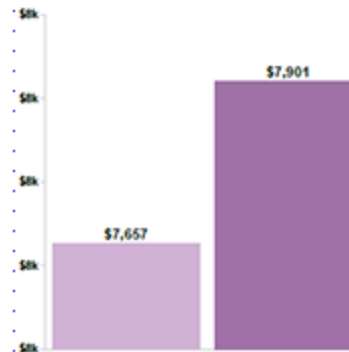
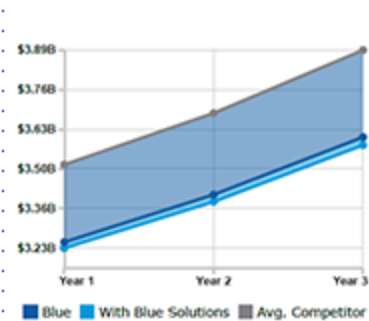
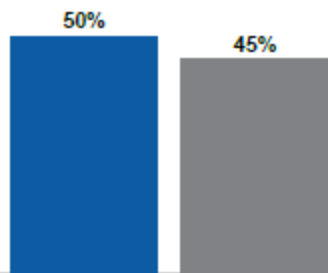
In-Network Utilization⁽¹⁾



II SERVICES



Total Discounts



In-Network Utilization

