

PROPOSAL

AllyHealth Telemedicine Services

Tuesday August 25th 2015

Prepared for Tompkins County Soil and Water Conservation

AllyHealth





Executive Summary

Section 1 – Telemedicine

Section 2 – Prescription Discounts

Section 3 – Medical Bill Negotiation

Section 4 – Pricing

Summary



Thank you for the opportunity to earn your business for your supplemental benefits needs. AllyHealth is one of the nation's leading providers of telemedicine, telehealth, and other supplemental and telephonic benefits. We work with dozens of vendors and curate our products to ensure we provide only the best benefits and products to our customers. At AllyHealth, our mission is to bring the future of healthcare to you!

For your proposal we are providing comprehensive benefits within the following three categories:

- Telemedicine
- Prescription Discounts
- Medical Bill Negotiation Services

We encourage you to read through our proposal in detail and provide us any feedback and ask us any questions that you may have. We realize that every client has very specific needs, so we are happy to work with you to make adjustments to this program to suit the individual needs and preferences of your business.

Thanks in advance for your consideration in working with us at AllyHealth!

Telemedicine Summary

Our telemedicine plan is offered through MDLIVE, the nation’s leading telemedicine platform. We offer 24/7/365 on-demand access to a national network of Board-Certified doctors and pediatricians that can diagnose, recommend treatment, and prescribe medication at no cost to your members. Anytime, Anywhere.

When to Use Telemedicine:

- If you’re considering the ER or urgent care for a non-emergency medical issue
- Your primary care physician is not available
- At home, traveling or at work
- 24/7/365, even holidays!

What Can Be Treated:

- Allergies
- Asthma
- Bronchitis
- Cold and Flu
- Ear Infections
- Joint Aches and Pain
- Respiratory Infection
- Sinus Problems
- And More!

Pediatric Care Related To:

- Cold and Flu
- Constipation
- Ear Infection
- Fever
- Nausea & Vomiting
- Pink Eye
- And More!

Who Are Our Physicians?

- Our providers practice primary care, pediatrics, family and emergency medicine with an average of 14 years experience
- They are state licensed, US Board-Certified and credentialed using NCQA and ZURAC guidelines
- They are background checked with primary source verification from NPDB and AMA
- And have received specialized training in communicating with and diagnosing patients over the phone and via online video, while adhering to clinical protocols

Program Highlights:

- Average call-back time of less than 10 minutes
- 100% HIPPA compliant
- Prescriptions called into your local pharmacy (when appropriate)
- Transcript of consultation can be shared with your primary care doctor for continuity of care
- Member satisfaction of 96%, and 97% of our members would recommend MDLIVE

3 Easy Ways to Access Our Physicians!

- By Phone
 - Simply call our toll-free number, any time, 24/7/365, and speak with one of our care coordinators who will evaluate your needs and redirect you to one of our doctors, if appropriate. Once an available provider is located, our system automatically calls and connects the doctor to the customer.
- By Video (through our secure video portal or our brand new iPhone App)
 - Our state of the art customer portal allows you to browse through a “menu” of available doctors and select which one you would like to speak with based on their background, experience, and credentials and then speak with them face-to-face through your web cam or iPhone.
- By Email (through our secure online portal)
 - If you don’t have the time for a conversation over the phone or video, simply log into our secure messaging center and send a message to our network. The next available doctor will respond and you’ll have an answer waiting for you the next time you log in.

Savings You Can Measure:



Reduce Your Company’s Healthcare Costs

- AllyHealth includes Unlimited Consults with No co-pay or consultation fee. This is a ZERO cost compared to \$140 doctor visits, \$158 urgent care visits and \$750 ER visits.



Reduce Absenteeism and Increase Productivity

- 70% of doctor visits are for non-emergency care
- Employees no longer have to miss an entire day of work to go to the doctor for a routine illness
- The average physician response time is approximately 10 minutes



Client Specific Return on Investment

- Monthly reports on utilization and productivity savings
- Target high utilization and redirect employees toward more cost-effective services



Increase Employee & Member Satisfaction

- Access to high quality care when you need it and where you need it
- Our service is available 24/7, 365 days a year



Marketing & Awareness

Awareness, adoption, activation, utilization:

1. Implementation Kickoff Call with Dedicated Account Manager

- Establish the relationship, confirm info
- Determine plan of attack, promotional calendar
- Work together to promote the program

2. Rollout promotional campaign to your employees

- Begin educating your employees
- Drive awareness, activation and utilization
- Email Campaigns
- Welcome Webinars
- Introduction Memos
- Posters
- Envelope Stuffers
- And more!

3. Reporting

Monthly utilization reports to track and review ROI



Successful promotion leads to increased ROI!

How do Prescription Discount Cards Work?

Accepted at 99% of pharmacies nationwide, including all major chains.

Average discount on a name brand drug is up to 15%

Average discount on a generic drug is up to 55%

It's often less expensive than a co-pay.



- When people join together to purchase in large quantities, everyone saves!
- Discount Drug Network, provider of the Prescription Discount Card, covers millions of people and leverages the power of group purchasing to negotiate these discounts on behalf of our members.
- Just call or go online for help looking up drug pricing at your local pharmacy.
- The pricing tool on their website is incredibly easy to use and helps you price compare the prescription you need at all local participating pharmacies.



Several patients have applauded your Prescription Discount Card!

"Having received several different prescription discount cards in our medical office over the past six months, I did not know which were viable and credible. **Several patients have applauded your Prescription Discount Card** and told me how much money they were saving at the pharmacies by using your card."

Connie Hudson, Men's Health Orlando

Drug Name	Use / Category	Average Retail Price (U&C)	National Average Copay	Discount Drug Network Price	Average Savings Versus Retail Price	Average Savings Versus Copay
ALPRAZOLAM	Panic / Anxiety	\$24.33	\$17.39	\$7.83	67.8%	55.0%
LISINAPRIL	High Blood Pressure	\$18.34	\$18.84	\$7.48	59.2%	60.3%
AMLODIPINE BESYLATE	High Blood Pressure	\$47.54	\$21.07	\$8.65	81.8%	58.9%
CLONAZEPAM	Seizures or Panic	\$30.61	\$20.19	\$8.01	73.8%	60.3%
ZOLPIDEM TARTRATE	Sleep Aid	\$51.64	\$17.90	\$7.39	85.7%	58.7%
SIMVASTATIN	High Cholesterol	\$44.58	\$21.16	\$8.97	79.9%	57.6%
LORAZEPAM	Anxiety	\$35.09	\$18.53	\$8.24	76.5%	55.5%
PREDNISONE	Inflammation	\$12.17	\$11.44	\$8.94	26.6%	21.8%
AMOXICILLIN	Bacterial Infection	\$15.36	\$14.24	\$12.17	20.8%	14.5%
LEVOTHYROXINE SODIUM	Thyroid Problems	\$15.35	\$20.35	\$9.56	37.7%	53.0%
SERTRALINE HCL	Depression, OCD, Panic	\$39.37	\$22.98	\$9.06	77.0%	60.6%
CITALOPRAM HYDROBROMIDE	Depression	\$22.82	\$20.44	\$8.51	62.7%	58.4%
METFORMIN HCL	Diabetes	\$20.46	\$23.29	\$7.23	64.7%	69.0%
FLUOXETINE HCL	Depression, OCD, Panic	\$31.94	\$23.17	\$7.32	77.1%	68.4%
OMEPRAZOLE	Gastroesophageal Reflux Disease (GERD)	\$116.83	\$26.95	\$21.05	82.0%	21.9%
Averages					64.9%	51.6%

*Pricing data was collected in 2013 and is subject to change

"We have so many patients that cannot afford such high co-payments and these cards are extremely helpful. Thank you!!"

–Lisa Perez, Raj B. Uttamchandani, MD PA

"A patient used it for an antibiotic prescription that they looked up the price for online **and it was going to cost over \$100** but with her Prescription Discount Card **she paid \$10 instead**. The patient was thrilled! You have a great product."

–Lorrie Dombek, Family Practice Associates

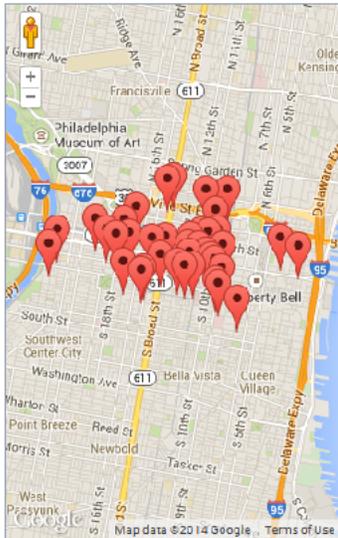
Find a Local Pharmacy with the Lowest Price for your Prescription!

DRUG: LOCATION:

Search by brand

Location: Within: Form: Dosage: Quantity: Other Quantities

Prices And Locations For ATORVASTATIN TAB 10MG (Generic)



HAHNEMANN APOTHEC Lowest Price

230 N BROAD ST

\$13.98

Click the PRINT, EMAIL, or TEXT icon below to get your coupon.

PLANNED PARENTHOOD

1144 LOCUST ST

\$14.53

Click the PRINT, EMAIL, or TEXT icon below to get your coupon.

PENNSYLVANIA HOSPITAL

800 SPRUCE ST

\$14.53

Click the PRINT, EMAIL, or TEXT icon below to get your coupon.

MS. SHARON R RAINER

1020 SANSOM ST SUITE 239

\$14.53

Click the PRINT, EMAIL, or TEXT icon below to get your coupon.

SIMON YONGQUAN SU MD

213 N 9TH ST, FL 1ST

\$14.53

Click the PRINT, EMAIL, or TEXT icon below to get your coupon.

NINA MINGIONI MD

833 CHESTNUT STREET SUITE 701

\$14.53

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INTERNAL MEDICINE

P.O. BOX 786311

\$14.53

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Medical Bill Negotiation

- Medical Bill Saver™ can lower out-of-pocket costs on medical bills not covered by insurance. Advocates will work with providers to lower the balance on uncovered medical or dental bills over \$200.
- *Effective:* Save 20%-50% on most bills
- *Experienced:* 10 yrs. of negotiation success
- *Professional:* Medical billing advocates, attorneys & industry experts
- *Risk Free:* You save money or it's free
- *Flexible:* Any bill from any provider
- *Negotiate Medical Bills:* Out-of-network, Balance bills, Non-covered / Uninsured, Co-insurance / High deductible bills
- *Resolve Insurance Issues:* PPO, POS and HMO plans, Insurance appeals
- *Reduce Pre-Treatment:* Assistance with Medical Bills before Treatment

Pricing Summary

AllyHealth is offering all of the benefits and platforms described above for the following price:

Telemedicine: \$8.50/Per Employee Per Month

Prescription Discounts: Free

Medical Bill Negotiation: Free

Pricing Assumptions:

- One-time \$3.95 set up fee per customer, which includes the fulfillment of new customer member letter
- All employees, dependents, and immediate household members are eligible for services
- Quoted rates are valid for 30 days
- Rate is dependent on employee population within 5% (+/-) of the quoted population of 20 employees.
- Unlimited doctor consultations included with the telemedicine benefit per paid member per year.

Once again, thank you for the opportunity to submit the above proposal! It has been our pleasure putting together a plan to suit your business' needs and we hope that you have found our approach and our benefits to be an excellent choice for your current and future needs.

As mentioned above, it is our job to develop plans to fit our clients' needs, so if you see anything in the above proposal that does not fit your needs or that you have questions or concerns about, please reach out to us at any time so we can make adjustments. It is our goal to deliver a proposal that is a perfect fit!

As a next step, we would welcome a call or meeting any time to review this proposal and any questions you may have.

Simply put, we are here for you and would love to work with you to service your business!

Sincerely,



Mike Gough
Vice President of Sales
AllyHealth
1535 Chestnut Street, Suite 100
Philadelphia, PA 19102
215-543-7400