The Next Frontier in Healthcare

eCaring helps people live healthier happier lives at home
Health Care Organizations today are increasingly rewarded for good performance and penalized for bad outcomes.
Effective Care Management Requires Monitoring Patients Where They Spend the Majority of their Lives: the Home

- People interact with the health system when they have a medical event or for a scheduled checkup
- But patients spend most of their time at home
- Acutely and chronically ill patients need to be monitored every day to optimize treatment

How Patients Spend Their Time:

- At Home/Outside of Healthcare System
- At the Hospital
- In a Physician's Office
eCaring captures real time data with unique tools providing ongoing monitoring from the home.

Algorithms analyze data and give alerts as event is occurring, so care managers can react in real time.

Alerts enable early interventions to potential issues before they become adverse medical events.

- Enhanced Revenues
- Avoided Costs
- Satisfied Patients
Significant Reductions in Utilizations and Costs

40% Reduction in annual hospital and ED visits

17% Reduction in average medical expenses

35% Decrease in CHF readmissions

$4,000 Average annual Savings/Patient

600% ROI

1. Dual Eligibles program
2. Medicare Advantage program
3. Large Urban Hospital
## Chronic Care Management Medicare Advantage Plan

### Medicare Advantage Plan Trial Outcome

(Three Month Program)

<table>
<thead>
<tr>
<th></th>
<th>Pre-Trial Period</th>
<th>Trial Period</th>
<th>Net Reduction</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Patients</strong></td>
<td>28</td>
<td>28</td>
<td></td>
</tr>
<tr>
<td><strong>Costs</strong></td>
<td>$224,000</td>
<td>$185,556</td>
<td>17%</td>
</tr>
<tr>
<td><strong>Savings</strong></td>
<td></td>
<td>$38,444</td>
<td></td>
</tr>
<tr>
<td><strong>Savings PMPM</strong></td>
<td></td>
<td>$457.67</td>
<td></td>
</tr>
<tr>
<td><strong>MLR</strong></td>
<td>77%</td>
<td>64%</td>
<td>17%</td>
</tr>
<tr>
<td><strong>Annualized Savings Per Member</strong></td>
<td></td>
<td></td>
<td>$5,492.06</td>
</tr>
</tbody>
</table>
ROI for a Medicare Advantage Plan >500%

MAP

- Avoided costs are average for all members on eCaring
- Higher quality measurements raise STARS score resulting in increased revenue for total population

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Est. # Eligible Patients</td>
<td>10,000</td>
</tr>
<tr>
<td>Annual Savings Per Patient</td>
<td>$4,000</td>
</tr>
<tr>
<td>Total Annual Savings</td>
<td>$40,000,000</td>
</tr>
<tr>
<td>Total Patients in Plan</td>
<td>40,000</td>
</tr>
<tr>
<td>Potential Revenue Increase</td>
<td>$20,000,000</td>
</tr>
<tr>
<td>Net Benefit</td>
<td>$60,000,000</td>
</tr>
</tbody>
</table>
eCaring achieves these savings through a solution that is

• Practical
• Comprehensive
• Proactive
• Real-Time
Practical - Intuitive Technology for Immediate Impact

- Easy to use interface empowers patients and care to generate real-time actionable health care information from the home
- Integrates with existing systems and care manager workflow
- Customized solutions for payers, hospitals, health plans and providers
- Patient Specific Alerts enable impactful early interventions
• One system for post-acute, post-procedure and chronic care management

• Customized data, alerts manage care, stratify risk on population, condition, disease and individual level

• Ongoing monitoring and longitudinal records for quality, performance documentation, and engagement

Comprehensive: A Single Integrated System

CHF, COPD, Diabetes, CJR Panels
<table>
<thead>
<tr>
<th>Alert</th>
<th>Intervention</th>
<th>Outcome</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blood Sugar 45, patient with diabetes crashing</td>
<td>Care Manager called into home immediately, forestalling typical response of ED visit. Told aide to have patient drink a glass of orange juice.</td>
<td>Blood sugar rose to 106 in half an hour, patient felt better, and avoided an ED visit.</td>
</tr>
<tr>
<td>Aide entered slurred speech</td>
<td>Care Manager immediately called into the home and learned the patient's blood sugar was extremely high. Care Manager ordered a nurse to visit the home and administer insulin.</td>
<td>The patient's blood sugar was returned to normal range, avoiding a trip to the ED.</td>
</tr>
<tr>
<td>Short of Breath</td>
<td>Patient had cold for approximately 5 days, suddenly became short of breath. Aide was diligent in inputting patient's deteriorating condition. Care Manager dispatched home visit physician to see patient. The patient was given a nebulizer x2 per day.</td>
<td>Patient treated in her home and stabilized. Prevented hospital admission.</td>
</tr>
</tbody>
</table>
Ongoing tracking of:
- Medications Adherence
- Physical and Mental Health
- Clinical Data
- Discharge plan compliance

Algorithms generate customized alerts enabling early interventions

Access for all relevant parties: care managers, clinicians, family members

Increasing patient engagement and satisfaction
- 15% of data tracks quality metrics on ongoing basis vs. six month calls
Response From Months To Minutes

**eCaring: Time to Alert First Intervention**
Weekly from November 21, 2016 to November 27, 2016

*Time from Alert Entry to the First Intervention*

<table>
<thead>
<tr>
<th></th>
<th>Min</th>
<th>Max</th>
<th>Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>08/05</td>
<td>10</td>
<td>63</td>
<td>10</td>
</tr>
<tr>
<td>08/06</td>
<td>10</td>
<td>63</td>
<td>10</td>
</tr>
<tr>
<td>08/07</td>
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<td>08/08</td>
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<td>10</td>
</tr>
<tr>
<td>08/09</td>
<td>10</td>
<td>63</td>
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<tr>
<td>08/10</td>
<td>10</td>
<td>63</td>
<td>10</td>
</tr>
<tr>
<td>08/11</td>
<td>10</td>
<td>63</td>
<td>10</td>
</tr>
</tbody>
</table>

**Time to Know about Critical Event**

- **11 Minutes**
- **3-6 Months**

**eCaring Use Response Time**

**Health Plan Claims Data**
New Data and Analytics to Measure and Improve Outpatient Performance

Real Time Alert for Rapid Intervention

In-home Blood Sugar Level
Beyond the Hospital Walls

- Readmission Reduction
- Bundled Payments
  - Mandatory: CJR, Cardio
  - Voluntary: BPCI
- ↑ HCAHPS Scores drive Revenues
- Maintain Patient In-network

@Home for Lowest Costs

- Value-Based Payments, Insurance
- Quality Incentive Payments/Penalties
- Dual Eligibles Financial Incentives
- ↑ Ratings, STAR Scores → Higher Revenues
- Keeps Members with Preferred Providers

Integration between Post Acute and Chronic Care Minimizes Costs and Problems for All Stages of Care

Post-Acute

Chronic Care
Robust Product Roadmap Meeting Market Needs

- **Smartphone app** for low cost rapid deployment
- **Prompt system** for gathering crucial data
- **FamilyConnect** for EAP programs, consumer use
- **Data mining** for pharma
- **Clinical trial** data supplementation
- Customized data sets for **veterans, pediatrics**
- **Sell-through** opportunities through platform
eCaring Interoperability Overview

LAN-based communication between CM and Mirth using Catalyze API

Customer protocol choices:
- HL7 Messaging
- Direct / HISP
- HL7 FHIR

Possible integrations:
- Single Sign On
- Patient Vitals
- Medication refusals
- Alert notifications

Catalyze provides the necessary hardware to run a dedicated Mirth service. They also provide eCaring with a REST API to integrate their service.

Mirth integrates with customers EHR using existing HL7 channels. Catalyze sets up the necessary VPN connection with customer.

Customer can also connect directly to eCaring using our API.
- Manual Flat File Exchange
- Automated FlatFile Exchange
- CareManager API
Experienced Leadership, Board and Advisors

Management

Robert M. Herzog, CEO
CEO, senior management Motionbox, Diva, IP Network, ON2 Corp, Softcom, Granite Films and City Winery, major corporations including JPMorgan Chase, Cahners Communications and the Sarnoff Research Center.

Pamela Hall, COO
Co-Founder and COO of United Preference, leading health & wellness incentive administration & data analytics platform provider

Stuart Hunt, CTO
Reuters Health; the NBA; ABC News; The Smithsonian; Sotheby's; IBM; AT&T; OnHealth.com; Pfizer; NYU Stern School of Business; the Internet Shopping Network; Scholastic

Sara Dijak, Director of Client Services
Over 10 years of health care experience from large hospital systems to technology adoption in the clinical setting with a multifunctional and entrepreneurial spirit.

Board of Directors

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Jim is General Partner of Deerfield Management, over $5 billion in assets invested in over 150 companies

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Join us in helping keep patients out of the hospital and in their homes.

For more information, please contact us at info@ecaring.com