

Key Areas of Focus to Enhance Model

- **Large Network without Material Concentration**
- **Less Than Optimal STARS & Risk Scores**
- **Lack of PCP Coordination**
- **Very Little Delegated Risk**
- **Frail & Chronically Ill Population Is Dynamic**



Challenges Surround Frail & Chronically Ill



**Chronic Health
Issues**



**Lack of
Caregivers**



**Fragmented
Care**



**Communication
Barriers**



**Difficulty
Navigating
System**



**High Medical
Expenses**



Goal: Provide High-Quality Care via Focused Network



IDEA

Partner to Establish Solution that Supports this Population with Minimal Impact to Existing Business



CHALLENGES

Timing | Competing Business Contracts | Ultra-Competitive Markets




EXPECTATIONS

Greater Patient Satisfaction | Improved Outcomes | Reduced MLR
Higher Stars Ratings | Increased RAF Accuracy | Increased Revenue

Result: Partnership that Cares for High-Risk Members While Working Collaboratively with PCPs



System of Care that
Supplements & Supports
Patient Care



Unique Set of Capabilities &
Ongoing Management
Process to Continuously
Monitor Patient Care

ALIGNMENT CORE CAPABILITIES

WHY THEY COME



WHY THEY STAY



CONSUMERS

AFFORDABLE

ACCESS

QUALITY

MEMBERS

CONVENIENT

CONNECTED

COMPASSIONATE

Personalized Health Care



PATIENT

PROPRIETARY PATIENT CARE DELIVERY MODEL

FRAIL CLINIC

CHRONIC DISEASE MANAGEMENT

CASE MANAGEMENT

TELEMEDICINE

REMOTE MONITORING



ALIGNMENT CORE CAPABILITIES



BACKOFFICE SYSTEMS

IT SYSTEMS

CLINICAL SYSTEMS

FINANCIAL/HR SYSTEMS

WORKFLOW BPM/
TRAINING SYSTEMS

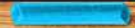
BIOMETRICS

MACHINE LEARNING/AI

GENOMICS

ALGORITHMS

ANALYTICS



ALIGNMENT CORE CAPABILITIES



DATA HUB



TECHNOLOGY AND
INTEGRATION



ALIGNMENT CORE CAPABILITIES



PLAN

GLOBAL
RISK

SERVICE
(CAAS)

CONTRACTING, PRICING, BUSINESS DEVELOPMENT
AND IMPLEMENTATION PROTOCOL

Personalized Health Care

POPULATION HEALTH THROUGH COLLABORATION

Technology Enabled • Personalized, Holistic Senior Care • Delivering Better Outcomes



BUSINESS MODEL



HOSPITALS



- ▶ Unlocking profitability in Medicare, while maintaining profitability in other revenue streams
- ▶ Market share gains
- ▶ Bridge FFS to value-based care
- ▶ Learn skills necessary to apply PHM to other populations



CMS

- ▶ Quality Performance driving better results than traditional Medicare
- ▶ Improved compliance
- ▶ Improved HEDIS and quality outcomes
- ▶ Change agent for transitioning FFS to value-based care, helping realize CMS' MACRA program
- ▶ Assist with Quadruple Aim objectives

PAYORS



- ▶ Guaranteed margin
- ▶ Market share gains
- ▶ Better alignment with providers



PHYSICIANS

- ▶ Access to capital, PHM tools, risk experience
- ▶ Allows community physicians to remain independent
- ▶ Greater financial incentives
- ▶ Improved clinical outcomes for most challenging patients



Alignment Healthcare & GUIDEWELL