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On-site health is in our DNA



In 2018, associates using the Healthe Clinics had a 16% lower PMPM than those associates using community providers in Kansas City



\$28M in productivity savings from 291,000+ Healthe Clinic visits



In 2018, the Healthe Pharmacy had a 70% lower cost-per-day supply than the average community pharmacy and a 6% higher generic dispensing rate



4% average annual premium increase from 2010-2018 (The national average is 4.8 - 6.5%)



Best Employer for Healthy Lifestyles National Business Group on Health



Healthy 100 Healthiest 100





Healthiest Employer Kansas City Business Journal





Workplace Health Achievement Award American Heart Association





CEO Cancer Gold Standard





Healthy KC Workplace Wellness



Experience with Government populations



State of Missouri



State of New Mexico



State of Kansas



Weld County Colorado



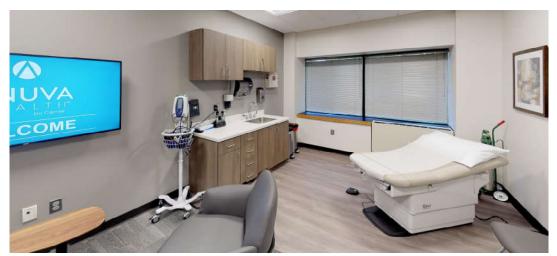
United Government of Wyandotte County



City of Lenexa



A welcomed approach to health and well-being









Integrated services, revolved around the person

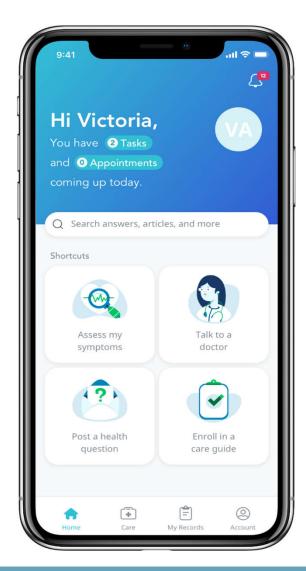
Virtual health & engagement



In-person health care services



Anuva's Digital Front Door to Primary Care



Comprehensive care, screen by screen

Answers to individual questions in 24 hours or less

Millions of searchable doctor-written answers to questions

Symptom assessment by AI

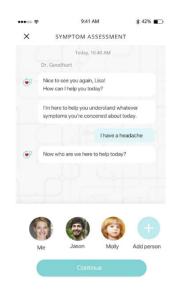
24/7 virtual doctor visits

Doctorordered prescriptions and labs; referrals

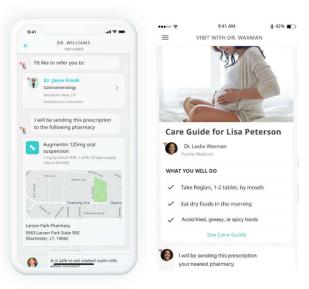
Follow-ups and reminders



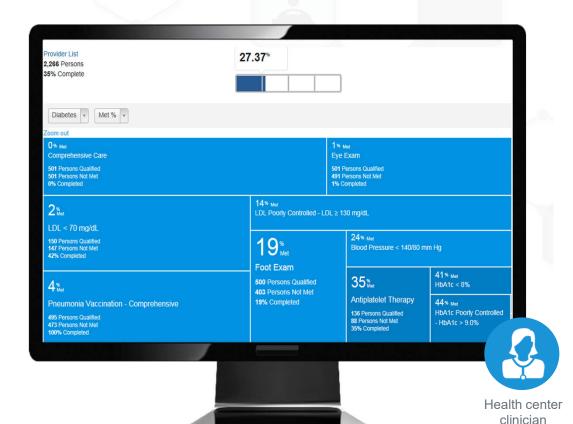








Clinical Engagement



Using registries, our clinicians can:

COPD

Identify
people based on
their latest health
and care data

Include
people in the
appropriate chronic
condition or
wellness registry

Understand gaps in care, for example, if a diabetic has had a foot exam or A1C test Prescribe
corrective steps
to the person
related to their
condition

Measure outcomes, for example, if the person's A1C is being managed Monitor the person or population and identify areas of focus

Navigational Care Primary Care

Primary Ca

Tertiary Care







- Ask a question
- Search Content
- Assess symptoms
- Navigate appropriate venue of care



- Chronic Condition Management
- Health Education
- Diagnosis
- Preventative visits
- Referral to specialists



- Specialty visits
- Surgical procedures
- Hospitalization
- Complex procedures



Financial Impact

Potential Financial Impact – ER/UC Visits



IBM Watson Health



Visits to Emergency Rooms, Urgent Care Centers and Primary Care Providers for Non-Emergent and Primary Care Treatable Conditions, Apr. 2016 – Mar. 2019*

	Apr 16 - Mar 17			Apr 17 – Mar 18			Change		
Site of Service	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount
Emergency Room	13,087	\$15,887,725	\$18,039,397	12,673	\$16,472,396	\$18,293,794	-414	\$584,671	\$254,398
Urgent Care	47,155	\$4,740,579	\$5,942,794	51,683	\$5,396,451	\$6,485,864	4,528	\$655,872	\$543,070
Primary Care	158,163	\$14,020,174	\$16,483,649	150,800	\$12,891,915	\$15,037,771	-7,363	-\$1,128,259	-\$1,445,878
Total	218,405	\$34,648,478	\$40,465,839	215,156	\$34,760,761	\$39,817,429	-3,249	\$112,284	-\$648,411
	Apr 17 – Mar 18			Apr 18 – Mar 19			Change		
Site of Service	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount
Emergency Room	12,673	\$16,472,396	\$18,293,794	13,108	\$16,998,474	\$18,876,082	435	\$526,079	\$582,287
Urgent Care	51,683	\$5,396,451	\$6,485,864	53,813	\$5,816,193	\$6,901,618	2,130	\$419,742	\$415,754
Primary Care	150,800	\$12,891,915	\$15,037,771	146,873	\$13,410,670	\$15,433,244	-3,927	\$518,755	\$395,473
Total	215,156	\$34,760,761	\$39,817,429	213,794	\$36,225,337	\$41,210,943	-1,362	\$1,464,576	\$1,393,514

Potential Financial Impact – Imaging

IBM Watson Health



Visits to Hospitals and Freestanding Facilities for Outpatient High-Tech Imaging Services* Apr. 2016 – Mar. 2019

	Apr 16 – Mar 17			I	Apr 17 – Mar 18		Change			
Site of Service	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount	
Hospital Outpatient	11,925	\$13,600,722	\$14,116,912	12,328	\$15,769,031	\$16,290,828	403	\$2,168,310	\$2,173,917	
Freestanding Facility	7,647	\$3,133,592	\$3,361,306	7,669	\$3,420,242	\$3,564,986	22	\$286,649	\$203,681	
Total	19,572	\$16,734,314	\$17,478,218	19,997	\$19,189,273	\$19,855,815	425	\$2,454,959	\$2,377,597	
	Apr 16 – Mar 17			I	Apr 17 – Mar 18		Change			
Site of Service	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount	
Hospital Outpatient	12,328	\$15,769,031	\$16,290,828	11,689	\$17,311,739	\$17,973,723	-639	\$1,542,707	\$1,682,894	
Freestanding Facility	7,669	\$3,420,242	\$3,564,986	7,489	\$3,223,556	\$3,325,216	-180	-\$196,685	-\$239,770	
Total	19,997	\$19,189,273	\$19,855,815	19,178	20,535,295	21,298,939	-819	\$1,346,022	\$1,443,124	

Potential Financial Impact – Outpatient Labs

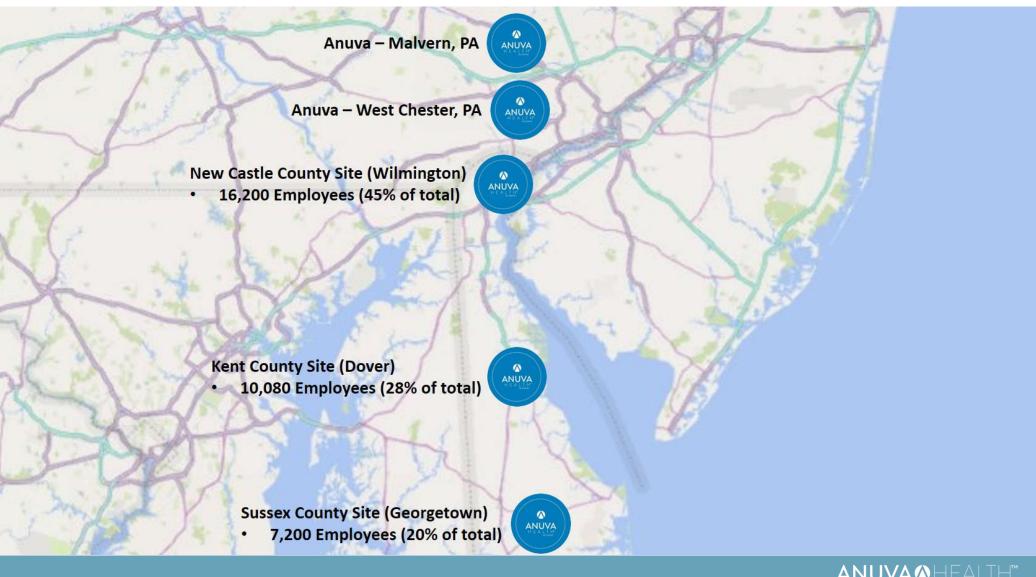


IBM Watson Health

FY18 Baseline and FY18 YTD - FY19 YTD Lab Services Utilization and Cost by Site of Service and Service Category

		FY18 (Baseline Year)			FY18 YTD (Jul 2017-Mar 2018)		FY19 YTD (Jul 2018-Mar 2019)		Trend	
		Visits	Net Pay (Total)	Net Pay per Visit	Visits	Net Pay per Visit	Visits	Net Pay per Visit	Visits	Net Pay per Visit
Hospital	Chemistry	22,062	\$2,505,724	\$114	16,406	\$113	15,939	\$117	-2.8%	3.4%
(Outpatient Lab)	Hematology	14,558	\$513,816	\$35	10,869	\$35	10,577	\$35	-2.7%	-0.4%
	Immunology	3,610	\$433,865	\$120	2,732	\$118	2,595	\$126	-5.0%	6.3%
	Microbiology	7,448	\$932,581	\$125	5,857	\$132	5,688	\$154	-2.9%	16.9%
	Pathology	5,320	\$1,161,025	\$218	3,985	\$219	4,313	\$206	8.2%	-5.7%
	Urinalysis	1,843	\$46,209	\$25	1,376	\$20	1,007	\$22	-5.0%	11.5%
	Total	54,841	\$5,593,221	\$102	26,649	\$171	25,980	\$177	-2.5%	3.8%
Preferred Lab	Chemistry	61,498	\$1,940,949	\$32	45,517	\$31	10,700	\$31	7.1%	0.5%
	Hematology	23,430	\$140,564	\$6	17,259	\$6	18,606	\$6	7.8%	1.5%
	Immunology	12,283	\$437,737	\$36	9,082	\$35	9,752	\$36	7.4%	0.6%
	Microbiology	23,836	\$1,072,832	\$45	17,946	\$45	19,090	\$47	6.4%	4.9%
	Pathology	9,102	\$698,136	\$77	6,757	\$79	6,948	\$76	2.8%	-4.9%
	Urinalysis	11,974	\$38,066	\$3	8,926	\$3	9,509	\$3	6.5%	0.4%
	Total	142,123	\$4,328,285	\$30	65,805	\$50	70,047	\$50	6.4%	0.9%

Proposed Partnership



Why Cerner



Human Capital Investment: Forbes Best Places to Work & ATD Best #1 Training/Professional Development Program	\bigcirc
Research & Development Investment: Forbes Most Innovative Company in the World	\bigcirc
Living Lab: NBGH Healthiest Employers in America	\bigcirc
Multiple Industry-Specific Certifications: AAAHP, NCQA (Medical Home, Health Coaching, Wellness Portal)	\bigcirc
Financial Strength: Cerner's annual revenue is over \$5.4 billion per year.	⊘
Unmatched Investment in the Member Experience: 95 NPS Score	⊘
Investment in Technology: KLAS #1 Data Hosting, Healthcare IT News #1 Health Information Exchange, Black Book #1 EMR	⊘

















Appendix

Kickoff Materials





Magnet







Emails

Corner Health Plan Members and Dependents Welcome

Conveniently located on campus, 1st Floor, Corp 1 On-site and Virtual Services Members will have access to an extensive list of health and care services

Poster

Easy Access

Fully integrated with Cerner's health plan

ANUVA



Member experience and satisfaction



Industry Average Results





What is the Net Promoter Score?

- Leading indicator of growth
- Measures customer retention and advocacy
- Quantifies customer loyalty

City of Lenexa Case Study

Case study: City of Lenexa



At a glance

- Founded in 1869
- Government employer in Kansas covering approximately 650 lives, including 450 full-time employees
- Serves more than 50,000 people in Lenexa, located 12 miles south of the Kansas City metropolitan area



LiveWell Health Cents

Research provided by the following Cerner associates:

Dalton Jones, Senior Analys

Meghan Lane, Strategist,

Boss Miller, MD, MIRH, Medical Dis

Lauren Vavroch, MSH, PA-C, Clinic Manager, City of Lenexa 77 percent of participating employees improve or maintain health status

Introduction

City of Lenexa has been on the forefront of workforce health since the late 1990s when it started an employee wellness program to address rising costs and promote proactive health care for its workforce. In 2014, City of Lenexa made the decision to revamp its workforce health strategy and selected Cerner to help transform the Lenexa LiveWell program. The strategy includes an on-site health center for employees, spouses and dependents; a wellness program leveraging the Cerner Wellness' portal and health coaching services; and population health and wellness consulting. The on-site health center offers primary care and occupational health services. At lounch the health center was staffed with a part-time nurse practitioner and medical assistant.

Know the population

To better understand the health of its workforce, City of Lenexa used Cerner's Health Performance Reporting services to perform health risk analysis. Wellness data obtained from personal health assessments, labs and biometrics screenings, and clinical and utilization data from the on-site health center was aggregated to identify City of Lenexa's top three health risk categories across its workforce.

Top three health risks identified:

37% obesity

25% high cholesterol

13% high blood pressure

Engage members

Once the health risks were identified, City of

Lenexa leveraged behavior strategies to reduce condition risks and excess costs for eligible members, including evidence-based health coaching within the health center and promotion of primary health services. Promotion efforts included communications in a quarterly benefits newsletter, postcard maliers, and information packets and marketing materials handed out at key events. City of Lenexa expanded its wellness program to include all aspects of well-being (financia), community, physical, social and career).

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City of Lenexa utilized Cerner's strategic recommendations for optimizing employee engagement, including lunch and learn sessions. In addition, City of Lenexa is collaborating with:

- Weight Watchers at Work to offer a weight management program
- Smart Dollar to provide financial wellness support
 Using instructors from its parks and recreation department
- Using instructors from its parks and recreation department to provide on-site restorative yoga classes

"An overarching goal of the Lenexa Fire Department is to be the employer of choice in the region. The LiveWell Wellness program and on-site health center are some of the elements that help us attract and retain great talent."

> -Lonny Owens Fire Chief City of Lenexa

Cerner

Member and on-site health providers incentives

Up to a 1,000 points for prizes for members

for nutrition and fitness tracking, lunch and learn attendance and workshop completion

Up to a 50 percent reduction on health care premiums for members

for completion of a personal health assessment (PHA), labs and biometrics screening and a health coaching visit

Monetary incentives for health

for meeting clinical quality metrics focused on body mass index (BMI), diabetes, high blood pressure and tobacco cessation

Manage outcomes

To better manage the health of its workforce, the hours of the health center were adjusted to accommodate employees' schedules, including opening earlier on certain days. Clinical staff were added including a full-time physician assistant, medical assistant coach and part-time medical doctor. Cerner set up a partnership with cardiologists and dermatologists to proactively manage conditions outside of the scope of services offered in the health center. Currently, more than 93 percent of full-time employees are enrolled and participating in the Lenexa LiveWell program. Of those participating, from January 2015 to December 2015:

52% have designated a provider at the on-site health center as their primary care physician (PCP)

77% improved risk factors or maintained their health status despite aging one year

98% participated in a health coaching visit



- Emergency room, inpatient care and community
- provider visits

 Condition risks related to obesity, hypertension,
- hyperlipidemia, diabetes, back pain, asthma and depression
- · Referrals to specialty providers

Indirect costs saved

- Absenteeism
- Total productivity

Conclusion

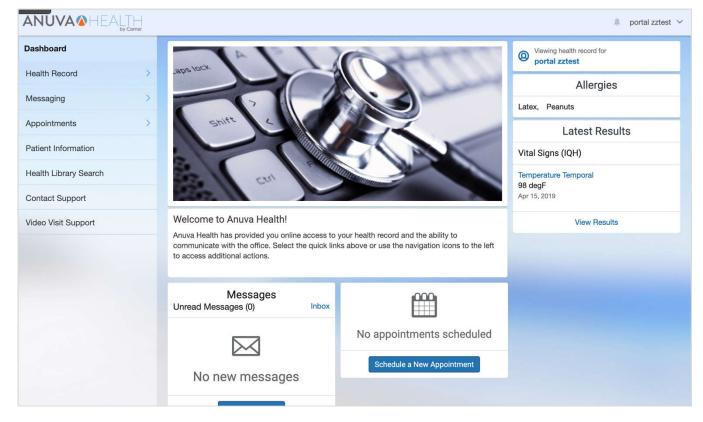
City of Lenexa and Cerner are working to change the model of care and improve health and well-being by influencing determinants of health. In its third program year using Cerner's services, City of Lenexa plans to expand its well-being model to increase workforce engagement. For example, City of Lenexa is considering segmenting its population to provide customized engagement opportunities to specific groups such as the fire department, police department, parks and recreation, and administration. City of Lenexa is also expanding its workplace environment to include walking trails and a large community fitness center. By leveraging these new offerings, focusing on the five essentials of well-being and building relationships with local providers. City of Lenexa continues to be a leader in workplace health.

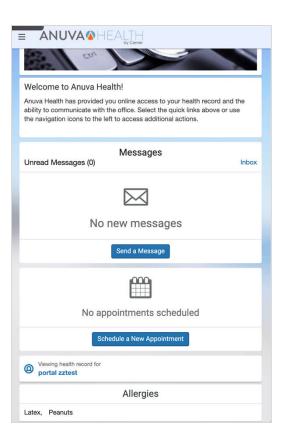
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flent subtomes were achieved in respective settings and are not spresentative of benefits realized by all clients sive to many variables cluding solutions scope, client capabilities and



Member portal – home page

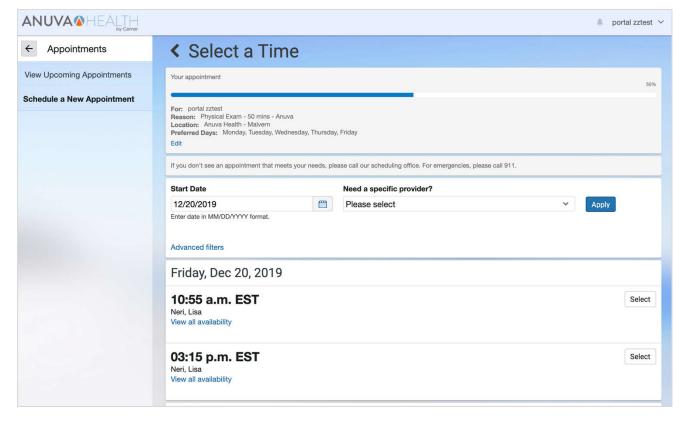


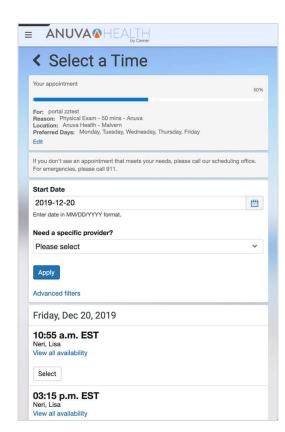


Web browser view

Mobile View

Scheduling an appointment – select a date/time

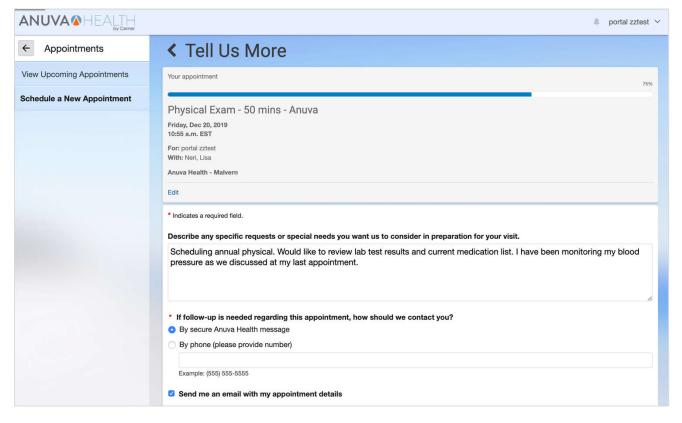




Web browser view

Mobile View

Scheduling an appointment – details



ANUVAHEALTH Tell Us More Your appointment Physical Exam - 50 mins - Anuva Friday, Dec 20, 2019 Anuva Health - Malvern Edit Describe any specific requests or special needs you want us to consider in preparation for your visit. Scheduling annual physical. Would like to review lab test results and current medication list. I have been monitoring my blood pressure as we discussed at my last appointment. * If follow-up is needed regarding this appointment, how should we contact you? By secure Anuva Health message By phone (please provide number) Example: (555) 555-555 Send me an email with my appointment details Confirm your appointment

Web browser view

Mobile View