

**MORE CARE.
LESS COST.**



Quarter Engagement Review Sample

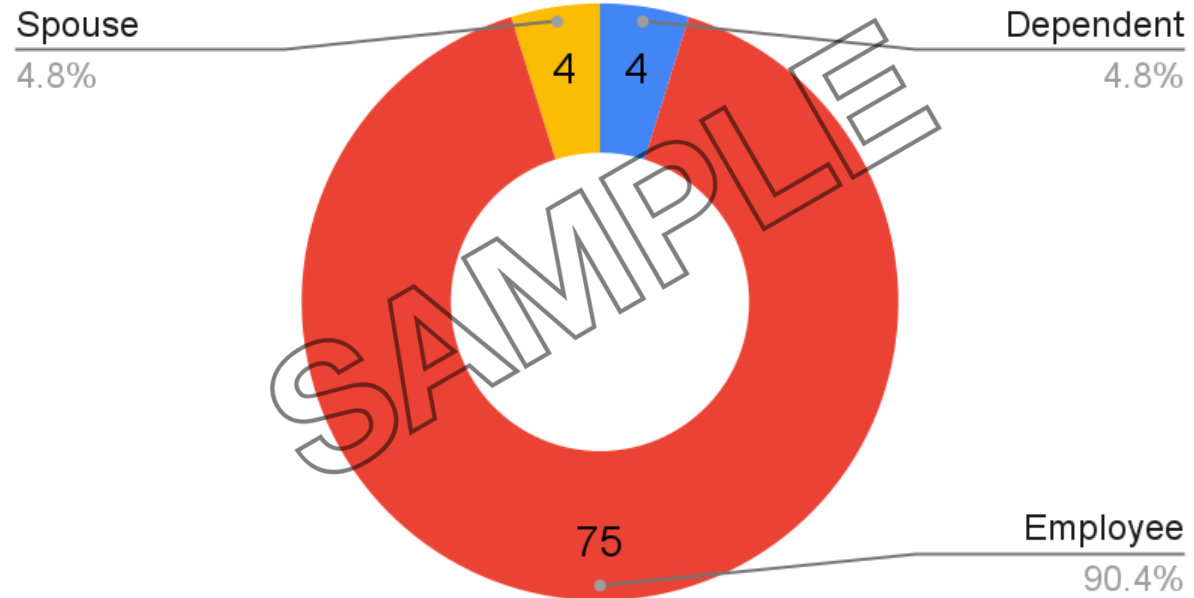
AGENDA

- Member Enrollment
- Primary Care and Direct Care Network Utilization and Engagement
- PEPY
- Member Outreach
- PeopleOne Health Portal Engagement
- Coaching Stories
- Next Steps



Membership Enrollment

Membership



Total Enrollment: 83 members

2022 Enrollment: 68



Utilization and Engagement

PeopleOne Health Service Breakdown	Services
Provider Visits	131
Lab Visits	494
Health Coaching	8
Other	47
Total	680

DCN Service Breakdown	Services
Cardiology	16
DME	3
Imaging	40
Pharmacy	383
Physical Therapy	602
Psychiatry	22
Total	1066

Completed and Upcoming Appointments	Count
Completed January - April 11	50
Scheduled April 12 - May	22





54 Unique Members who engaged in 1746 P1H and DCN Services

PeopleOne Health

	2021	
	Other Insurance	PeopleOne Health
Number of Employees	184	55
Average Age	37.99	41.19
Health Risk Score	1.21	1.29
Members with one Chronic Condition	21.24%	27.85%
Members with multiple Chronic Conditions	40.20%	31.65%
Members with one or multiple Chronic Conditions	61.44%	59.49%
Number of ER Visits per 1000	189.54	151.9
Number of Urgent Care Visits per 1000	13.07	0

PeopleOne Health has

- An older population
 - A slightly higher risk population
 - A higher percentage of people with one chronic condition
 - Almost the same percent of people with one or more chronic conditions
-
- PeopleOne Health better managed ER visits and Urgent Care visits
 - With same day appointments, PeopleOne Health members never went to an Urgent Care



Financial Impacts - Plan Sponsor

	2020	2021
Number of Employees	228	239
Medical & Rx Claims Paid	\$2,192,623	\$1,846,530
Claims PEPY	\$9,617	\$7,726

	Details 2021	
	Other Insurance	PeopleOne Health
Number of Employees	184	55
Medical & Rx Claims Paid	\$1,521,700	\$324,831
Claims PEPY	\$8,270	\$5,906
Variance	\$2,364	
Total Claims Reduction	\$130,025	

Analysis of Claims Experience & Expenses

These are claims paid by the carrier

- Compared to 2020, the total PEPY has decreased from \$9,617 to \$7,726
- Evaluating further the impact of PeopleOne Health on claims experience
 - Members within the P1H program have a lower PEPY than those who are not using the P1H program
 - The variance is \$2,364 PEPY
 - The result is a claims reduction of **\$130,025**
 - This should be realized in the future renewals



Financial Impacts - HRA Impacts

	Details 2021	
	Other Insurance	PeopleOne Health
Number of Employees	184	55
HRA Paid	\$207,536	\$43,814
HRA PEPY	\$1,128	\$797
Variance	\$331	
HRA Savings	\$18,221	

Analysis of HRA Impacts

These are direct Employer savings

- Those not in the P1H program are consuming their HRA savings at a higher rate compared to those who are in the P1H program
- The variance is \$331 PEPY
- The result is an average employer savings of about **\$18,221**



Financial Impacts - TOTAL

	Total Savings	PEPY Savings
Claims Reduction	\$130,025	\$2,364
HRA Savings	\$18,221	\$331
Employee Out of Pocket	\$24,376	\$443
Total Savings for P1H	\$172,622	\$3,138

PeopleOne Health Fees	\$118,263	\$2,150
Total Net Savings	\$54,359	\$988

Total Savings for Implementing P1H

The Out of Pocket savings is how much members saved. On average each **Employee saved \$443 per year**. Cash in their pocket.

- Claims reduction with increased care
- Lower utilization of HRA funds is Employer direct savings
- **Total Savings \$172,622**
- Total Net Savings removing the P1H fee is **\$54,359** or **\$988 per Employee**



Member Outreach

Proactive Outreach	Count
Calls plus Outreach Specific Emails	417
Calls with Direct Contact	71
PIH Appointments Scheduled	52

SAMPLE

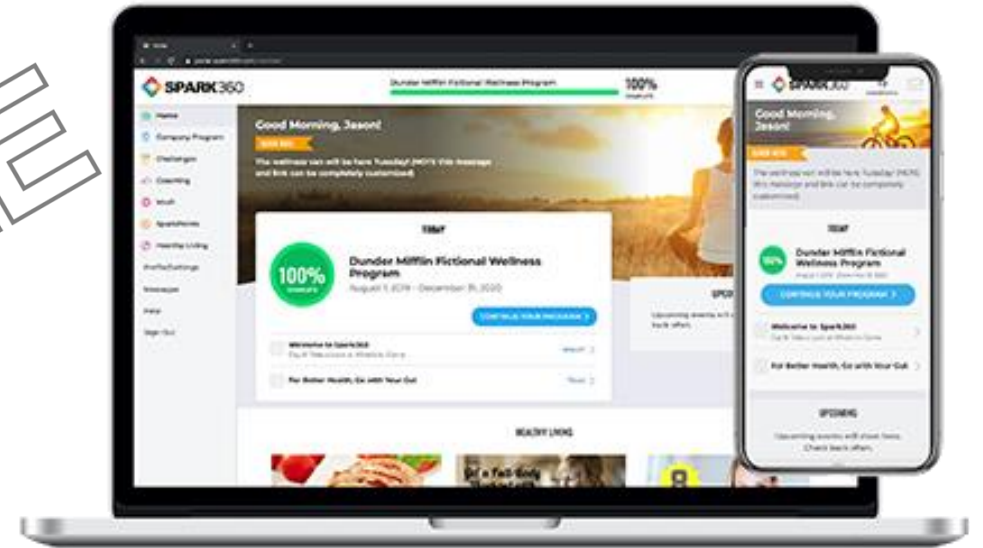


ZANE GATES, MD
Co-Founder of PeopleOne Health



PeopleOne Health Portal Engagement

Portal Activity	
Total Activated Members	24
New Activations	24
Total Logins	164
Messages Sent	66
Spark Your Health Survey (PAM)	12



Coaching Stories

One of P1H members was reducing her working hours from full-time to part-time in 2022 and was no longer eligible for medical coverage through her employer. CCN was able to assist this member in transferring her membership from an employer to individual membership. This member was able to seamlessly transfer memberships and continue her care at P1H Altoona.

Company continues to utilize CCN for various navigation questions, concerns, and issues.





Next Steps

SAMPLE

