

## Deliver direct access to the highest quality physicians and drive health cost savings

The Clinic by Cleveland Clinic's **Virtual Second Opinions** give your employees priority access to 3,500 physicians in over 550 advanced subspecialties at Cleveland Clinic, recognized in the U.S. and throughout the world for its expertise and care.



## Clinical guidance your employees can trust when they need it most

Employees facing a challenging diagnosis, surgery decision, or complex condition can get peace of mind quickly and from the comfort of home. The Clinic supports them through each step for a positive patient experience and health outcome.

"My husband and I were both extremely nervous because I thought I was going to die. **And then the doctor told me that I didn't need a heart transplant.**"

### Getting a VSO is fast and easy for employees:

- 1 Employees enroll online and have a virtual intake visit with a dedicated nurse
- 2 The Clinic retrieves and reviews their medical records and matches them with the best Cleveland Clinic specialist
- 3 After an in-depth review, the specialist provides a detailed second opinion, weeks sooner than possible in person

## Proven impact and savings for employees with complex conditions

Virtual Second Opinions uncover the appropriate diagnosis and treatment plan for employees and deliver real savings for your organization.<sup>1</sup>



**67%** of VSOs recommend a **diagnosis or treatment plan change**



**\$8,705** average cost savings per patient



VSOs recommend **hospitalization 62% less often** than the primary plan.



VSOs recommend an **alternate treatment to surgery in 85% of cases.**



For patients with a primary care plan over \$10,000, VSOs save **more than \$100,000 per patient** on average.



VSOs produce **positive savings** on average **across all specialty areas.**

<sup>1</sup> Miha S. Lucas, MD, Katherine Hardy, PA, and Joseph E. Lucas, PhD (2023). *Primary Impact of Virtual Second Opinions.*