



Population Health Engagement Programs



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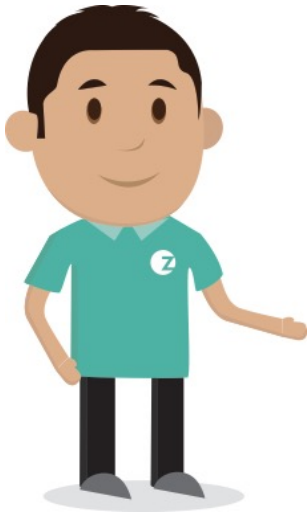
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WHY CHOOSE ZOMO HEALTH?

- Automated preventive & disease focused physician engagement
- Web & mobile applications
- Social challenges and messaging
- Targeted & brand customized marketing communications
- Multiple fitness device integrations
- Robust incentive tracking systems
- Real-time reporting & analytics for human resources, benefit brokers, and champions including engagement, claims, biometrics, and more

ABOUT US

Zomo Health is a global team of over 1,500 physicians, prevention professionals, technology experts, and support personnel. Our diverse client base includes employers, healthcare systems, insurance companies, and more. This wealth of experience fuels our ability to deliver amazing client experiences that create real results whether on-site, online, or telephonically.

ZOMO HEALTH OVERVIEW

Since 2008, Zomo Health has been a national provider of high engagement health management solutions. We strive to make health management convenient for clients and participants through personalized programs that create health awareness, drive engagement, achieve lasting behavior change and achieve long term health improvement. Zomo Health's high touch approach to account management, marketing and program delivery produces measurable outcomes, resulting in Return on Investment (ROI).

Our solutions are a unique combination of physician integrated health assessment/management, personalized health plans, targeted coaching outreach and social engagement tools. These solutions, incorporated into our strategically designed incentive and communication plans drive participant engagement for all risk levels.

We set ourselves apart from other health management vendors by being fully customizable while taking a personal, hands-on approach with our clients. We work with each client to determine the best comprehensive program for their participants. Our 85% participant engagement rate and 83% improvement in the risk classification of moderate/high risk individuals says it all.



OUR GOAL



HEALTH ENGAGEMENT

Zomo Health believes in driving change across a whole population to create a much greater impact on the bottom line. Through PreventionCloud, our cloud-based health engagement platform, we are able to coordinate the delivery of targeted plans for each individual. Through the integration of the primary care physician and our Zomo Health coaches, the chronic and high risk individuals receive disease management care with disease focused preventive coaching centered around exercise, nutrition, and stress management. The moderate risk and low risk individuals also receive coaching based in improving their risk areas and developing sustained healthy behaviors.



CULTURE IMPROVEMENT

When implemented in a worksite setting, our programs help to create a fun atmosphere that builds organization communication, relationships, and engagement that drives participation. The structure of wellness champions, team challenge, and individual competitions creates opportunities for employees to be healthy rather than just learning about it.



ROI

Our programs are designed to create real ROI through:

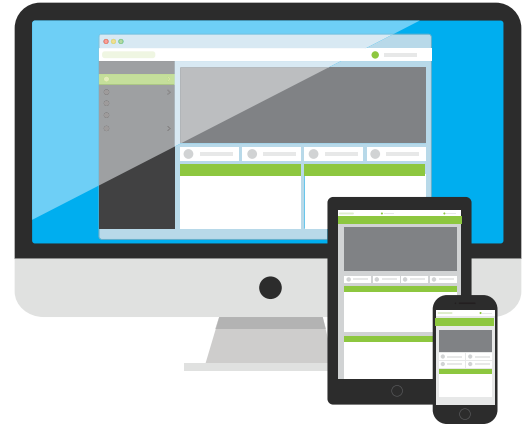
- Reduced health claims
- Increased daily productivity
- Decreased sick days
- Improved workers compensation risk
- Better marketability for recruiting



WHAT WE DO



**Physician Based
Risk Identification &
Disease Management**



**PreventionCloud
Online Tools**



**Targeted
Multi-Channel
Communications**

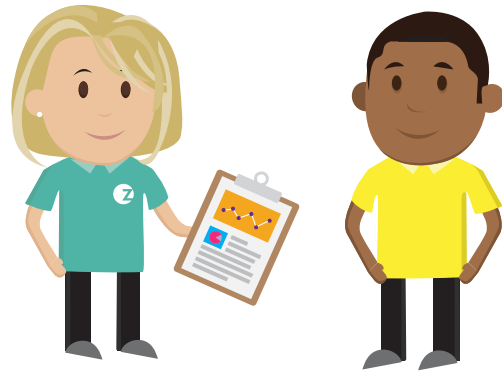


**Team Challenges,
Personalized Health
Coaching & Education**

WHAT WE DO



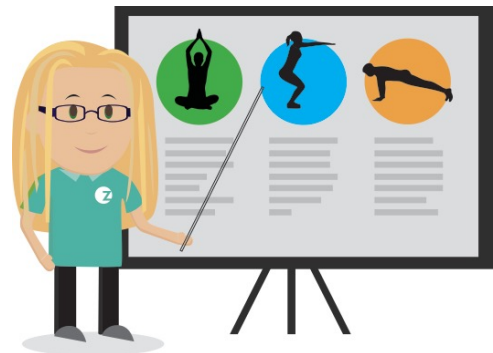
Wellness Coordinator Staffing



On-Site Preventive & Health Coaching



Fitness Facility Staffing & Management



On-Site / Virtual Group Programs

PROGRAM OPTIONS & PRICING

CORE PROGRAM OPTIONS		PRICING
DATA COLLECTION PACKAGE	<p>Online – Health Assessment</p> <p>Online – Data Collection</p> <ul style="list-style-type: none"> Annual Physician Visit (Glucose, Cholesterol, BP, BMI, Age/Gender Appropriate Preventive Care) Dental Visits Optometrist Visit Tobacco Affidavit Basic Real-Time Health & Incentive Reporting 	-
TECHNOLOGY PACKAGE	<p>Includes all Data Collection Package Features</p> <ul style="list-style-type: none"> Exercise, Nutrition Planning/Tracking HD Exercise Videos Social Challenges & Chat Event Management Educational Workshops & Newsletters Marketing Communications Toolkit: Template Engagement Emails, Flyers, Letters, Quarterly Electronic Campaigns Expanded Real-Time Reporting Optional Additional Programs** 	-
TOTAL HEALTH PACKAGE	<p>Includes all Data Collection & Technology Package Features</p> <ul style="list-style-type: none"> Custom Communications– Program Manual, Challenge Communications, Emails, Flyers, Direct mail, Phone Campaigns, etc. Monthly Live Webinars Telephonic Coaching Virtual Group Programs Minus Tobacco Program Manual Point Tracking Support Wellness Champion Program Support 	-

PROGRAM OPTIONS & PRICING

ADDITIONAL OPTIONS	DATA COLLECTION	TECHNOLOGY SUPPORT	TOTAL HEALTH
Claims Data Integration & Reporting	-	-	-
Physician Integrated Disease Visit Program	-	-	-
Health Coaching	-	-	-
Better Living & Disease Specific Group Education Programs	-	-	-
Minus Tobacco Cessation Program	-	-	-
Program Coordinator / Health Coach / Personal Trainer / Registered Dietitian Staffing		-	

APPENDIX

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OUR HEALTH ENGAGEMENT PROCESS

1

Collect Health Information

Physician Exam:

Glucose- A1C - BMI - Blood Pressure
Total Cholesterol- LDL- HDL- Triglycerides
Age/Gender Appropriate Preventive Care

Personal Health Assessment

Health Insurance Claims



2

Stratify the Population



Personal Health Engagement, Physician Integrated Disease Management & Health Coaching

3

Health & Preventive Coaching
Online Health Improvement Tools
Physician Integrated Disease Management
Social Wellness Challenges & Education

ROI Cohort Analytics

4

Biometric Improvement
Claims Improvement
Co-Morbidity
Presenteeism



PREVENTIONCLOUD

USER TOOLS



Multi-Device



Personal Health Assessment



Physician, Dentist, Optometrist Visit Data Collection & Disease Management



Health Engagement Plans

- Exercise
- Nutrition
- Stress Management



Health Trackers

- Exercise
- Nutrition
- Biometrics
- Body Fat



Social Challenges & Competitions



Ask a Coach



HD Media



Fitness Device & App Integration



Friends & Family Accounts

HUMAN RESOURCE TOOLS



Real-Time Reporting & Analytics



Program Administration: Events, Quick Links, Points, & More

BROKER RESOURCE TOOLS



Real-Time Reporting & Analytics



DATA COLLECTION PROGRAMS

Physician Visit Forms

These forms are designed to coordinate a participant's annual visit to their physician. Optional sections on the form include visit verification, biometric data collection, disease diagnosis verification, age/gender appropriate care completion verification, and tobacco user verification.

Disease Management Visit Forms

Individuals identified as having a diagnosed disease or condition from their annual physician visit are cued to complete a series of additional physician visit forms specifically designed for them. Each form promotes and collects data on the completion of national standards of care for the particular diagnosed disease.

Disease Form Examples Include:

- Heart Disease
- Diabetes
- Obesity
- Metabolic Syndrome

Optometrist Visit Forms

To promote eye health, the Optometrist Visit Form collects the verification of the annual preventive eye exam completion.

Dentist Visit Forms

To promote dental health, the Dental Visit Form collects the verification of preventive dental exam completion.

CHALLENGE EXAMPLES



Stress Less Challenge: Take control of your stress by practicing a different stress management technique for six weeks.



Healthy Eating ABC Challenge: Expand your healthy food horizons in this 26 day challenge by selecting a healthy item each day starting with each letter of the alphabet beginning with A and ending with Z.



Hydrate Challenge: Practice drinking 64 ounces of water per day for 4 weeks.



Holiday Maintain Don't Gain Challenge: Keep off the holiday weight gain, take the challenge to maintain your weight from November - January.



Weight Loss Challenge: Take control of the scale in this individual or team challenge. The individual/team who loses the highest percentage of weight, wins.

CHALLENGE EXAMPLES



Olympic Challenge: Gain a ring each week for 5 weeks by completing an activity from 5 different categories- Endurance, Strength Training, Interval Training, Active, and Mind/Body.



Pay-It-Forward Challenge: Catch your colleagues in the act of being healthy and reward them with a wellness point. Earn 5 points for being caught and give away 5 points to complete this challenge.



Recipe Revival Challenge: In this competition create a unique healthy recipe and have your peers vote on their favorites. At the end of the challenge all the healthy recipes are automatically turned into an online and downloadable cookbook.



Move It Challenge: Get your body moving in this challenge that can track walking, running, swimming, and biking. Work as a team or individually to meet a minimum daily requirement.

WEBINAR TOPIC EXAMPLES

New Year New You: Learn how to make a New Year's resolution that you will adhere to and make this year the best ever!

Allergies Be Gone: Learn the top ways to alleviate the common allergies that an individual faces on a day-to-day basis. Discuss home remedies that can benefit you.

Foods That Make You Go Slim: There are certain foods that we can eat that are healthy and at the same time will actually help increase our metabolism! Learn what those foods are and why they are beneficial.

The Working Parent: Discuss how the working parent can still stay healthy with proper planning and goals.

Special Populations Heart Disease: How heart disease affects various populations and ways to keep your heart healthy. Learn what causes our heart to become affected and ways that we can prevent heart disease.

Family and Fitness: Bring fitness to your family. Learn ways to get the whole family on the right track by incorporating fun games and activities in your exercise.

Diabetes: The A-Z's: Learn ways to prevent Diabetes. Compare Type I and II Diabetes and what puts individuals at a higher risk.

Healthy Traveling: Learn how to stay healthy and maintain your waistline while traveling.

Positive Thinking: The importance of positive thinking is discussed with our psychologist. Learn how to be optimistic and see the glass half-full!

Healthy Breakfast Benefit: Learn about the benefits of having a healthy breakfast and talk about why people should eat breakfast, when to eat it, and what should be in it and healthy examples.

Meal Planning: Learn more about metabolism and successful meal planning.

Changing Routines: Learn how to avoid plateaus by creating a dynamic exercise routine.

HEALTH & WELLNESS COACHING

Health coaching programs are personalized online modules supported by telephonic, video, or on-site coaching with health experts. Through a comprehensive analysis of each individual's biometrics and health assessment, individuals are coached to build strong fundamental health knowledge. This allows them to make informed behavior modifications while most importantly, reaching their goals.

Coaching Tracks

- Metabolic Syndrome
- Weight Loss
- Heart Health
- Diabetes Management
- Stress Management
- Health & Vitality
- Strength & Flexibility

Program Topics

- Strategies to help lose weight
- Understanding healthy weight loss
- Guiding participants on what to eat
- Preparing a customized meal plan
- Fitness while traveling
- Types of exercises to meet specific goals
- Stress reduction techniques
- Ways to stay motivated
- General questions about health
- Other wellness related issues



GROUP PROGRAMS

Zomo Health group programs give individuals a base knowledge on a healthy way of living while also providing disease specific support necessary to stabilize and improve one's health. The programs are offered virtually with the support of telephonic coaching sessions.

Better Living Program

Designed to provide an essential foundation of health improvement knowledge, the Better Living Program helps each individual create personal plans covering exercise, nutrition, and stress management. It has proven results, with an average weight loss of nine pounds, and has helped 83% of participants to reach their goal.

Program Sessions

- Week 1 – Jump Start
- Week 2 – Meal Planning and SMART Goals
- Week 3 – Cardio Training and FITTE Principle
- Week 4 – Healthy Habits
- Week 5 – Resistance Training
- Week 6 – Label & Healthy Grocery Shopping
- Week 7 – Healthy Choices Away From Home
- Week 8 – Stress Management
- Week 9 – Changing Routines
- Week 10 – Final Assessment & Celebration

GROUP PROGRAMS



Heart Disease Prevention & Management

Heart disease/cardiovascular disease is the leading cause of death among both men and women in the United States. Diseases include blood vessel conditions, such as coronary artery disease; heart rhythm problems (arrhythmias); and heart defects existing from birth (congenital heart defects), among others. Complete this program to learn more about the ways to prevent it.

Program Sessions

Week 1 – CAD/CVD Prevention & Management

Week 2 – Nutrition & The Heart

Week 3 – Cholesterol

Week 4 – Fats: The “Sat” Truth



Diabetes Prevention & Management

There are 23.6 million people in the United States, or 7.8% of the population, who have diabetes. Work with our health coaches to reduce the risk of diabetes and pre-diabetes by facilitating the adoption of proven approaches to prevent/delay the onset of type 2 diabetes and the complications of diabetes.

Program Sessions

Week 1 – Diabetes: A-Z’s

Week 2 – Diabetic Meal Planning/ Healthy Cooking

Week 3 – Exercise to Success

Week 4 – Sugar Don’t Bother Me: Taking Control of Your Diabetes

GROUP PROGRAMS



Obesity Prevention

Obesity is a major public health problem contributing to 112,000 preventable deaths each year. Work with a health coach to maintain a healthy lifestyle and prevent chronic diseases by promoting healthy eating and active living for all ages.

Program Sessions

Week 1 – Personal Goal Setting

Week 2 – Making A Healthy Plate

Week 3 – Advanced Training- Cardio vs. Strength

Week 4 – Achieving A Healthy Weight (Healthy Weight Loss)



Metabolic Syndrome

Metabolic syndrome includes increased blood pressure, a high blood sugar level, excess body fat around the waist and abnormal cholesterol levels which can heighten your risk of heart disease, stroke and diabetes. Having just one of these conditions doesn't mean you have metabolic syndrome. Any of these conditions increase your risk factor towards a serious illness. Take charge of your health and learn how to combat a serious condition.

Program Sessions

Week 1 – Knowing Your Numbers

Week 2 – Metabolism 101

Week 2 – Healthy Habits

Week 4 – Heart Disease

GROUP PROGRAMS



Stress Management & Personal Planning

All individuals experience stress, and all react differently-whether it be physical, mental or emotional. Stress can be a positive force. On one hand, it keeps us alert and ready to avoid danger. On the other hand, stress becomes negative when a person faces continuous challenges without relief or relaxation in between. Follow this program to learn how to manage stress and develop new stress-less habits.

Program Sessions

Week 1 – Stress Management

Week 2 – Positive Thinking

Week 2 – Stress & Your Workout

Week 4 – Yoga, Meditation and Massage

Week 5 – Financial Stress

Week 6 – Time Management

Week 7 – Work/Life Balance

Week 8 – Stress & Your Health



The Minus Tobacco program is designed to help individuals develop and achieve a realistic picture of a life without using tobacco products. The program's historic 30% rate of individuals relinquishing use of tobacco products is well above national averages. This is 23% higher than individuals who attempted to quit on their own*.

The program includes 8 online sessions and personal coaching from a certified tobacco cessation program counselor. The participant's personal cessation coach will help them to understand the online sessions, identify strategies to break through their trigger barriers, and provide a point of professional support to stay quit.

Program Topics Covered

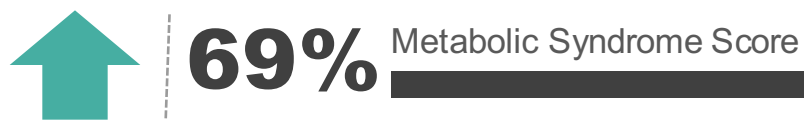
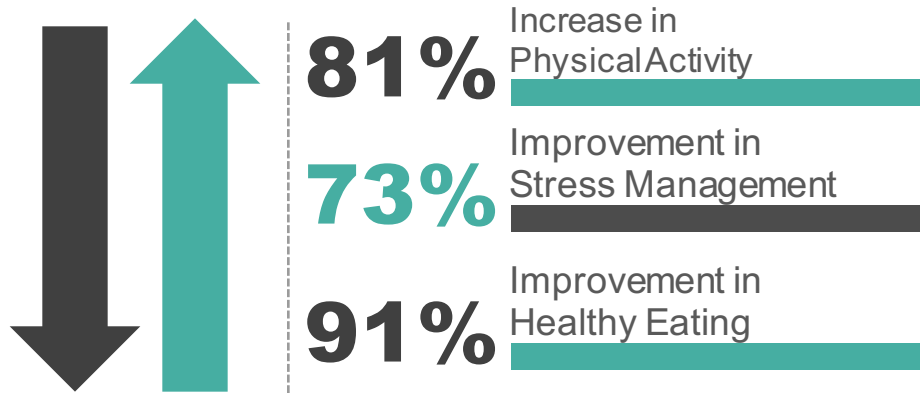
- About tobacco and quitting
- Envisioning life without tobacco
- Identifying steps and strategies to becoming tobacco free
- Preparing for your quit day and quitting
- Dealing with risky situations and stumbling blocks
- Strategies for staying tobacco free over time

* Source Cancer.org

OUR RESULTS

Based on Moderate & High Risk Participants

83% Improved Their **HEALTH RISK CLASSIFICATION**





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