



Client Case Study

The Challenge

Signature HealthCARE operates in an industry that functions on razor thin margins with a large workforce that consists mostly of three positions, registered nurses, LPN's, and CNAs.

In the Post-Acute industry, it is not abnormal to be facing 50-60% turnover, which results in a constant influx of new staff monthly continual training and cycling through culture change.

In addition, Signature was facing increasing operational expenses, shrinking revenues, and rising health plan costs - practically making the health insurance unaffordable for its employees.

The Opportunity

Signature knew that it needed to make health plan options more affordable and care more accessible. As a result, Signature offered 3 plan options, traditional PPO with BCBS along side 2 reference-based pricing plan options". All plans are supplemented with a virtual-first connected care team delivering relationship based care. This helped improve access, enhanced coverage, reduced healthcare costs, and improve morale.

The Solution

Signature knew that it wanted a different type of telemedicine. Something that gave more of a personal touch.

A platform that offered its employees true primary care and the ability to form a relationship with their doctor instead of one that gave employees a different practitioner each visit. A virtual telemedicine option that offered mental health services and specialty care a true more robust quality of virtual care that could really drive results.

After months of research, Signature ultimately landed on a cutting edge partner, who brought a disruptive approach to virtual medicine: Medici.

medici

Client First Year Results

UTILIZATION
19.4%

AVERAGE TIME TO GET A CONSULT
4 hrs (National average = 24 days)

VALUE
1.1M

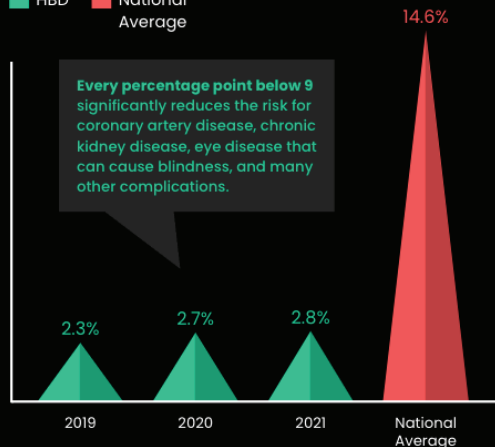
SAVINGS
1.8M

ROI
1:6

Other Results

Percent of Patients with an A1C Greater Than 9

■ HBD ■ National Average



Percent of Patients with Hypertension and Systolic > 140

■ HBD ■ National Average

