

POPULATION HEALTH MANAGEMENT





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Gilsbar is your health management partner. Our Population Health Management program provides your organization with a combination of proactive educational and personalized solutions. Both are key features—and they work in tandem to create a fully-integrated approach. Each feature specifically pinpoints the appropriate level of care for each individual. Our strategic outreach plan addresses the entire healthcare continuum, improving all risk categories: acute, chronic, diagnosed, and healthy/at risk. And the personal outcomes—and related cost savings—speak for themselves.

The **EXPERTS** You Rely On

- Oncology
- Transplant
- Cardiac Care
- Neonatology
- Behavioral Health
- Orthopedics
- Neurology
- Diabetic Education
- Maternity
- Lifestyle Coaching

Chronic Care Management

Our program provides your population with licensed, registered nurses who are available to assist and guide your members with diagnosed chronic conditions.

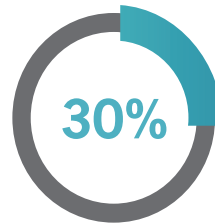
Condition-Specific Education & Support from Assigned Clinician

Decrease in Frequency & Intensity of Symptoms & Hospitalizations

AVERAGE PARTICIPATION RATE



INDUSTRY AVERAGE



GILSBAR

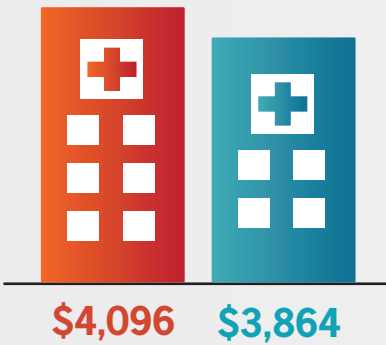
TARGETED Health Management Strategies
for the **ENTIRE POPULATION**

HEALTHIER EMPLOYEES & LONG-TERM COST SAVINGS

 **INDUSTRY AVERAGE**  **GILSBAR**

**Results for clients who have been in our Population Health Management program for 2 years.*

ALLOWED PER ADMIT PER DAY



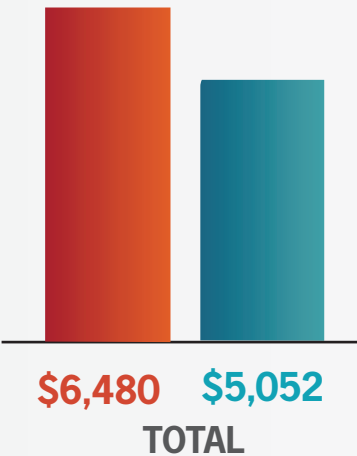
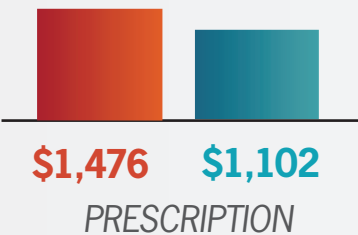
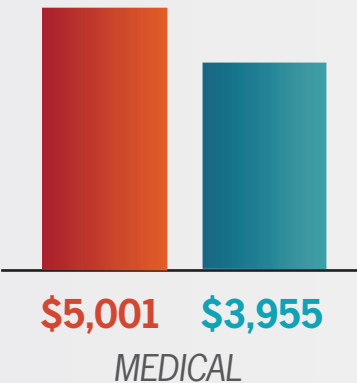
ADMITS PER 1,000



ADMITS DAYS PER 1,000



ALLOWED PMPY COSTS



Delivering the Services You Need

Wellness

Case Management
Utilization Management
Chronic Care Management

Advocacy Services
Behavioral Health/EAP
Data Analytics & Validation

Oncology Management
Maternity Management
Transplant Care Management

Gilsbar's data is performance average across our block of business. National data is from the Truven Health MarketScan Commercial Database (2017) adjusted to match Gilsbar service areas, and the RAND Health Employer Survey (2012).

EXPECT It All

EXPECT Performance

When you choose Gilsbar, you're choosing a partner that enhances business and improves lives. Our program integrates personal attention with cutting-edge technology. The result is goal-oriented programming that ensures your employees make healthy decisions for optimal personal outcomes. Healthier employees mean a healthier bottom line.

AWARD-WINNING TOOLS

Our award-winning analytical tools convert data into intelligent insight. We can identify which employees are the best candidates for particular outreach programs, and incorporate a strategy for every employee—no matter the level of risk.

HIGHLY SKILLED CLINICIANS FOCUSED ON RESULTS

Our population health management programs are provided by a talented team of clinicians and healthcare experts located throughout the country. We hold certifications in highly-specialized clinical areas, so we can educate your employees and help contain their costs.

EXPECT A Proven Value of Investment

- 1 Client Trend Compared to Industry Trend** – Clients who utilize our complete suite of services experience virtually flat healthcare cost trend of only 0.7%. Compare that to the industry trend of 6% annually.
- 2 Population Risk Tracking** – Clients who implement our programs experience an increase in employee movement from the acute care category to the healthy/at risk category, creating significant plan savings.
- 3 APH** – We track the change in your prospective risk score using industry-leading predictive modeling software. Our clients experience lower average risk scores year after year.
- 4 Individual Results** – Our clients experienced the firsthand benefits of our population health management. We receive regular feedback from members who share extraordinary stories of how Gilsbar's programs enhanced their business and improved their lives.

