



**Employer  
Direct  
Healthcare**

**CEBT**  
Benefit by Trust

Transforming Access to Excellent Care, Together

*July 15, 2024*



## Agenda

SurgeryPlus Overview

SurgeryPlus Performance for CEBT

CEBT Year to Date Utilization

Infusion Therapy



## What is SurgeryPlus?

SurgeryPlus is a supplemental surgery benefit offered by CEBT for non-emergency surgeries that aligns excellent care with meaningful savings.

# The SurgeryPlus Difference



## Excellent Care

Members have access to our network of thousands of highly qualified surgeons



## Meaningful Savings

Members will receive excellent surgical care at significantly reduced costs



## Guided Support

Care Advocates will support members every step of the way

**90+**

member NPS

**~30%**

surgical avoidance

**98%+**

members drive

**\$15+**

PEPM savings

### Personalized Guidance

**1:1 Care Advocates** as well as an all-in-one digital experience

### Excellent Specialists

**Individually-vetted surgeons** delivering a complication rate of 0.6%

### Local & Inclusive Access

Local care is the norm for **all plannable procedures**

### Meaningful Cost Reduction

Industry-leading hard dollar savings with avg. of **\$18k saved per procedure**



**Surgery Plus**

**2.2%**

reduction in total spend  
w/ 20% of all surgical  
spend impacted



2023 in Review

# How SurgeryPlus performed for CEBT

**9.8/10**

would recommend S+  
*vs 9.6 for BoB*

**298**

good outcomes  
*surgery success + avoidance*

**87.6%**

members drove  
*vs 98%+ drive for BoB*

**\$20.74**

PEPM savings  
*vs \$15 avg. PEPM for BoB*

### Personalized Guidance

We successfully guided your members to the right treatments, ensuring a positive experience

### Excellent Specialists

We helped 48 individuals avoid unnecessary surgeries, while **250 had successful procedures**

### Local & Inclusive Access

The local access we provided to your employees and their loved ones for **all plannable procedures**

### Meaningful Cost Reduction

The significant contract-to contract savings you've realized at **\$18k saved per procedure**



**2.9%**

reduction in total spend  
w/ 22.2% of all surgical  
spend impacted\*





# Utilization & Performance

**Required Procedures**

**# of Good Outcomes**

**\$ of Spend Impacted**

**% of Spend Impacted**

**Reduction in Total Trend**

**Total Savings**

**PEPM Savings**

**ROI**

2021

N/A

196

\$3.5M

12.7%

1.5%

\$2.15M

\$10.82

2.73x

2022

N/A

252

\$6.6M

22.2%

2.8%

\$4.27M

\$20.15

5.07x

2023

N/A

298

\$7.0M

22.2%

2.9%

\$4.63M

\$20.74

5.21x

**298**

Good Outcomes

**\$20.74**

PEPM Savings





# Savings exceeded targets

- + \$3.8M in Contract-to-Contract Savings
- + \$200K in Avoided Procedure Savings
- + \$635K in Avoided Complication Savings

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**= \$4.6M in total savings**

**\$20.74 PEPM**

**5.21x**

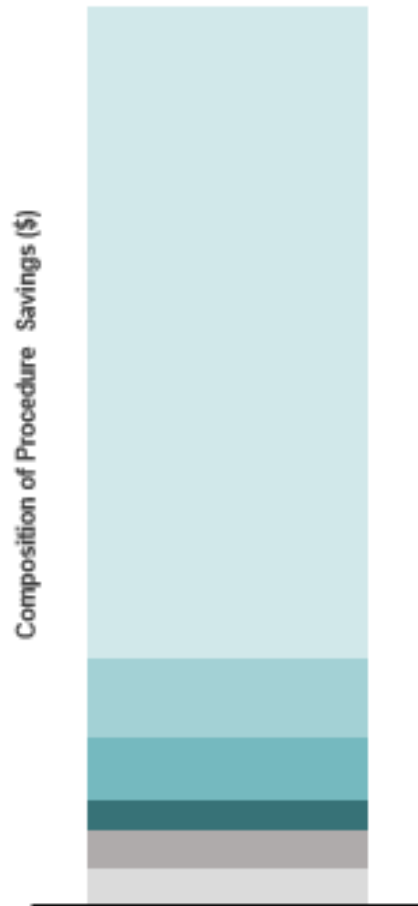
total ROI

**82% in contract to  
contract savings**

# Summary of your completed procedures in 2023

Orthopedic is the top category in terms of volume and savings, followed by General and ENT

## 2023 Procedure Savings



Category	Count	Procedure Cost		Procedure Savings		
		Carrier	SurgeryPlus	(\$)	(%)	% of Total
Orthopedic	138	\$4,583,201	\$1,827,100	\$2,756,101	60.1%	72.6%
General	35	500,497	165,435	335,062	66.9%	8.8%
ENT	19	425,091	163,319	261,772	61.6%	6.9%
GI	38	222,513	97,119	125,394	56.4%	3.3%
GYN	8	221,712	60,858	160,856	72.6%	4.2%
Spine	4	221,078	71,694	149,384	67.6%	3.9%
Pain Management	8	16,882	6,607	10,275	60.9%	0.3%
Cardiac	-	-	-	-	-	-
Bariatrics	-	-	-	-	-	-
<b>Total</b>	<b>250</b>	<b>\$6,190,974</b>	<b>\$2,392,130</b>	<b>\$3,798,844</b>	<b>61.4%</b>	<b>100.0%</b>



# Members loved their experience

What was the most important factor in your choice to use your SurgeryPlus benefit?

**Affordability**  
(60% selected)

9.8/10

members recommend  
SurgeryPlus

9.7/10

members recommend  
their **Care Advocate**

9.4/10

members recommend  
their **Surgeon**



## SurgeryPlus Year to Date Performance for CEBT

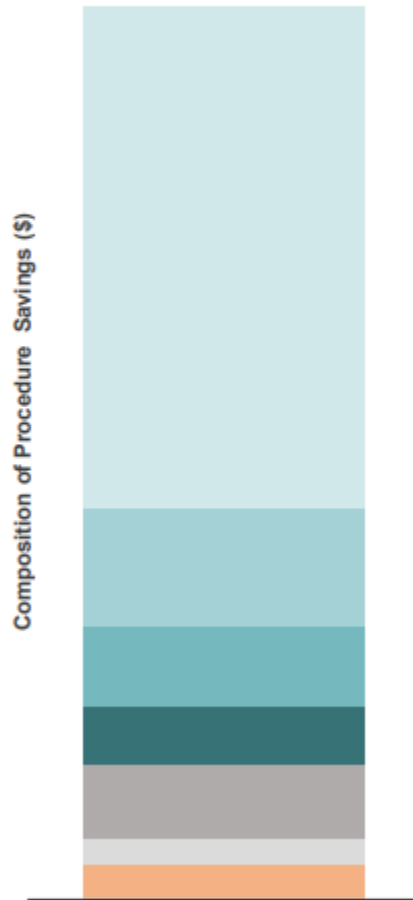


# CEBT Key Performance Indicators

	YTD as of				
	May-24	Apr-24	MoM Δ	May-23	YoY Δ
Members	35,728	35,679	0.1%	33,180	7.7%
First Time Calls	621	500	24.2%	342	81.6%
Cases Opened	419	345	21.4%	255	64.3%
Completed Procedures <sup>(1)</sup>	144	107	34.6%	81	77.8%
Total Savings <sup>(2)</sup>	\$3,147,956	\$2,189,798	43.8%	\$1,286,242	144.7%

# Summary of Complete Procedures through May

## YTD Procedure Savings



Category	Count	Procedure Cost		Procedure Savings		
		Carrier	SurgeryPlus	(\$)	(%)	% of Total
Orthopedic	74	\$2,543,181	\$1,024,910	\$1,518,271	59.7%	56.2%
Spine	5	502,269	146,181	356,087	70.9%	13.2%
GYN	11	367,829	122,829	245,001	66.6%	9.1%
ENT	12	293,872	120,802	173,071	58.9%	6.4%
General	18	336,588	111,914	224,673	66.8%	8.3%
GI	20	128,815	52,009	76,806	59.6%	2.8%
Cardiac	1	137,056	39,554	97,502	71.1%	3.6%
Pain Management	3	23,603	11,559	12,044	51.0%	0.4%
Bariatrics	-	-	-	-	-	-
<b>Total</b>	<b>144</b>	<b>\$4,333,213</b>	<b>\$1,629,758</b>	<b>\$2,703,455</b>	<b>62.4%</b>	<b>100.0%</b>



# YTD Savings Snapshot as of 5/30/2024

Year-to-Date Key Savings Snapshot			
	Count	Savings	PEPM
Procedures	144	\$2,703,455	\$27.33
Total Avoided Procedure	33		
Avoided Procedures Counted Towards Savings	–	\$0	\$0.00
<i>Memo: % of AP Counted Towards Savings</i>	0%		
Savings From Avoided Complications	NA	\$444,501	\$4.49
<b>Total Surgery Plus Savings</b>		<b>\$3,147,956</b>	<b>\$31.83</b>

**\$3.1M in savings through May 30, 2024**





**“ I am extremely happy with the doctor referrals that were given to me by my Care Advocate. I really am happy to have quality care without the huge cost to put my welfare in jeopardy. Thank you!**





Expanding to support **in-home infusion care**



# We're focused on low frequency, high cost & complex medical events

We are steadfast in our commitment to expand care options for our members and enhance the value we deliver to our clients, doing so while we uphold our principles of guided access to local excellent care

2011

Core COE services for bariatrics, joint, spine

2018

Expanded coverage of all plannable procedures

2022

Launch of cancer solution with Cancer Care Direct

2024

We now cover **in-home infusion therapy** under the medical benefit

**Dedicated clinical team with 24/7 remote patient monitoring** for better experience & outcomes in-home

**Hard-dollar plan savings of 40%+ on average** & waived member cost share for increased affordability

**Seamless extension of coverage** for concentrated population of people with easy opt-in approach

# Infusion costs are out of control & experience could be improved

**3x**

median markup of infusion costs within hospital setting & novel therapies being approved at unprecedented rate

**6:1**

nurse-to-patient ratio, with many patients required to travel & spend hours each week in non-ideal settings

## Limited pre & post monitoring

which are necessary for the best outcomes, especially for polychronic patients



**100%**  
coverage nationwide

**24/7**  
clinical support

**80%+**  
end-to-end  
adherence rate

**40%+**  
reduction in cost

### **In-Home Infusion Therapy**

**1:1 nurse** bringing the best infusion therapy in-home with physical network to support

### **For Whole Continuum of Care**

**24/7 clinical monitoring & physiologic support** with real-time remote monitoring

### **Best Outcomes**

Proven impact with **increased adherence, decrease in side effects & lower ER rates**

### **Hard Dollar Savings**

**\$0 member cost share & \$21k+ avg. saved** per member undergoing infusion

**Infusions**  
covered under the medical benefit

Powered By  
**Quantify**  
SPECIALTY CARE

 **Employer  
Direct  
Healthcare**







# Truly accessible infusion care

## 100%

**in-home coverage** for all 50 states with \$0 member cost-share

## 65+

**physical infusion clinic locations with travel provided at no cost**



 Infusion Clinic Locations     Home Infusion Services Available



## In-home infusions with 24/7 dedicated clinical & physiologic support + weekly check-ins

### Fully coordinated care across entire continuum

All silos of care, from PCP to Oncology Nurse, coordinated under 24/7 clinical team

### Real-time monitoring & treatment optimization

Daily reviews with better response, increased adherence & decrease in side effects

### Personalized condition management

Education to clinical support, polychronic members have all needs met

24/7 Remote Physiologic Monitoring	Social Determinants of Health	Disease & Treatment Education
Polychronic Disease Management	Medication Titration & Full Reconciliation	Care Plan & Medication Adherence
Provider Communication For Optimized Care Plan	Real-Time Interventions	Emergency Triage & Personal Care Unit





# Coverage for immunology, hematology, rheumatology, gastroenterology, and other rare conditions

60+ specialty infusions including:

Actemra®	Adakveo®	Aduhelm™	Aranesp®	Avsola®	Benlysta®	Briumvi™	Cimzia®
Cinqair®	Crysvita®	Entyvio®	Evenity®	Fabrazyme®	Fasenra®	Feraheme®	Givlaari™
Glassia	Hydration	Ibandronate Sodium	Ilumya™	Infed	Inflectra®	Injectafer®	IVIg
Keytruda®	Krystexxa®	Lemtrada®	Leqvio®	Lumizyme®	Monoferic®	Nucala®	Nulojix®
Ocrevus®	Onpattro™	Opdivo®	Orencia®	Procrit®	Prolastin C®	Prolia®	Qutenza®
Remicade®	Renflexis®	Retacrit™	Rituxan®	Ruxience®	Saphnelo®	Simponi	Aria®
Skyrizi®	Soliris®	Solu-Medrol®	Stelara®	Tepezza™	Tezspire™	Thyrogen®	Truxima®
Tysabri®	Ultomiris®	Uplizna®	Venofor®	Vitamin Therapy			



# Employer Direct Healthcare

Ultomiris®: 1 of 6 yearly infusion therapy sessions for 5 years

# 86% savings

	EDH Provider Cost
Ultomiris® ( <i>Ravulizumab-cwvz</i> )	\$82,814.14
Nursing Services	\$200.00
Miscellaneous	\$175.00
<b>Final Total Cost</b>	<b>\$83,217.14</b>

	EDH Provider Cost	Gross Savings
<b>Per Episode of Care</b>	<b>\$83k</b>	<b>\$510k</b>
<b>Annual of 6 Infusions</b>	<b>\$499k</b>	<b>\$3M+</b>
<b>Total Over 5 Years</b>	<b>\$2.5M</b>	<b>\$15M+</b>

# Real Hospital Provider Claim

Ultomiris®: 1 of 6 yearly infusion therapy sessions for 5 years

Date of Bill:	Admission Date:	Discharge Date:
3/21/2023	02/13/23	02/13/23

Services Provided at:	Patient Name:	Patient Account #
RI Landmark Rehabilitation Hospital		

Insurance Company
Health Plans Inc
Miscellaneous Grants
BCBS Out of Area

### Charges

Service Date	Rev Code	CPT/HCPCS	Px Code	Description	Qty	Amt
02/13/23	0250		25000000	SODIUM CHLORIDE 0.9 % SOLN 50 ML FLEX CONT	1	\$17.82
02/13/23	0335	98413	33500003	HC CHEMOTHER, IV INFUSION, 1 HR	1	\$1,807.00
02/13/23	0636	J1303	25000001	RAVULIZUMAB-CWVZ 100 MG/ML SOLN 11 ML VIAL	330	\$845,328.00
<b>Total Charges</b>						<b>\$847,152.82</b>

<b>Current Hospital Account Balance:</b>	<b>\$847,152.82</b>
<b>EXCLUDED AMOUNT</b>	<b>0.00</b>
<b>NEGOTIATED RATE</b>	<b>593,006.97</b>

<b>\$593k</b> Per Episode of Care
<b>\$3.6M+</b> Annual Cost of 6 Infusions
<b>\$17.8M+</b> Total Cost Over 5 Years

**Infusion Therapy**

**Facility Pricing**

 **Employer Direct Healthcare**

				Monthly Cost	Annual Cost	Monthly Cost	Annual Cost	Annual Gross Savings
J1568	<b>Octagam</b>	\$64.94	Frequency: 1x Monthly	\$25,976.00		\$6,494.00		
99601	Nursing First 2 Hours	\$85.00		\$1,700.00		\$85.00		<b>77%</b>
99602	Nursing Each Add. Hour	\$42.00		\$1,260.00	<b>\$358,512.00</b>	\$126.00	<b>\$81,024.00</b>	
S9338	Per Diem - Immuno	\$47.00		\$940.00		\$47.00		\$277,488.00
				<b>\$29,876.00</b>		<b>\$6,752.00</b>		
J1745	<b>Remicade</b>	\$49.56	Frequency: Bi-Monthly	\$13,876.80		\$3,469.20		
99601	Nursing First 2 Hours	\$85.00		\$1,700.00		\$85.00		<b>78%</b>
99602	Nursing Each Add. Hour	\$42.00		\$420.00	<b>\$103,180.80</b>	\$42.00	<b>\$21,937.20</b>	
S9359	Per Diem - Anti-tumor	\$60.00		\$1,200.00		\$60.00		\$81,243.60
				<b>\$17,196.80</b>		<b>\$3,656.20</b>		
J2507	<b>Krystexxa</b>	\$3,358.54	Frequency: 1x Every 2 Weeks	\$80,604.96		\$26,868.32		
99601	Nursing First 2 Hours	\$85.00		\$1,700.00		\$85.00		<b>68%</b>
99602	Nursing Each Add. Hour	\$42.00		\$1,260.00	<b>\$2,198,688.96</b>	\$126.00	<b>\$705,362.32</b>	
S9379	Per Diem - NOC	\$50.00		\$1,000.00		\$50.00		\$1,493,326.64
				<b>\$84,564.96</b>		<b>\$27,129.32</b>		
J3626	<b>Actemra</b>	\$8.73	Frequency: 1x Monthly	\$13,968.00		\$2,793.60		
99601	Nursing First 2 Hours	\$85.00		\$1,700.00		\$85.00		<b>82%</b>
99602	Nursing Each Add. Hour	\$42.00		\$0.00	<b>\$199,296.00</b>	\$0.00	<b>\$35,107.20</b>	
S9338	Per Diem Infusion	\$47.00		\$940.00		\$47.00		\$164,188.80
				<b>\$16,608.00</b>		<b>\$2,925.60</b>		
J9312	<b>Rituxan</b>	\$116.40	Frequency: 1x Every 6 Months	\$34,920.00		\$11,640.00		
99601	Nursing First 2 Hours	\$85.00		\$1,700.00		\$85.00		<b>69%</b>
99602	Nursing Each Add. Hour	\$42.00		\$1,260.00	<b>\$77,640.00</b>	\$126.00	<b>\$23,796.00</b>	
S9338	Per Diem Infusion	\$47.00		\$940.00		\$47.00		\$53,844.00
				<b>\$38,820.00</b>		<b>\$11,898.00</b>		

## Employer Direct Healthcare

# We earn only when you save money

Transparent savings in action for immunotherapy Keytruda

- Hospital Allowed Amount **\$33,371**
- Total Cost With Shared Savings **\$20,864**
- Pass-Through Claim **\$14,130**

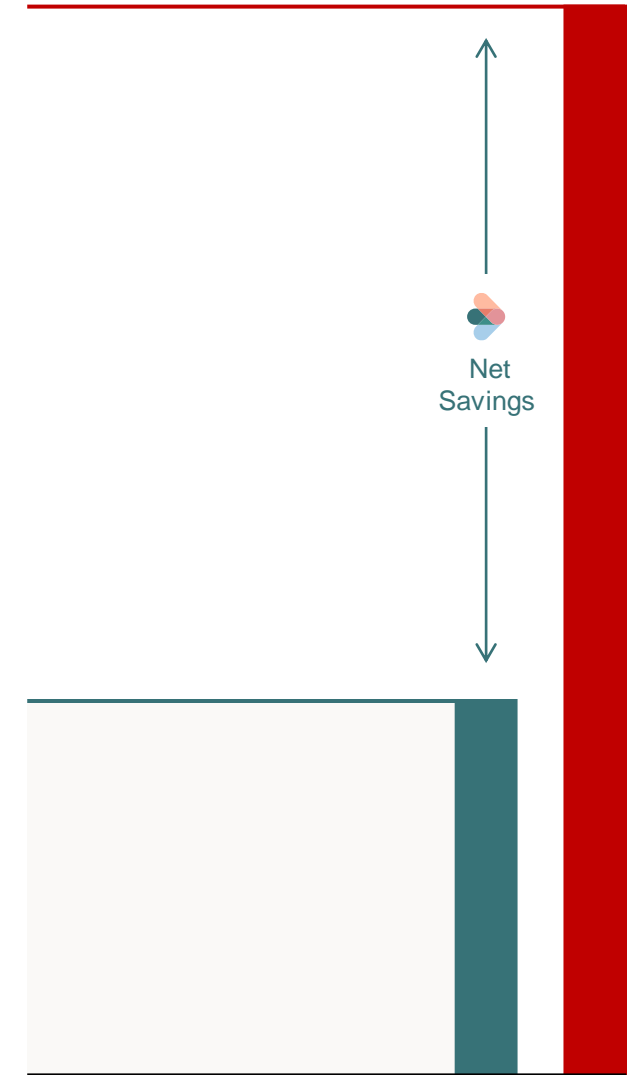
## 37% net savings

for \$162,591 annual net savings

**Hospital Allowed Amount**  
**3x Median Markup of Cost**

**Employer Direct Healthcare**  
**35% of savings shared with EDH**  
Shared savings capped at \$50k per episode

**Pass-Through Claim**



 **Employer Direct Healthcare**

**Infusion Therapy**  
**Your Projected Savings**



# \$1.66M net savings over three years

You'll capture hard dollar savings by addressing highly concentrated spend within your population

**\$2.33**

**Average net PEPM savings**  
with a 2.86x ROI

**42%**

**gross savings percentage**  
on impactable infusion spend

# Employer Direct Healthcare

## Infusion three-year *net savings* estimates

Conservative

**\$1.26M**

\$1.76 PEPM

Expected

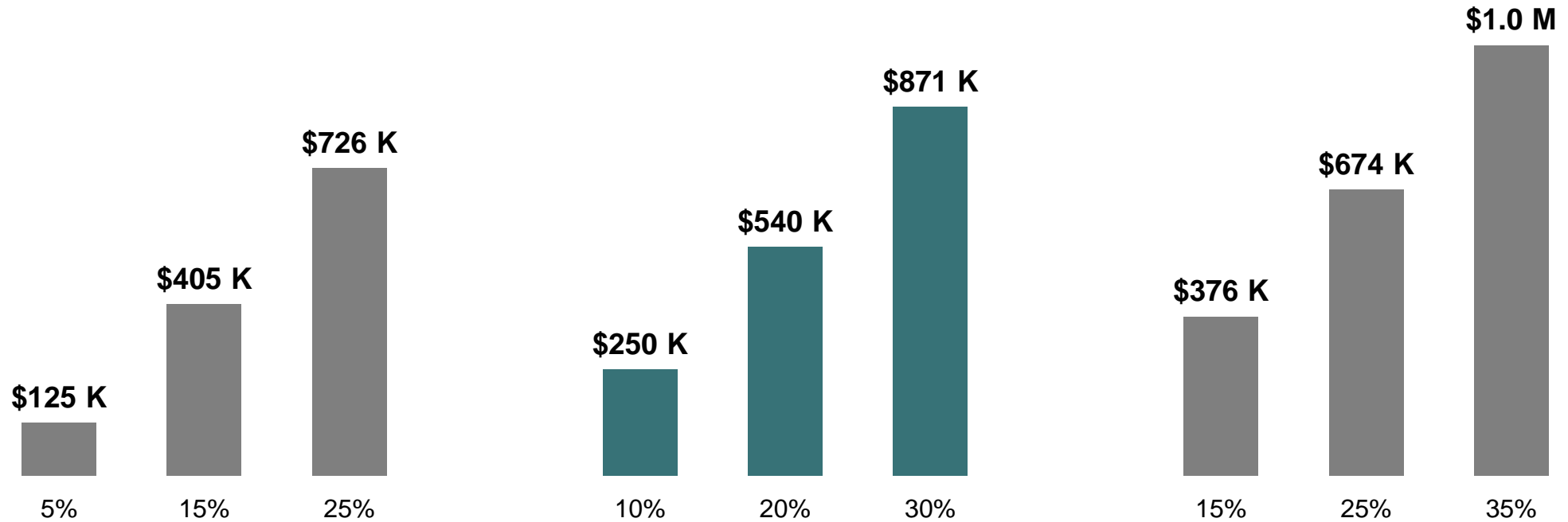
**\$1.66M**

\$2.33 PEPM

Optimistic

**\$2.07M**

\$2.90 PEPM



Engagement Rates & Forecasted PEPM Savings For Years 1-3





# Employer Direct Healthcare

## 2.86x ROI with hard dollar savings

	Year 1 <i>10% utilization</i>	Year 2 <i>20% utilization</i>	Year 3 <i>30% utilization</i>	Total <i>over three years</i>
<b>Current Total Infusion Spend</b> <i>Total potential infusion savings</i>	<b>\$9,416,000</b> \$3,852,000	<b>\$9,887,000</b> \$4,150,000	<b>\$10,381,000</b> \$4,467,000	<b>\$29,684,000</b> \$12,469,000
<b>Infusion Therapy Gross Savings</b>	<b>\$385,000</b>	<b>\$830,000</b>	<b>\$1,340,000</b>	<b>\$2,555,000</b>
Employer Direct Healthcare Fees	<b>-\$135,000</b>	<b>-\$291,000</b>	<b>-\$469,000</b>	<b>-\$894,000</b>
<b>Infusion Therapy Net Savings</b>	<b>\$250,000</b>	<b>\$540,000</b>	<b>\$871,000</b>	<b>\$1,661,000</b>
<i>Cancer specific net savings</i>	\$63,000	\$135,000	\$218,000	\$415,000
<i>Non-cancer specific net savings</i>	\$188,000	\$405,000	\$653,000	\$1,246,000
<b>Total Members Impacted</b>	<b>18</b>	<b>36</b>	<b>54</b>	<b>108</b>
<i>Cancer specific members impacted</i>	4	9	13	27
<i>Non-cancer specific members impacted</i>	13	27	40	81
<b>Net PEPM Savings</b>	<b>\$1.05</b>	<b>\$2.27</b>	<b>\$3.67</b>	<b>\$2.33</b>
<b>Savings Percentage on Impactable Spend</b> <i>New total infusion spend</i>	<b>41%</b> \$9,166,000	<b>42%</b> \$9,347,000	<b>43%</b> \$9,510,000	<b>42%</b> \$28,023,000

# 1 simple contract amendment to turn on

**With our partnership, we are giving you the opportunity to opt-in** or opt-out of this seamless extension of coverage. For our go-forward clients, infusions are automatically included, helping 1 in 200 members live better with additional savings.

## Step 1

**Sign addendum to your existing contract** to easily add infusion coverage

## Step 2

**Share high-cost claimants** & we do the work to take in weekly file feeds

## Step 3

**We'll engage these concentrated members** in a data-driven & thoughtful manner

 **Employer Direct Healthcare**

## Leading outcomes for infusion therapy

### Loading Dose

The first dose is in a traditional infusion setting

### Maintenance Dose

By delivering maintenance doses in-home, there is significant improvement in clinical outcomes, convenience, and adherence

**100%**

**supportive transition**  
to EDH infusion therapy

**80%+**

**end-to-end**  
adherence rate

**Decrease**

**in side effects with optimal**  
titration & timing

**Lower**

**ER admission**  
rates and stays

“

Nothing has come close to the level of care and attention I've received from your team. **It's like having a guardian angel looking over me... thank you for making a meaningful difference in my life.**

 Employer Direct Healthcare



