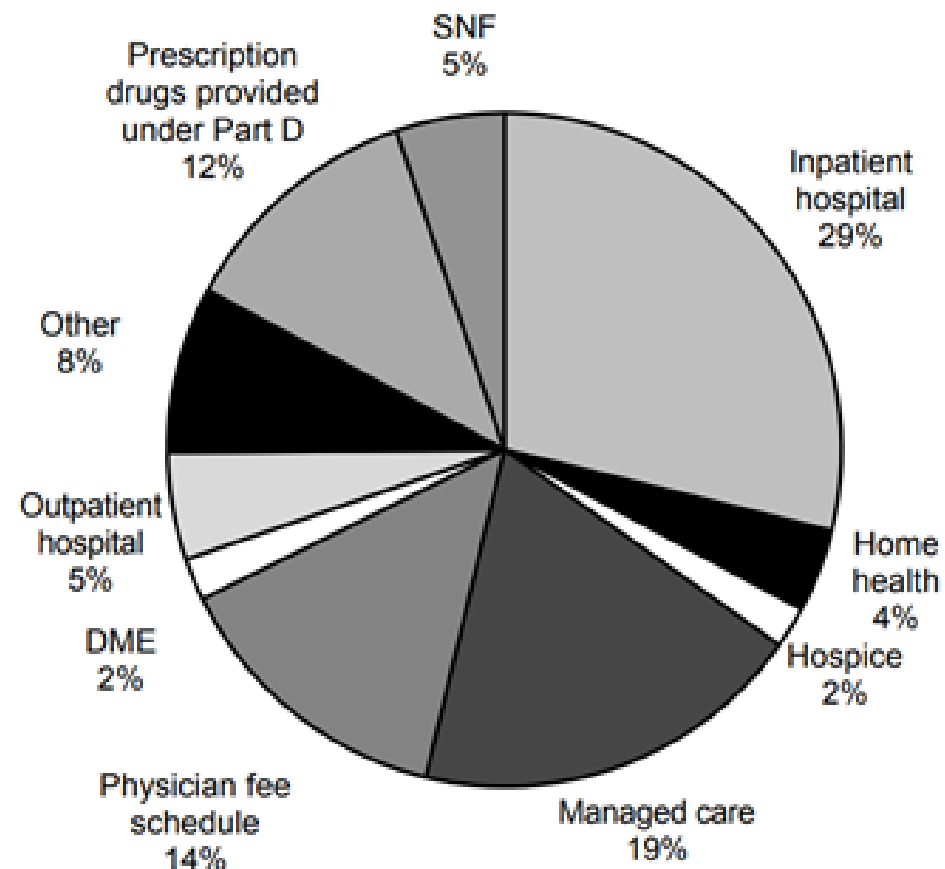


Where does Medicare money go?

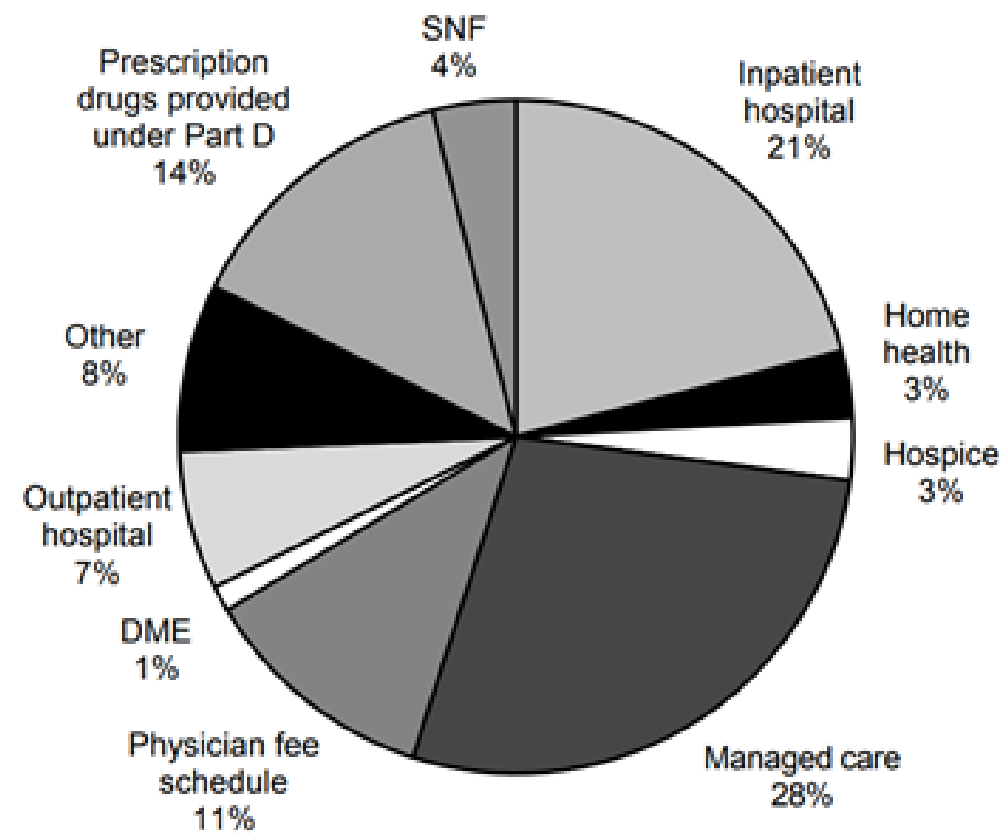
Total spending 2007 = \$431 billion



2007

Total expenditure: \$431 Billion

Total spending 2016 = \$663 billion



2016

Total expenditure: \$663 Billion

How much goes to Primary Care?

According to recent studies by the Kaiser Family Foundation, Milbank Memorial Fund, and the RAND Corporation, Primary Care Physician reimbursement stands at significantly less than 5% of total Medicare expenditures.

"Risk" programs like value-based reimbursement and the Primary Care Initiative seek to expand responsibilities of primary care, particularly in dealing with chronically ill patients.

All sources agree: Primary Care is the pivot point for controlling patient utilization. PCPs must be paid more to appropriately compensate them for their importance, and value, to the system.

2020: PROJECTED EXPENDITURE: \$1 TRILLION

BOTTOM LINE

THE FINANCIAL BENEFIT TO YOUR PRACTICE

| <u>Per patient</u> | | | |
|-----------------------|--------------------------------|---------------------|---------------------|
| 1st qtr total* | \$75.93 | | |
| Qtr 2-4 total | \$498.51 | | |
| | | Year 1 | Year 2 |
| | First year, per patient | \$595.44 | \$685.68 |
| | 500 patients | \$308,220.00 | \$353,340.00 |
| | 600 patients | \$369,864.00 | \$424,008.00 |
| | 750 patients | \$389,632.50 | \$530,010.00 |
| | 1000 patients | \$616,440.00 | \$706,680.00 |

** practice owns the device after the first quarter. 50% or more can be reissued after return.*

Greater responsibility ... YOU are the captain of your Medicare patients' health team. There is work to do, but we'll do the heavy lifting.

Our no-risk turnkey system limits demands on your time. Reports are designed for fast monthly review. One staff person will spend 3 minutes/patient, one time, to coordinate.

We help you build a continuous stream of revenue that rewards the new value you provide Medicare. And we'll help you utilize RPM data for enhanced MIPS, MACRA, etc. bonuses.

An average sized practice can add at least \$300,000 to the bottom line. While potentially saving Medicare 10 times that.