



Pranam Ben

Founder & CEO, The Garage
thegarage.health

A high-tech population health management platform company with a core mission to change healthcare for good...one community at a time!





Labcorp (NYSE: LH) is a global leader of innovative and comprehensive laboratory services that helps doctors, hospitals, pharmaceutical companies, researchers and patients make clear and confident decisions. We provide insights and advance science to improve health and improve lives through our unparalleled diagnostics and drug development laboratory capabilities.



Linda Fraunhofer

Labcorp, Population Health Initiatives
labcorp.com





Current dynamics in the ecosystem

\$4.1T in total spend

- 19.7% of GDP
- 75% associated with chronic care
- 1.9T paid by tax dollars
- 30% is wasted
- 40% of insured did not access care due to cost

122K shortage of physicians by 2032

- 68% scored personnel shortages as a significant problem
- 42% physician staff burnt out

\$451B in economic burden

Structural inequities have led to health inequities

Less than 20% of health outcomes influenced by clinical care

- 30% Individual behaviors
- 30% genetics
- 20% social circumstances

34% growth rate for 65 and over

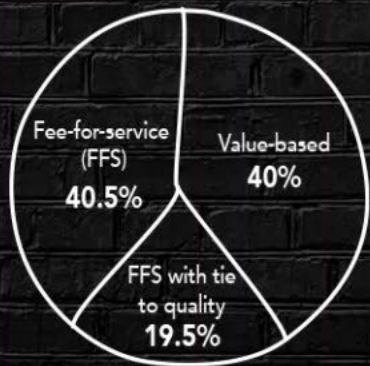
Reimbursements declined by 9%
 Aging in place - \$250B of Medicare revenue will shift into the home by 2025

VBC Impact on CMS in the last decade

- Over 17B in gross savings
- Over 13M patients covered
- Total spend 9% less than projected



Healthcare reimbursement models



Value-based sub-categories:

- Upside-only models (20.4%)
- Shared risk models (12.2%)
- Comprehensive population payment (4.5%)
- Condition-Specific population payment (2.1%)
- Integrated payer (0.8%)

Environmental Impacts

- 3.8M tons of carbon - driving 815,000 cars or powering 478,000 homes
- Air pollution and climate change exceed 800B in healthcare costs

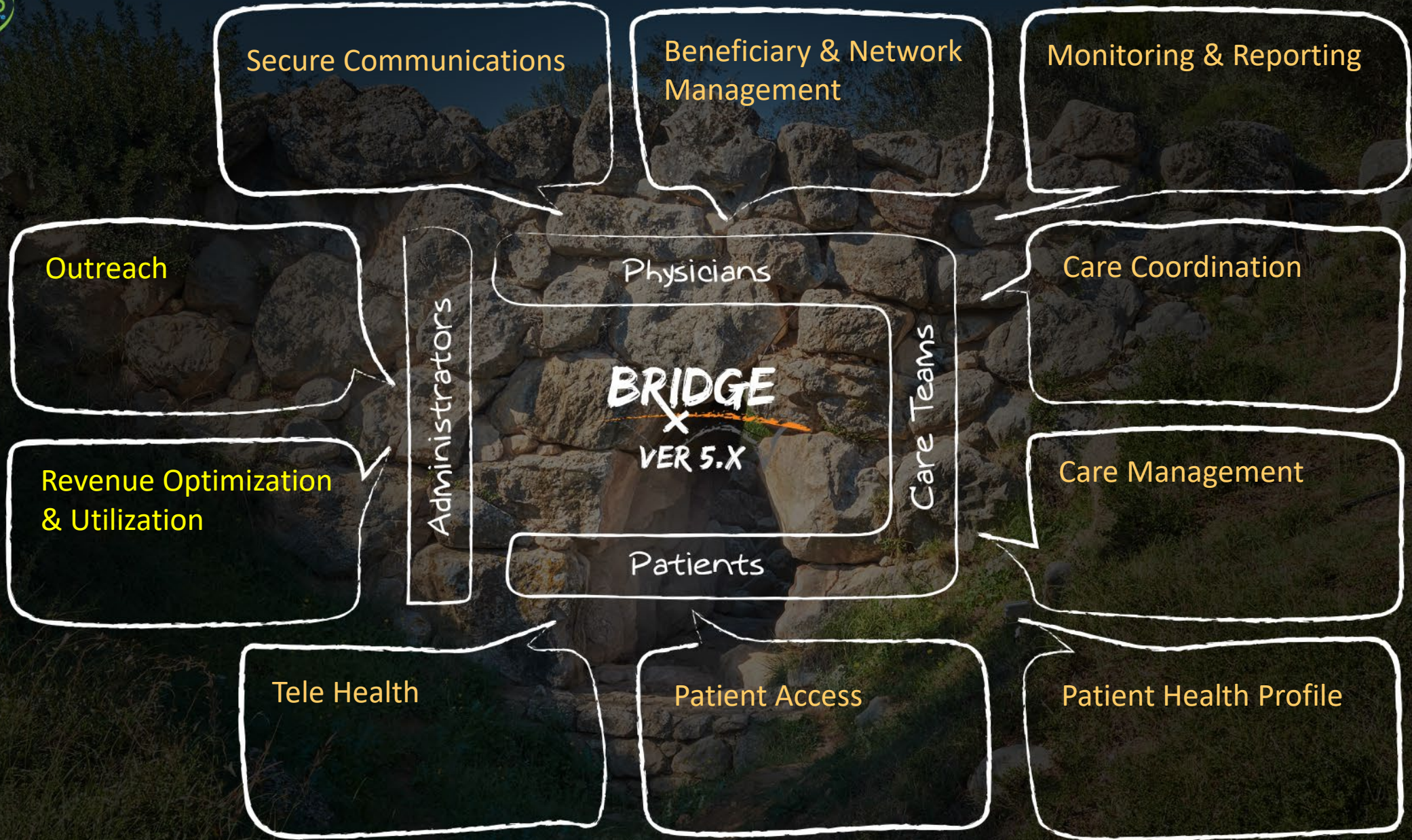


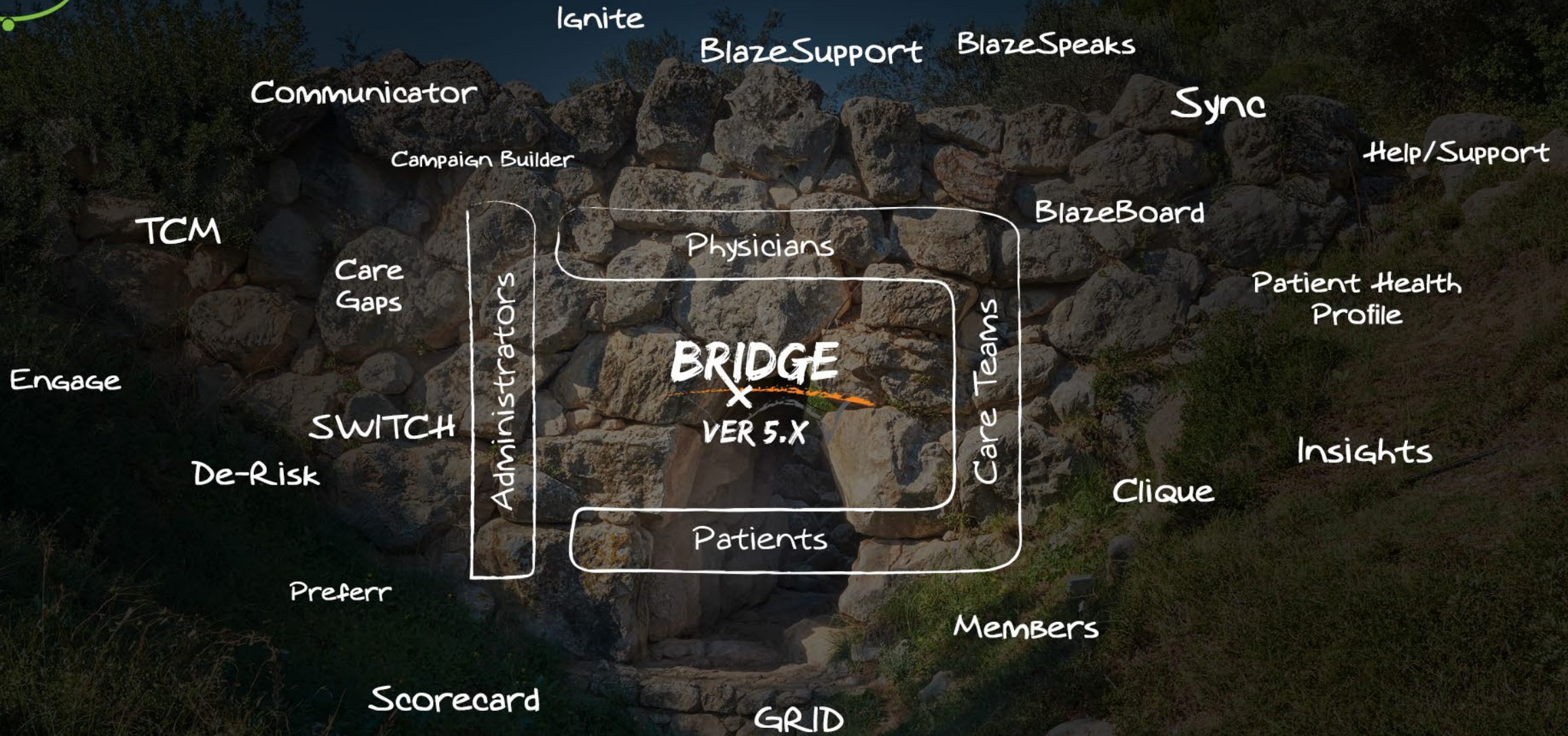
The Blue Ocean shift to *Quintuple aim*

Lower costs of care, **better care** for the patient, **improved health** of communities, **sustainable service model** for care teams, and **equitable access** to care for all.











Real time audio, video and text chat

HIPAA compliant and certified

TeleHealth

Access records

Recent Admissions (ADT)

Priority Patients

Patients to Contact

Care Gaps

Patient Search

Alerts & notifications

Surveys

Ignite

Reports

Performance

BlazeSupport

BlazeSpeaks

Sync

Remote patient monitoring

At-home interventions

Audit Log

Frequently Asked Questions

User Manager

Help/Support

What's New

Feedback Messaging

How to User Guides/Videos

Patient Timeline

Action Icons

Risk Score Conditions

Annual Cost ER Utilization

Inpatient Utilization

Medication

Care Team

AWV

Claims Ad Hoc reporting

Benchmark PMPM Reports

Top Expenditure - Physicians

Estimated Savings/Loss

Lab Utilization

Current vs Prior

Patient Census

Disease Registry

Frequently Accessed Reports

HCHN Patients by Provider

BRIDGE VER 5.X



Folder Personalization

Communicator

Message Attachments

Message Routing

Publish Options

Compose Direct Message

Compose Message

Message Auto-Notifications

Campaign Builder

Reports

Campaign Builder

BlazeSupport

Real-time Help Search

Daily Briefing

PHP

BlazeBoard

Patients to Contacts

Quality Gaps

Success Plans

Recent Admissions (ADT)

Priority Patients

Revenue Opportunities

Performance Snapshot

Patient Health Profile

Diagnostic Codes

External Patient Reports

Care Gaps

Tests/Procedures Care Plans Medical History

HHA/Hospice/SN

Practice/Provider /Region Views

Insights

Clique

Provider Network Management

Provider Utilization Metrics

Time Frame filters

Claims Details

Current vs Prior

Patient percentage by Cost

Patient percentage by ER Visits

Members Overview

Insights

Clinical Distribution

Audio/Video Calling

Initiate Referral

Send a SMS Text

CBO Referral

Historical Form Review

Physicians

BRIDGE VER 5.X

Care Teams

Patients

Administrators

TCM

Recently Admitted

Patient Search

Utilization Overview

Care Plan Progress Note

Invitee List Creation

Program Selection

Performance Year on Year Tools

Practice Quality Ranking

Average Quality Score

QPP Interface Submission Compliant

Access medical records

Earn rewards

Telehealth - Engage

Secure communications

Alerts & reminders

Documentation Opportunity

Personalized health library

HCCs per Patient

SWITCH

YTD HCC Re-Validation

De-Risk

Patient HCC Summary

Top 5 Specialist impact

Patient Selection

Insurance Information validation

Specialty Selection

Service Selection

Duplicate Order Notification

Referral Insights

Referral Actions

Appointment Preferences

Preferr

Practice Ranking

Utilization Composite Score

Revenue AWV Additional Revenue

Performance Vitals

Utilization Metrics

Part A Costs

Patient Population Metrics

Care Gaps

Measures Totals

Measure Attestation Tool

Organization/Network

Organization/Network

Organization/Network

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Health Services

Medications

Centralized Care Management

Dynamic Population Provisioning

Adaptive Rules Configuration

Smart Forms Management Tool

Substance Use Information

Triage Assessment

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Progress Notes

Physical Health Information

Annual Wellness Visit

Family Social History

Initial Assessment

Social Health Profile

Health Risk Assessment

Appointment Scheduler

Care Plan Creator

Appointment Scheduler

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Gender Distribution

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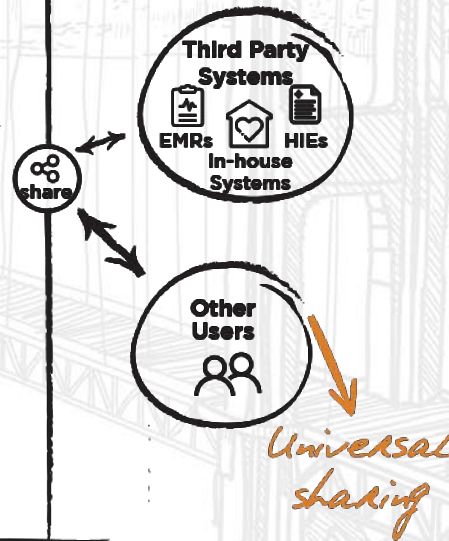
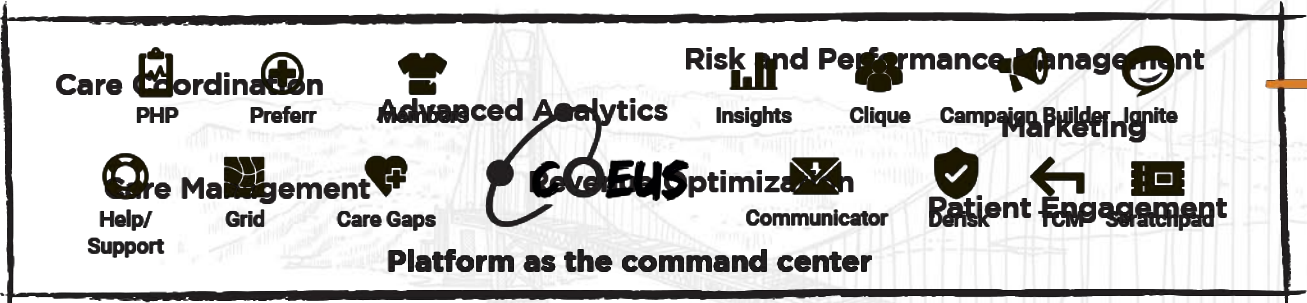
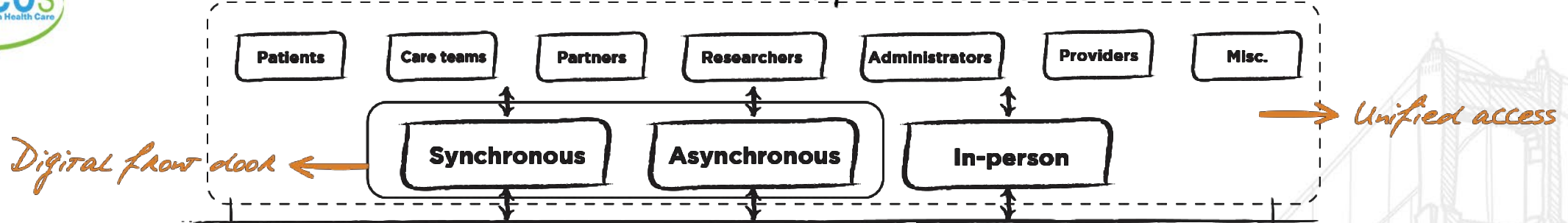


The Impact





Our DF-DF Architecture




Cloud based,
mobile enabled
PAAS
BRIDGE

Data first in everything



Unlock the value of laboratory data



Primary use cases



Chronic Disease Surveillance

Develop partnerships and programs at national, regional, state and local levels



Care Access Expansion

Supporting telehealth, clinical research participation and reaching patients where they are for closing gaps in care



Population Benchmarking

Enable insight into the needs and challenges facing specific communities



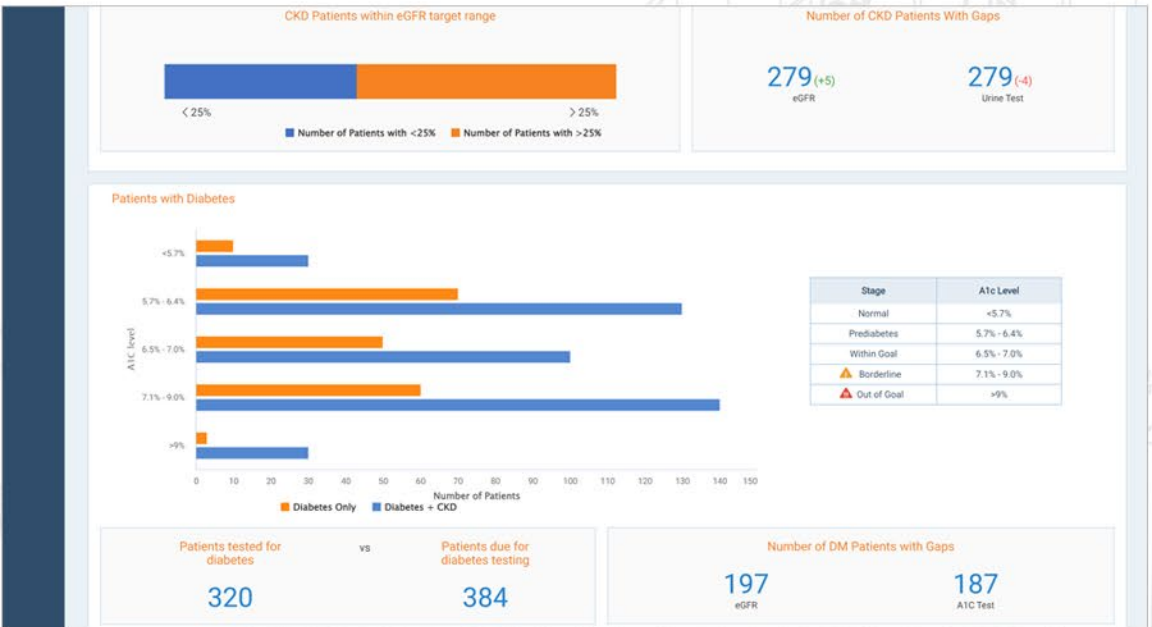
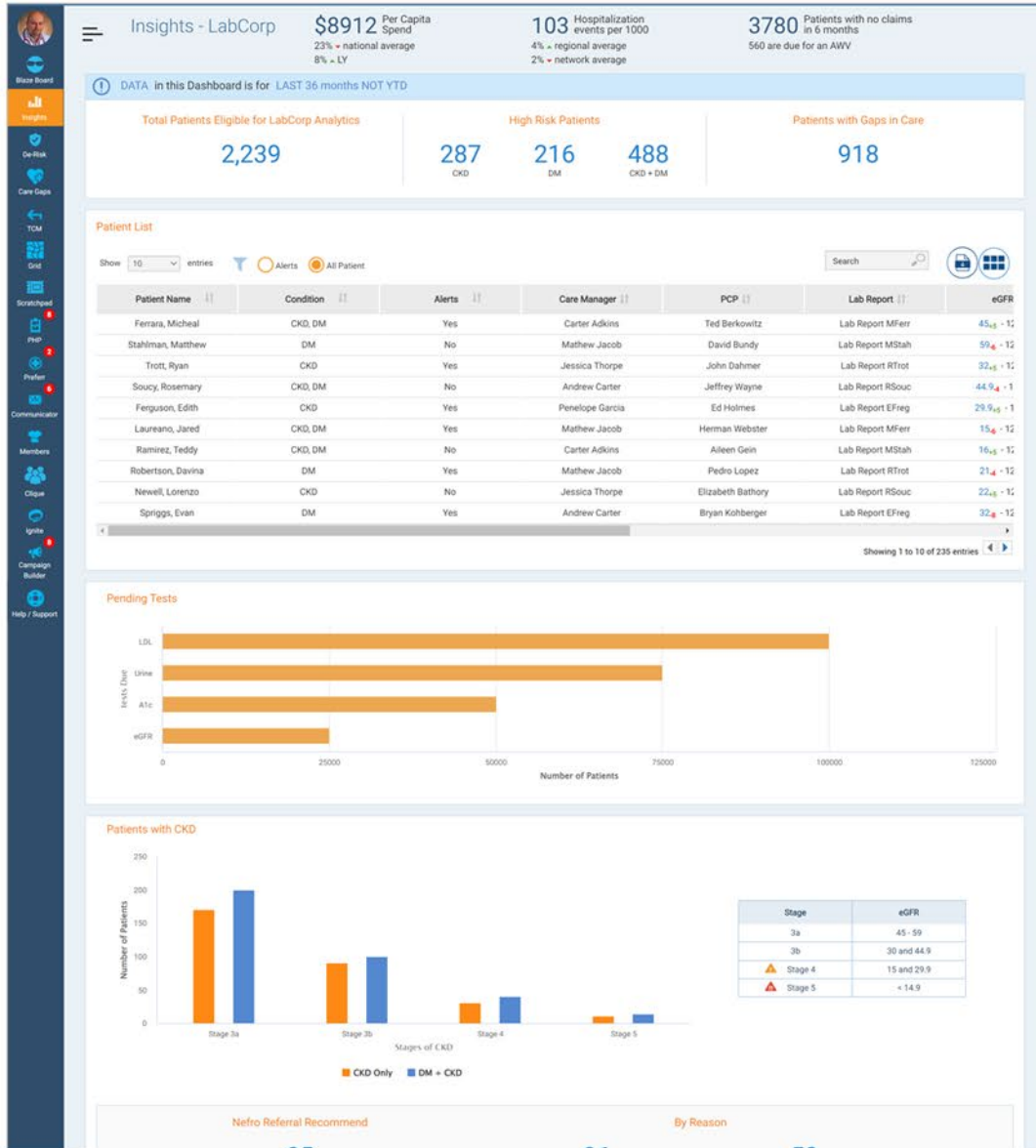
Quality & Coding Optimization

Provide health systems with lab analytics resources to improve quality of care and optimize HCC coding





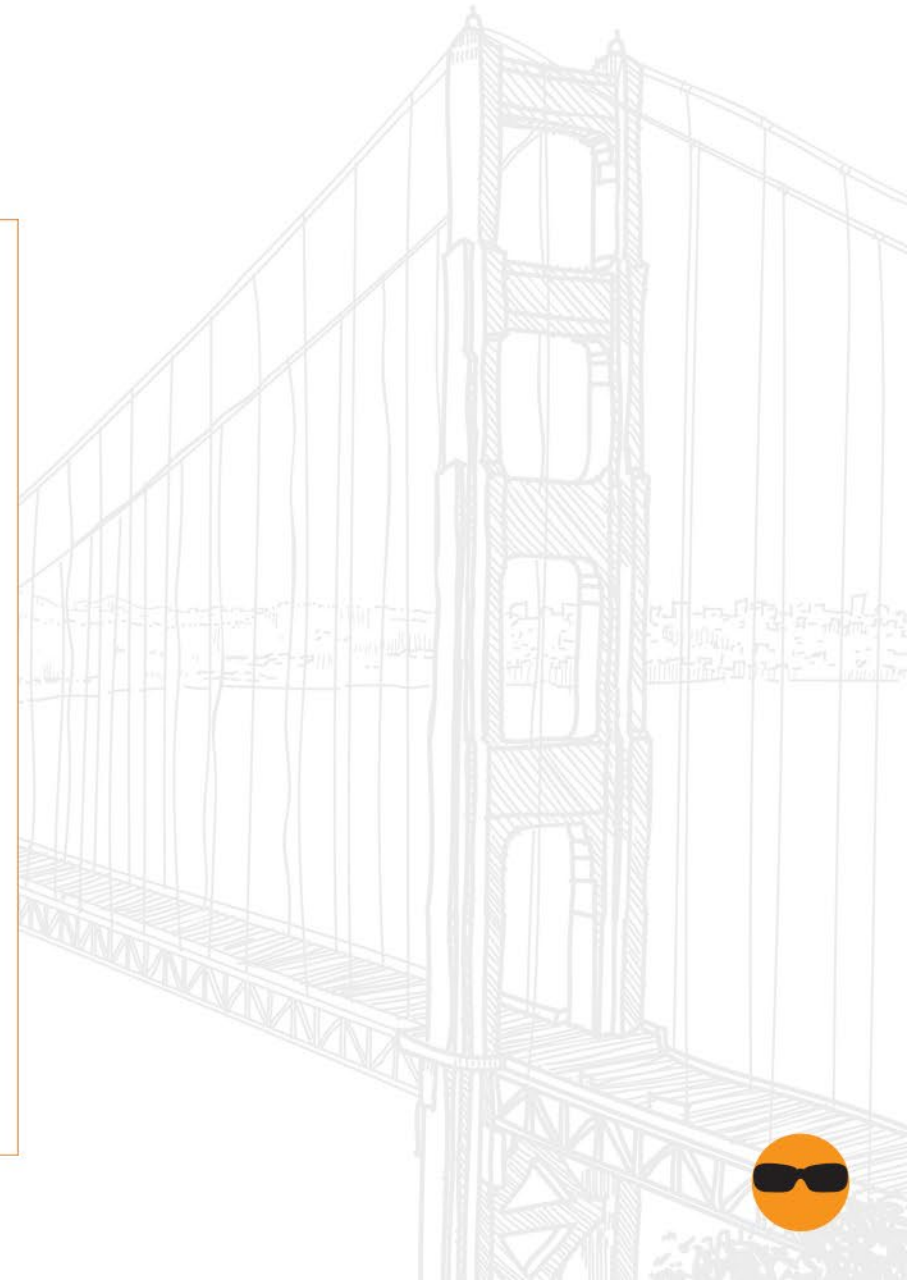
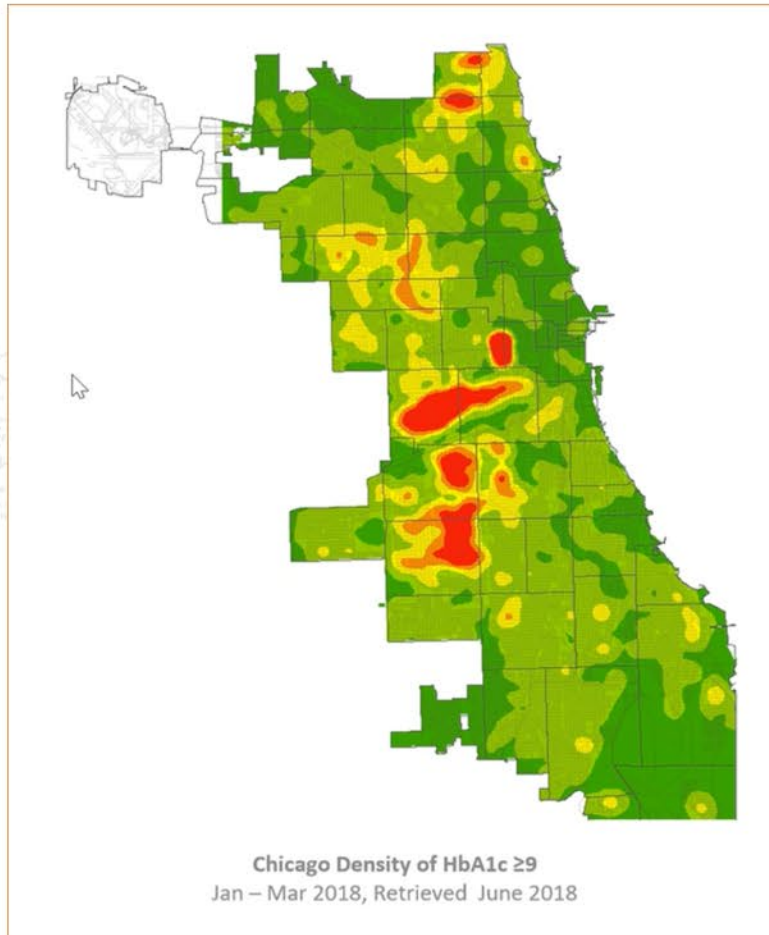
Advanced Labcorp Analytics

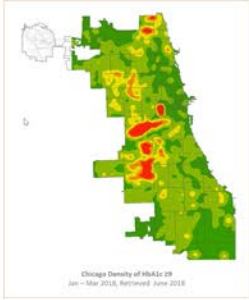


Process real time lab data to help providers identify priority patients. Also enables an actionable list of priority patients with lab results to help care team close gaps, create care plans, add notes and set up telehealth appointments. It lists patients that have pending tests and enables deeper insights with specific focus on Diabetes and CKD

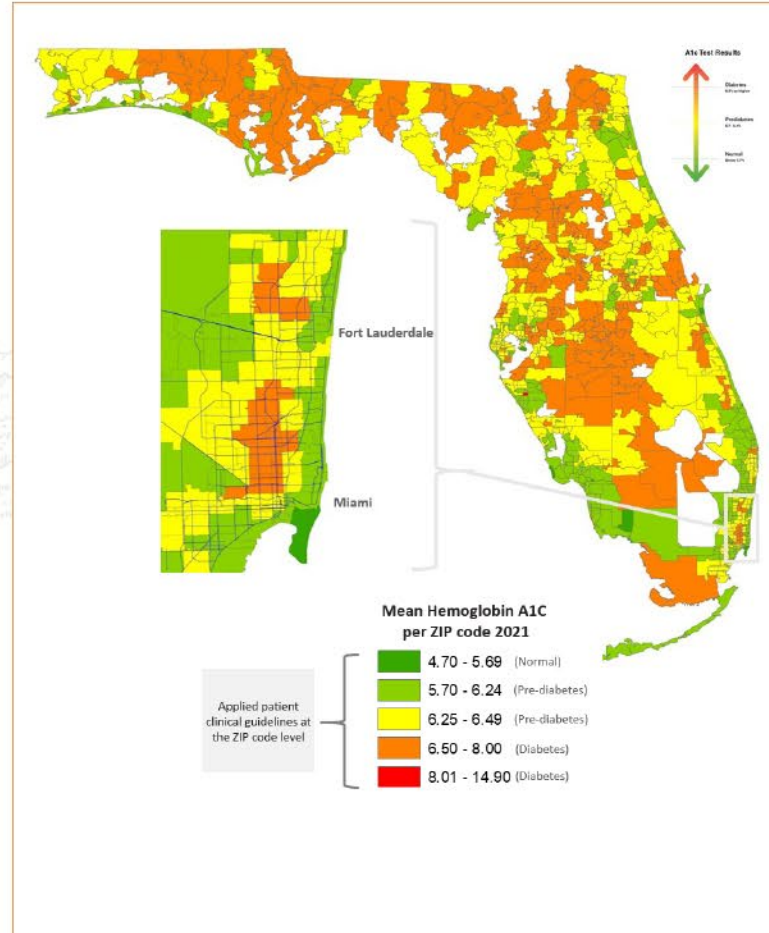


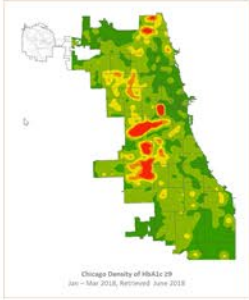
Spatial analysis of laboratory results



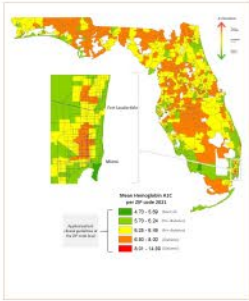


Hemoglobin A1C ZIP Level mean

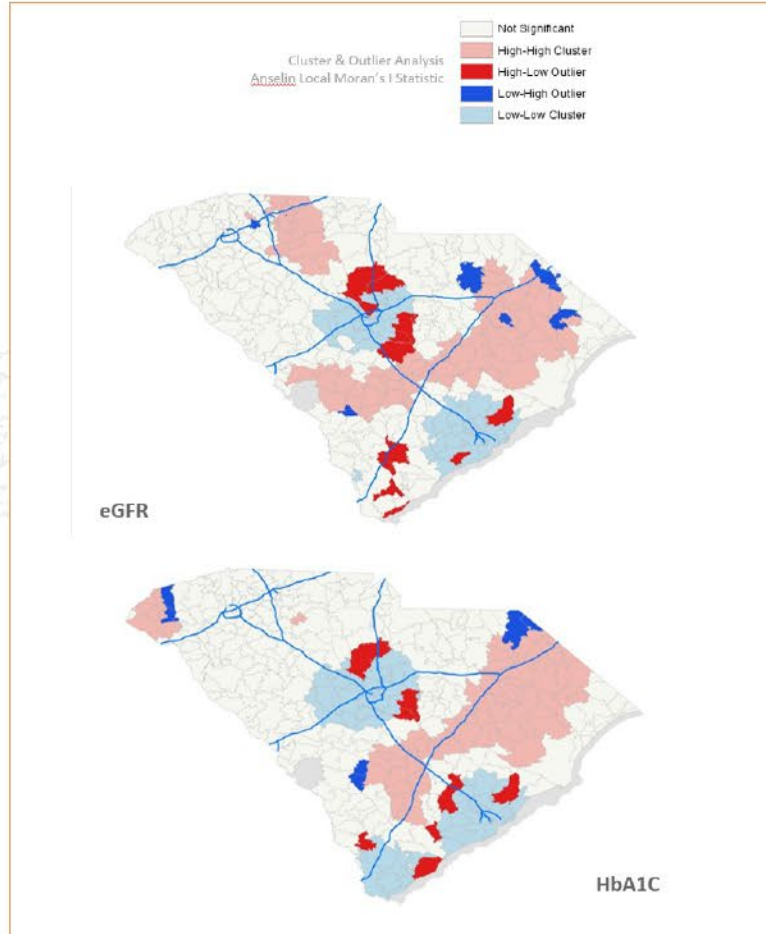




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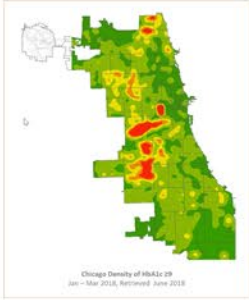


Cluster/outlier analysis comparison: Hemoglobin A1c and eGFR

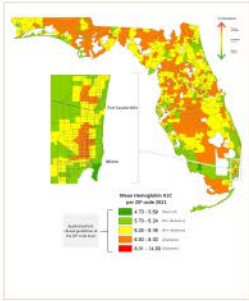




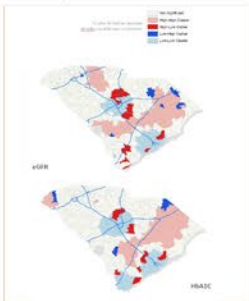
Spatial analysis of laboratory results



Hemoglobin A1c ZIP level mean



Census/our own analysis comparison: Hemoglobin A1c and eGFR



Only 17% of patients with 3-5 stage eGFR were coded for CKD

Summary

CKD Coding Rate: 17%

CKD Stage 3a	CKD Stage 3b	CKD Stage 4	CKD Stage 5
62.9%	21.8%	8.0%	7.3%

ICD-10 Coding Distribution

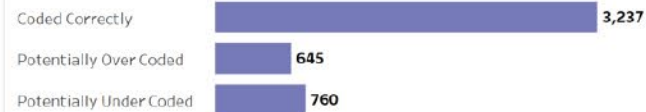


Report Date Range 6/1/2022 - 3/14/2024

Accuracy Rate: 70%

CKD Stage 3a	CKD Stage 3b	CKD Stage 4	CKD Stage 5
53.6%	30.4%	12.3%	3.8%

ICD-10 Code vs. eGFR Stage





Public health partnerships in progress



Kentucky Public Health
Prevent. Promote. Protect.



MARYLAND
Department of Health



NATIONAL KIDNEY
FOUNDATION.



Q&A



Our
exclusive offer
@NAACOS