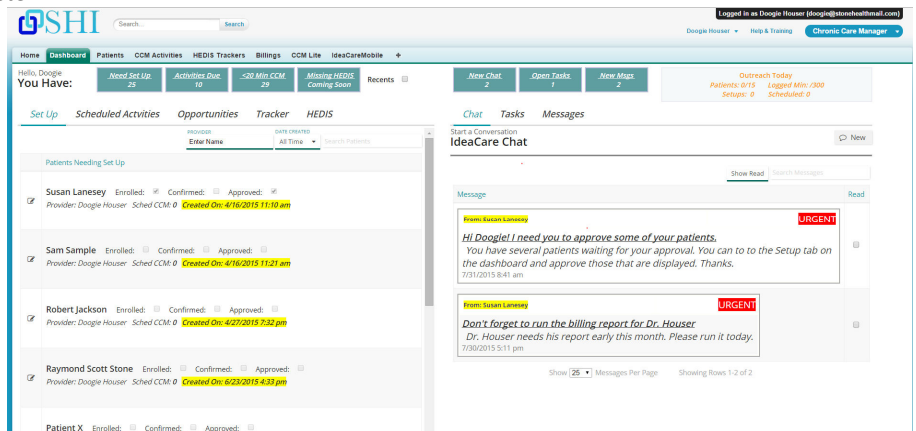




Who is Stone Health?

- Stone Health Innovations (SHI) is a specialty care management solutions company based in Connecticut.
- Our company was created by clinicians for clinicians.
- We help physicians optimize their office revenues through the use of our Chronic Care Management program delivering a complete, easy-to-implement, care coordination solution that requires no IT integration, no software purchase, and no additional staff hiring.
- SHI offers flexible program models that work in collaboration with providers, their office management and staff.
- SHI charges No Upfront Fees for its secure, web-enabled, evidence-based, clinical program enveloped in a HIPAA compliant, streamlined, reportable and auditable IT system.
- The SHI information technology system does what EMRs cannot. It produces detailed monthly patient care plans, tracks all chronic care activities, records activity duration, and generates billings for qualified patients. Additionally, it tracks HEDIS quality data to fulfill annual reporting requirements.
- Our programs at SHI can provide you with improved coordination in care for your patients, increased preventive health visit participation, improved gaps-in-care fulfillment, and new revenues into your practice with little additional workload.



Program Overview

Chronic Care Management Programs

SHI offers a couple of options designed to meet your specific needs.

Complete CCM Model

- This model is designed to support providers and ACO organizations who want a complete, plug-and-pay solution for CCM.
- SHI is an extension of your practice. We bring everything you need to have your CCM program up and running quickly.
- The program includes SHI care navigators, the SHI clinical program, the HIPAA compliant SHI (IT) platform with care plans, billing reports, IT and clinical customer support; everything you need to implement and run a successful CCM program.
- SHI charges you No Upfront Costs for the "Complete CCM" program.

CCM Build Model

- The "Build" model allows you to quickly build your own CCM program right into your practice using your own staff and the SHI platform.
- Build allows you to get your own CCM program up and running quickly and efficiently without all the program planning, software development costs, staffing challenges and time that would be needed if you developed a CCM program on your own from scratch.
- SHI charges a low monthly flat fee and invoices you a low PMPM charge for ONLY those patients who have received a qualifying 20 minute CCM engagement for that particular month.



HEIDIS Documentation Program

Gathering patient-specific information to meet the needs of multiple payers is time consuming. The SHI program simplifies this process for your staff and ensures bonus payment potential.

- SHI HEIDIS Management Program is designed to support providers and ACO organizations with gaps-in-care and MSSP ACO data gathering needs.
- The SHI staff maps all data and develops reports and complete documentation files for accurate and concise reporting to payers.
- SHI stores the information in discrete, searchable fields inside of our cloud based, HIPAA Compliant IdeaCare IT system.
- Combined with the SHI CCM Program, the SHI HEIDIS Management Program further optimizes gaps-in-care data collection throughout the year. We will proactively screen patients and identified those who need preventive health screens in real-time as part of our CCM program. No longer will you have the frustration and time burden of the “chart chase rush” at the end of the year.
- SHI HEIDIS Management Program improves patient outcomes and healthfulness, increases preventive health screening visit revenue and increases organizational securement of payer quality bonus payments.

Wellness Visit Documentation Program

Pro-actively identifying high risk patients is a must in today’s care management environment. SHI integrates key data points supporting both CMS and ACO requirements. Wellness assessments can be performed either at the practice by office clinicians or at their patients’ homes using specially trained, third-party clinicians. SHI can support the collection, management and submission of Wellness visit data and even help you coordinate in-house or outsourced solutions.

Value Proposition

The following summarizes the potential additional revenue for medical practices and affiliated ACO organizations.

Projected Annual Net Revenue to Practice and ACO Organization

# of Patients Enrolled in CCM Program	200	1,000	2,000	10,000	50,000
Estimated Patient Engagement Rate: 66%	132	660	1,320	6,600	33,000
Potential Monthly Revenue	\$6,072	\$30,360	\$60,720	\$303,600	\$1,518,000
Less Program Overhead Costs	\$3,894	\$19,470	\$38,940	\$194,700	\$973,500
Total Net Monthly CCM Revenue	\$2,178	\$10,890.0	\$21,780.0	\$108,900	\$544,500
Total Net Annual CCM revenue to Practice	\$26,136	\$130,680	\$261,360	\$1,306,800	\$6,534,000
Add: Est. Additional for preventive visit increase * \$250/pt enrolled	\$50,000	\$250,000	\$500,000	\$2,500,000	\$12,500,000
Add: Est. Additional for HEDIS bonus payments from managed payers	\$3,000	\$15,000	\$15,000	\$150,000	\$600,000
Total Estimated Annual Net Revenue to Practice	\$79,136	\$458,060	\$776,360	\$4,580,600	\$22,753,000
Add: Est. Additional Annual Net Rev to ACOs under risk-based (Shared Savings) managed Medicare contracts @ 3 contracts/ACO				\$500,000	\$2,000,000
Total Projected Additional Net Revenue to Organization (Providers and ACO)				\$5,080,600	\$24,753,000

We look forward to working with you. To find out more go to StoneHealthIdeaCare.com or call 866-558-4315

