

HEALTHY EMPLOYEE PLAN

About Belleview Medical Partners, P.C.

- Family Medicine (Primary Care Medicine)
- Founded in 2014
 - Corporate Structure (Belleview Management Group, LLC)
- Inspiration/Vision
 - To provide the highest level of primary care services by bringing back the direct Doctor–Patient Relationship

Bellevue Medical's Services Provided

- Board-Certified Family Medicine
- Office Visits, Telemedicine, Travel Medicine
- Medical Consultation Services
- Direct Primary Care (DPC)/Concierge Medicine

Direct Primary Care/Concierge Medicine

- Insurance is **NOT** billed
- Care provided in exchange for a **flat, recurring retainer fee**
 - Billed directly to patient/employer

Direct Primary Care/Concierge Medicine

Benefits:

- FIXED expenses for primary care services
- NO co-pays
- Office visits/telemedicine
- Full Range of Comprehensive Services included
 - Regular check-ups
 - Preventative visits
 - Acute/Sick visits

Benefits for Companies (EMPLOYEE's perspective)

- Sick visits in a timely fashion
- Telemedicine when appropriate
- Direct communication with physician/office
- Quarterback/care coordination
- Return health care to DIRECT Doctor–Patient relationship

Benefits for Companies (EMPLOYER's perspective)

- Healthy Employee is a Productive Employee
 - Applies to family members as well
- Telemedicine when appropriate
 - Care initiated sooner
- Differentiator for small–medium sized business
 - Allows business to offer a cost–effective health care benefit

Three Components of Health Care

- 1) **PRIMARY Care**
- 2) **ANCILLARY Care** (lab-work, x-rays, meds)
- 3) **SPECIALIST/HOSPITAL Care**

Bellevue's HEALTHY EMPLOYEE PLAN

(PART 1 of 2)

- Partner with Health Insurance Broker

- High-Deductible/Low-Premium PPO Plan
 - Catastrophic coverage
 - Specialist care
 - Ancillary services
 - **Little to no primary care services**

Bellevue's HEALTHY EMPLOYEE PLAN

(Part 2 of 2)

- Bellevue Medical provides full scope of primary care services

- Fixed monthly bill at a per patient/employee rate
 - Covered by employer
 - Covered by employee
 - Shared cost

Bellevue's Healthy Plan Services

Specifics: 1 of 4

- Full scope of family medicine, with a focus on
 - Preventive Medicine
 - Chronic Disease Management
 - Care Coordination
- Fixed monthly costs for each member patient
- No co-pays or per visit fee

Bellevue's Healthy Plan Services Specifics: 2 of 4

- Same or next-day appointments
- Unlimited routine/preventative office visits for entire year
- Unlimited sick/acute office visits for entire year
- 24/7 Phone-based triage (and treatment initiation, if medically appropriate)

Bellevue's Healthy Plan Services Specifics: 3 of 4

- In-house diagnostic tests at no charge
 - Strep tests
 - Flu swabs
 - Urinalysis
 - EKGs

- Pass-through savings for:
 - Medications
 - Lab Tests
 - Imaging Studies

- Paying out of pocket either way—(lower costs)

Bellevue's Healthy Plan Services Specifics: 4 of 4

Travel Consultation Services

- One-Time/On-going consultations
- Pre-Travel Clearances
- Medical kit prescriptions
- Video/email/real-time advice

Bellevue's HEALTHY EMPLOYEE PLAN Cost Structure

- Ideal organizations: 2–100 employees
- \$125/month for each adult patient
- \$75 /month for each child patient
- Employer given access to HINT HEALTH