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CAPABILITIES DECK



## Changing the Way **Healthcare is Delivered in the United States**

Our advanced primary care health centers help businesses control rising healthcare costs by engaging employees and applying a preventative care approach to employee health.

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# 1

- **Primary care is broken**



## Delivering healthcare shouldn't be a headache



The current healthcare system has failed both plan sponsors and plan members – it's more expensive, provides less care and results in less healthy employees. According to the U.S. Department of Health and Human Services, healthcare spending between 1960 and 2014 increased by 65 times an average of \$146 per person, per year to \$9,532. There's no one entity that's held accountable for managing and monitoring quality of care and controlling the cost.

**The bottom line: Employers are responsible for managing the high dollar and high impact of their healthcare plans in an environment that is intentionally murky and leaves them at a disadvantage.**



# 2

- **Our clinical philosophy**





## Improving the health of your team members is job one for WeCare tlc.



We take a holistic view of patient care, including social, environmental, and lifestyle, to collaboratively develop the best care plan for each patient. We combine conventional lifestyle coaching and evidence-based complementary therapies to meet and guide the patient on their health journey. We focus on “what matters” and don’t stop with simply treating “what’s the matter?”



### **We value and prioritize:**

- Clinical quality
- Communication
- Patient engagement
- Client support and engagement
- Corporate office support
- Training support
- Community integration and support

You can find more details on our website [wecaretlc.com](https://wecaretlc.com)



# 3

## ● About WeCare tlc

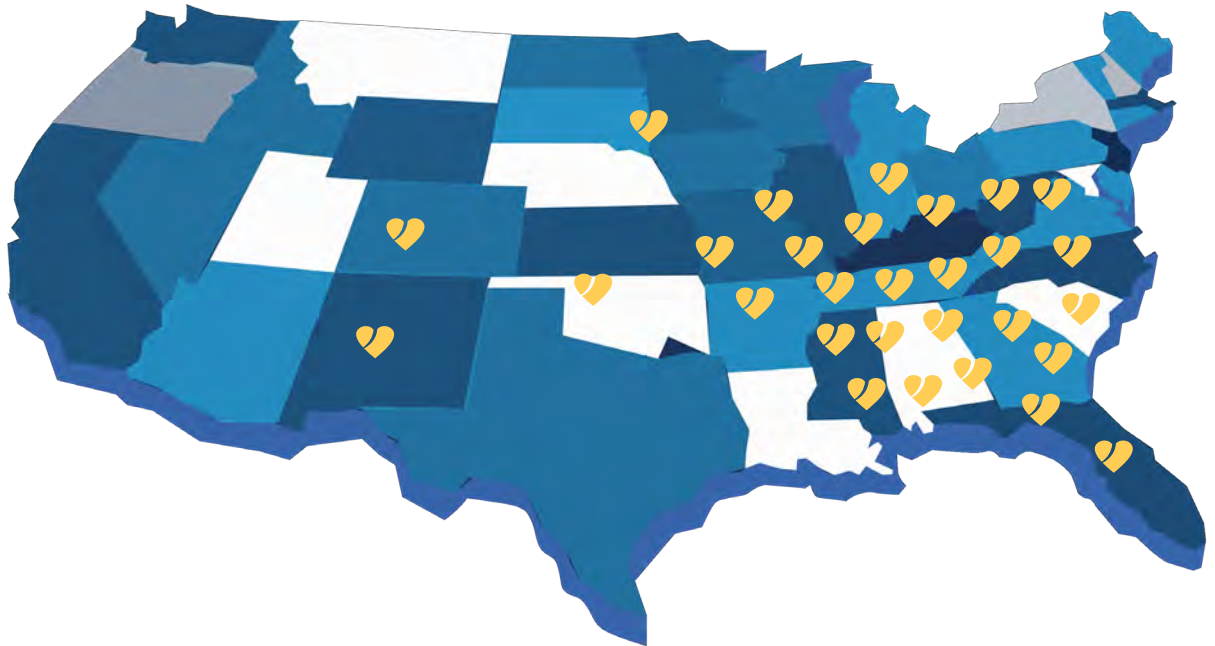






WeCare tlc is a leader in the implementation and management of onsite, near-site and collaborative primary care health centers around the country. We work with businesses in a variety of industries, municipalities and other organizations. Our team operates over 50 health centers across 10 states.

We believe everyone deserves access to quality primary care and all of our centers follow Bridges of Excellence Standards, the highest standards in the industry. We're paving the way to collaborative workplace wellness, which not only improves treatment, but saves money for employers and their employees.



# 4

- **WeCare tlc by the numbers**



**54**

health center  
locations



**\$420+**  
**million**  
in claim  
cost savings



**68k+**  
satisfied  
members



**3 minutes**  
average member wait time

**50% reduction**  
in urgent care visits

**20% reduction**  
in healthcare costs





# 5

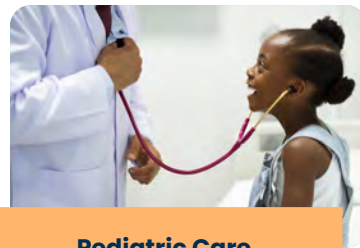
● **Our services**

WeCare tlc saves employers money on their health plans and improves healthcare outcomes by designing, building, and managing advanced primary care centers that provide patients the right care, at the right time, for the right price.

We serve organizations of all sizes. If you have 1,000 or more employees, we will help you build an onsite health center for your workplace. For organizations with smaller workforces, we'll help you run collaborative health centers that are made up of various businesses coming together.



**Primary Care**



**Pediatric Care**



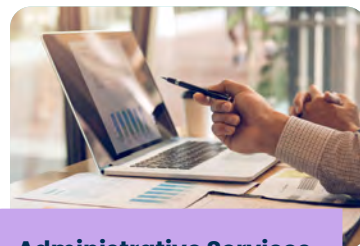
**Occupational Health**



**Wellness Services**



**Ancillary Services**



**Administrative Services**





# 6

- **How WeCare tlc will make a difference in your workforce**

**WeCare tlc can provide your employees with high-quality healthcare at affordable rates that is both easy and convenient for them to access. This will ROI by:**



Establishing a healthy workforce that can improve long-term business success.



Improving workforce productivity.



Increasing overall job satisfaction, allowing you to retain and attract top talent.







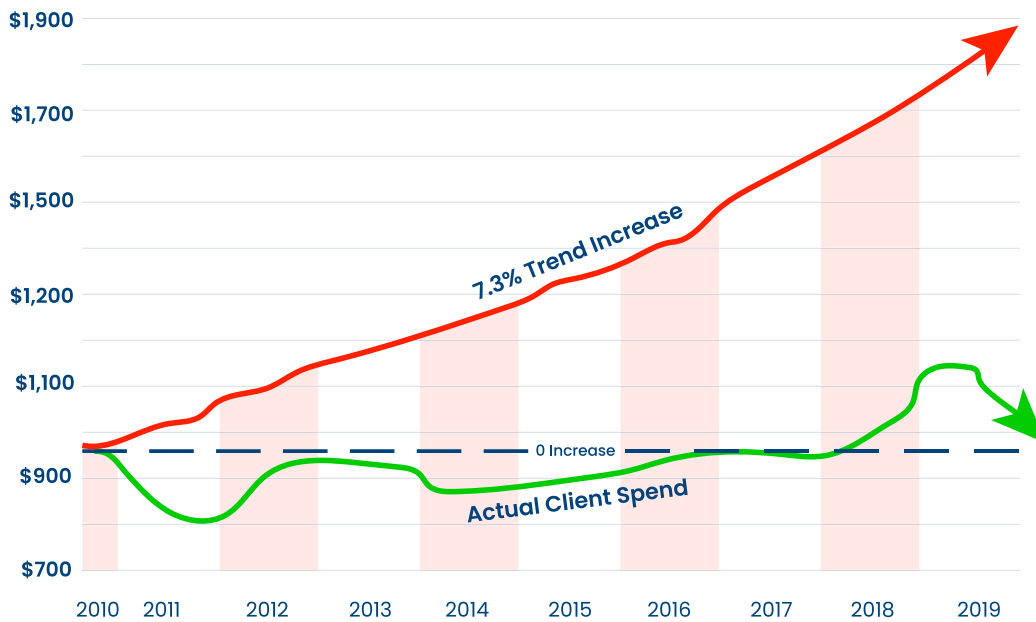
- **Why WeCare tlc makes sense (cents)**



# WeCare Health Centers = Long-Term Saving

**\$420,526,651**

Client Book of Business Savings Through  
September 2019 Inclusive of Health Center Costs



\*These savings do not include any soft dollar savings such as presentism and absenteeism.





# 8

- **The WeCare tlc difference**

# At WeCare tlc, we're changing the way healthcare is delivered across the U.S. Unlike our competitors, we're...



## **AGILE**

Our business model allows for flexibility to ensure we meet your organization's healthcare needs. We also take pride in being able to move fast!



## **CARING**

We're professionally and personally invested in providing top-notch care for each of our patients. We aim to improve health outcomes for everyone we serve.



## **FAMILY-OWNED**

Our company is second-generation family owned. We're large enough to mobilize and handle any job, but offer the same personal, attentive service a small business provides.



# 9

- **Meet our leadership team**





**Raegan Garber Le Douaron**  
President & CEO



**Angelina Szuch,**  
Chief of Clinical Services



**Lauren Kirshner**  
Director of Client Services



**Bob Stonbely**  
Controller



**John Wright**  
In-House Counsel



**Jen Rockafellow**  
Director of People Services



**Jason Hall**  
MIS Manager



# 10.

- **Clients that trust us to deliver**





*The clinic has really become a one stop shop for all the medical needs of our employees. In addition to primary and urgent care services, we also use the clinic for a lot of the medical needs of the district as a whole such as bus driver physicals, annual flu shot distribution, and health risk assessment events. The health center has not only resulted in increased work productivity, cost of savings to our plan, and ease of access for our employees, but it's also just increased the quality of life of our staff members which is the most important thing to us.*

**Kellie Johnson**

Executive Director of Human Resources for Perrysburg Schools.



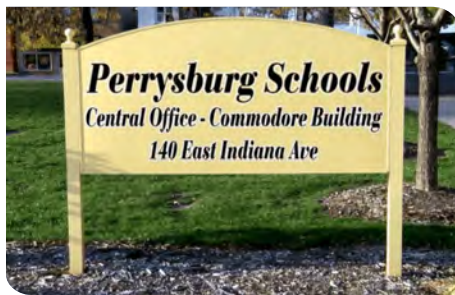
# 11

● **Case study  
snapshot:**

Perrysburg Health  
& Wellness Center



# WeCare tlc partnered with FrontPath Health Coalition and Perrysburg Schools to provide a collaborative primary care model, improving community access and wellbeing.



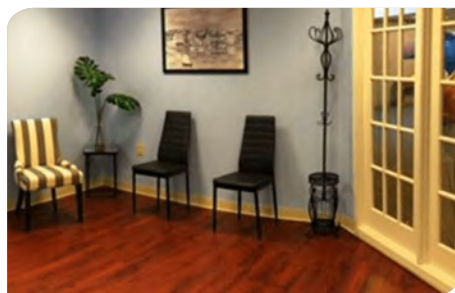
## Challenge

- There was a lack of access to quality healthcare in Northwest Ohio
- A neutral third-party was needed to help control cost savings and improve health outcomes and



## Solution

- WeCare tlc introduced the idea of bringing a collaborative primary care model to the Perrysburg community
- The company implemented and opened the health center through its standardized process, while working to make it feel like a local physician's office that the community would be comfortable visiting



## Results

- After one year, the health center improved the health of over 100 patients, resulting in a cost savings of nearly \$200,000
- 94% of the population had their A1C in target



# 12

● **In the news**





# Forbes

## Article

Four Key Healthcare Trends To Watch For In 2021



# Forbes

## Article

How Businesses Can Address Mental Health In The Workplace



## Article

Golden 100: How Orlando health company WeCare tlc protects employees during COVID-19



## Article

WeCare tlc Offers COVID-19 Response, Testing Strategies for Employers





# Thank you!

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