

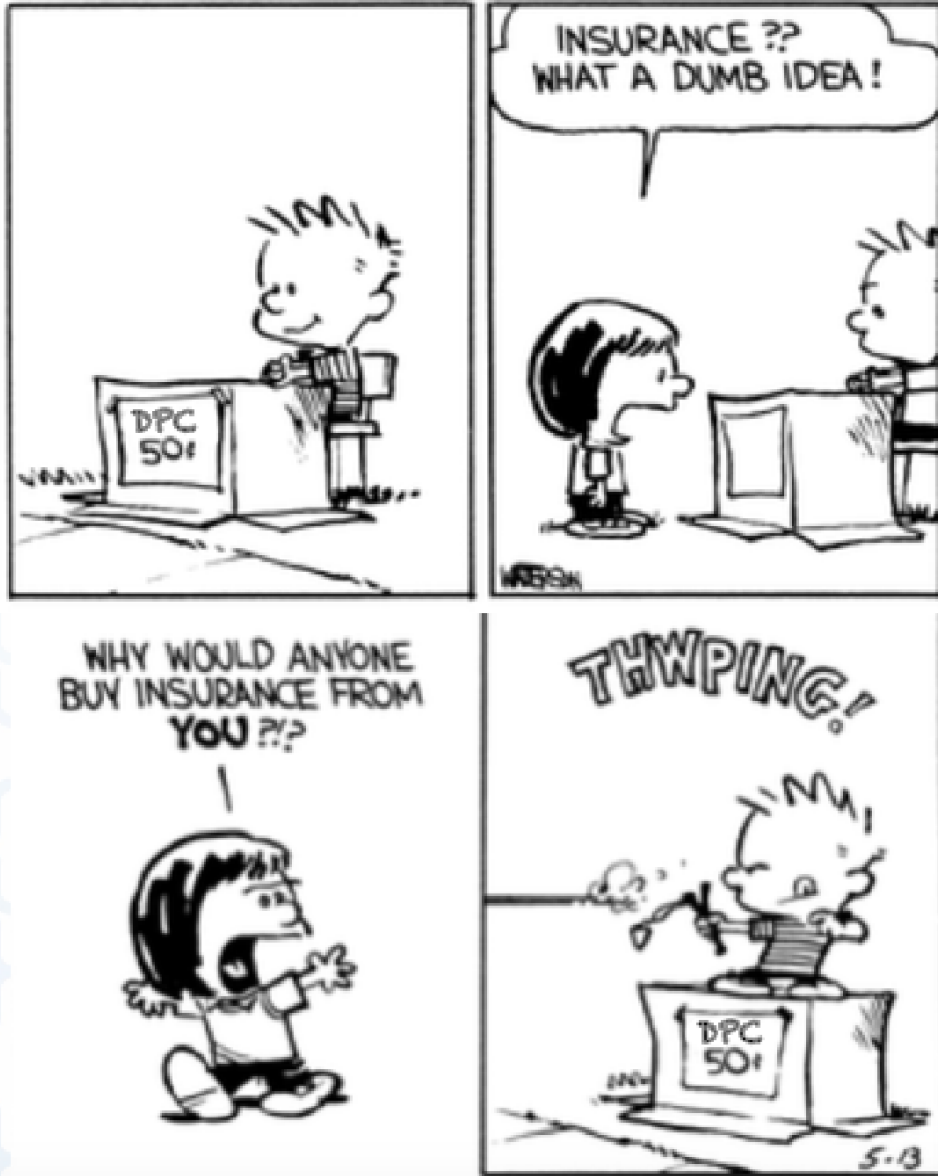


# Prove It...Or Lose It

## Partnering With Employers

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Joel Bessmer, MD | Founder & Chief Medical Officer  
CMT Forum | October, 2018



## Quick Summary of Strada Healthcare

- Founded April, 2016
- Locations in Nebraska & Iowa
- DPC Hybrid Model
- 71% Employer Patients

# Why Employer Groups?

# Case Studies

- Large Insurance Company
  - Over 1,000 employees
  - Enrollment/HR process
  - HSA & legal team
- Mid-Sized Plumbing Company
  - 120 employees
  - DPC not integrated with insurance plan
- Mid-Sized Plumbing Company
  - 140 employees
  - Converted company from fully insured to self insured
- Small Vehicle Collision Repair
  - Less than 50 employees
  - Explaining DPC is not insurance

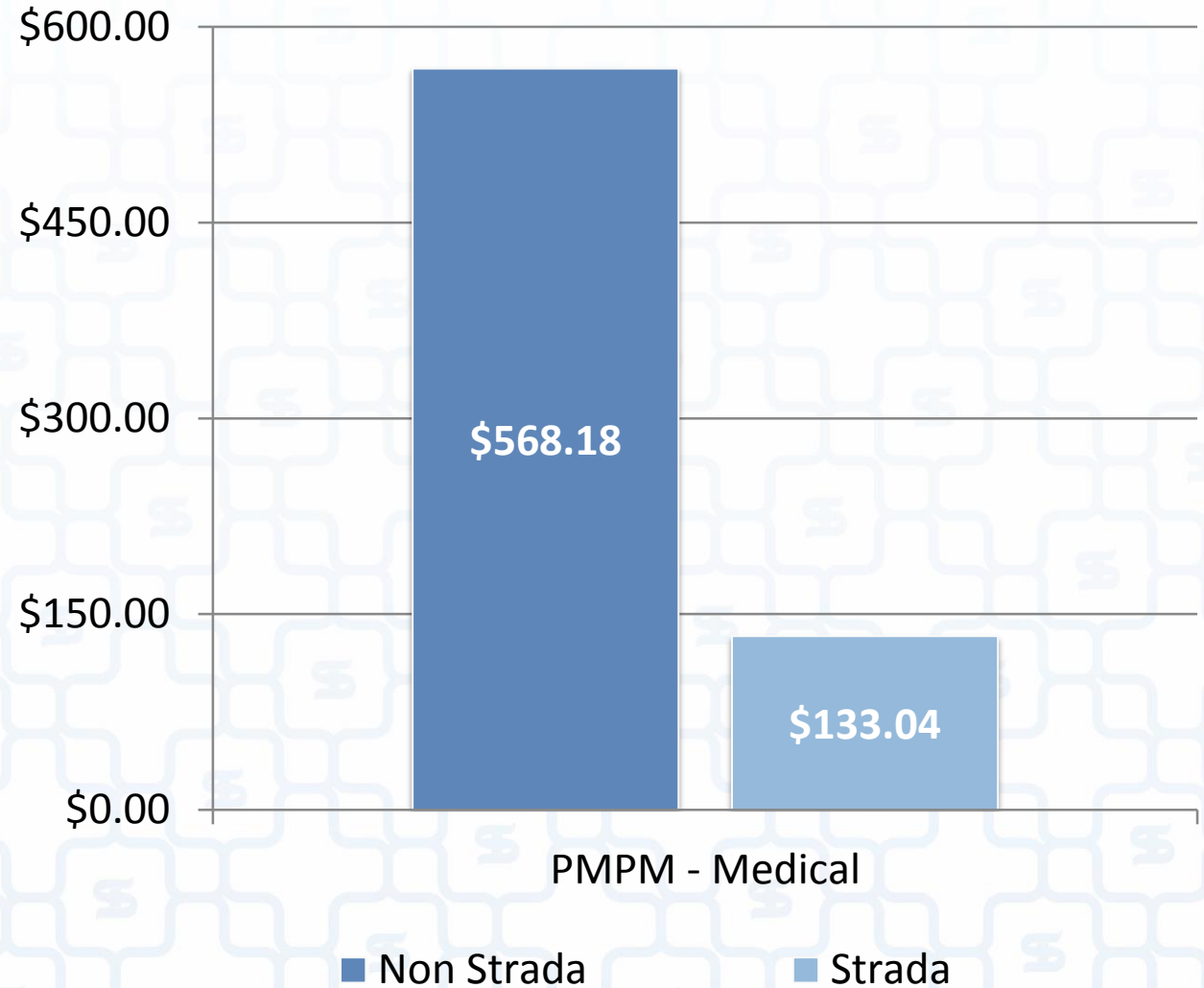
**Data is sort of a big deal**



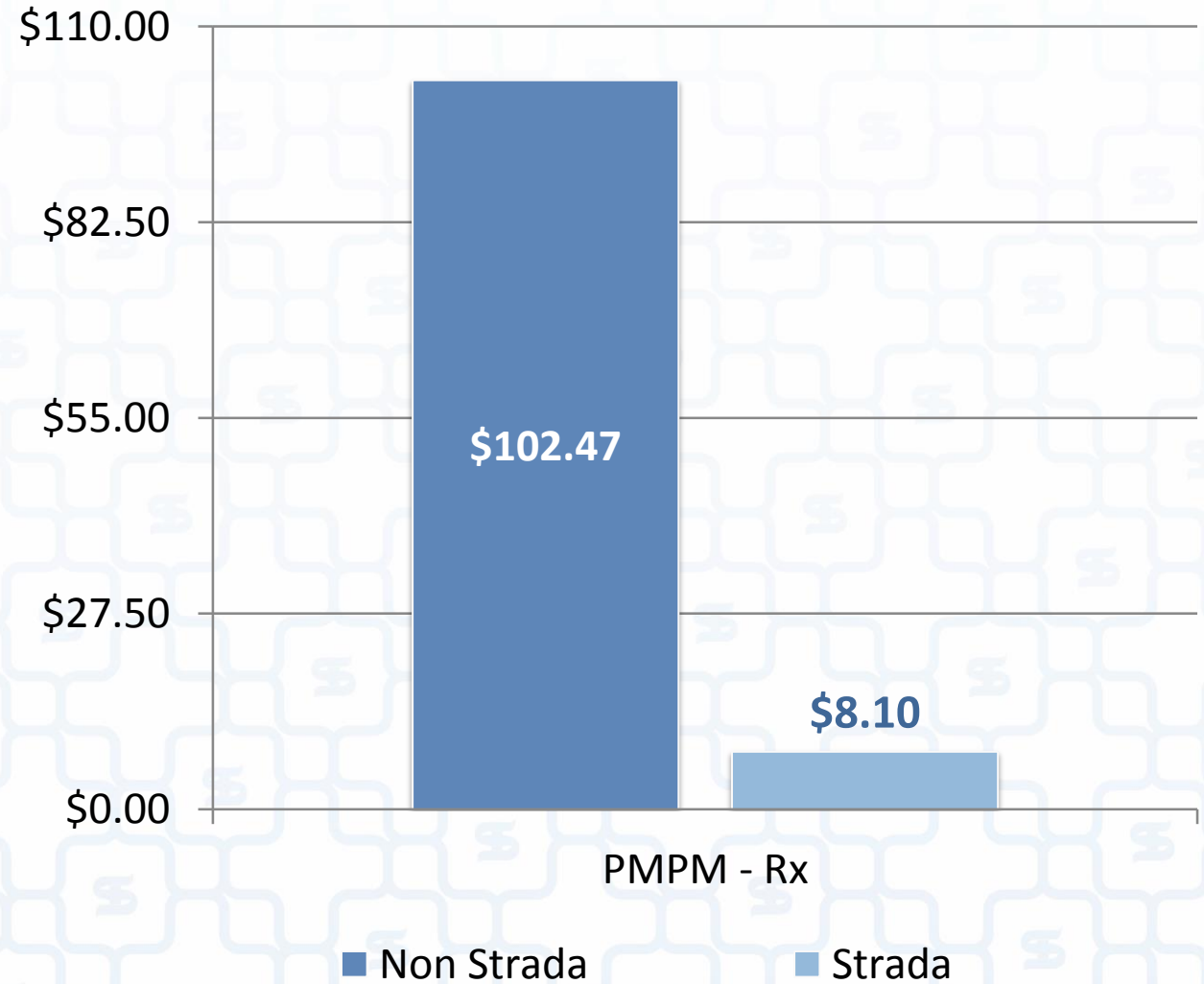
## Important Metrics

- Cost PMPM Health
- Cost PMPM RX
- Generic vs Brand Name RX use
- ER Visits
- Inpatient Admits
- Clinic Visits
- Total Claims
- Specialist Visits
- Text/Call Volume by Hour
- Geo Mapping Claims
- Age/Gender Distributions
- Biometric Data
- Triglycerides
- HDL
- LDL
- Other Lab Values

# Burton Plumbing

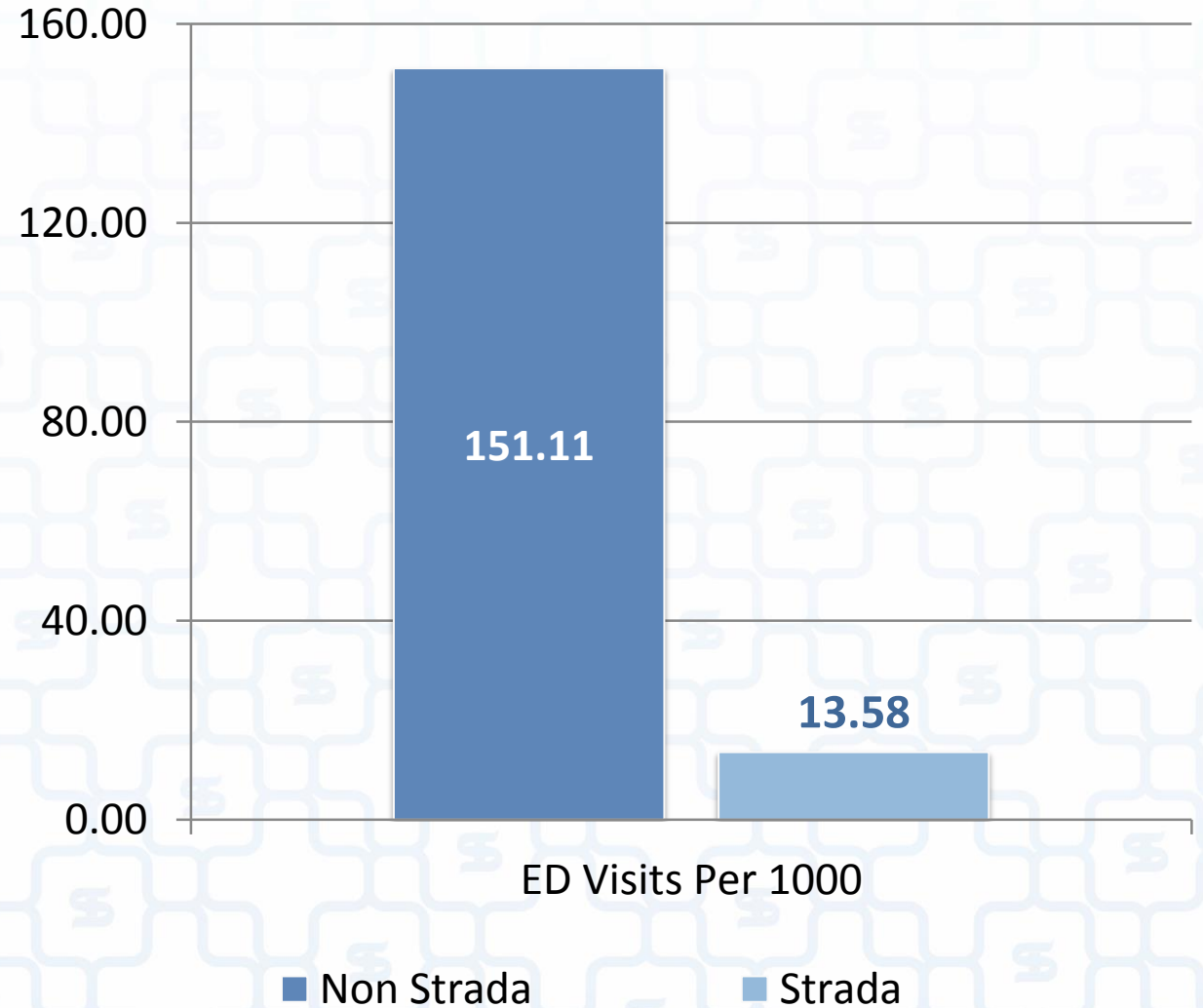


# Burton Plumbing

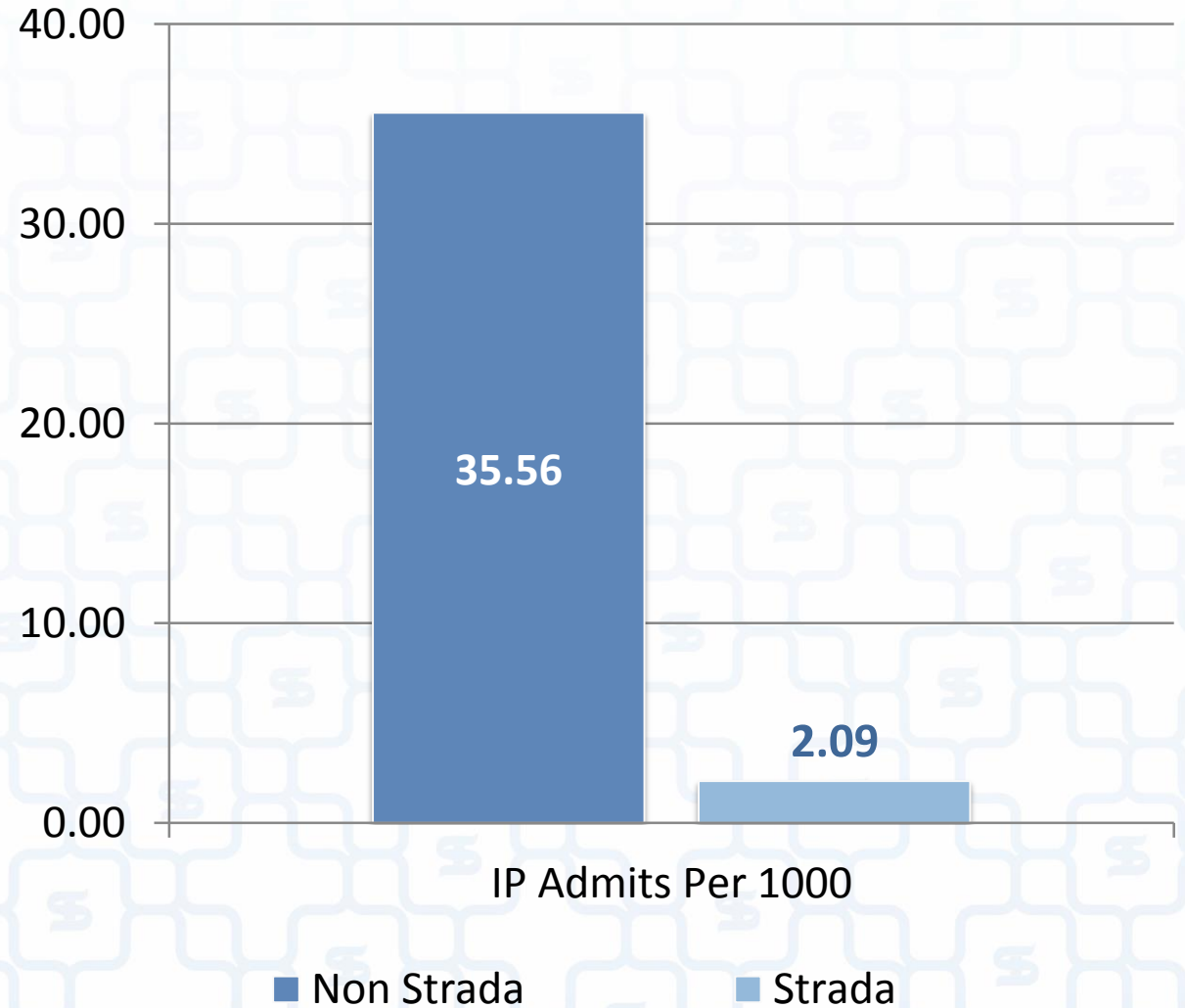




# Burton Plumbing



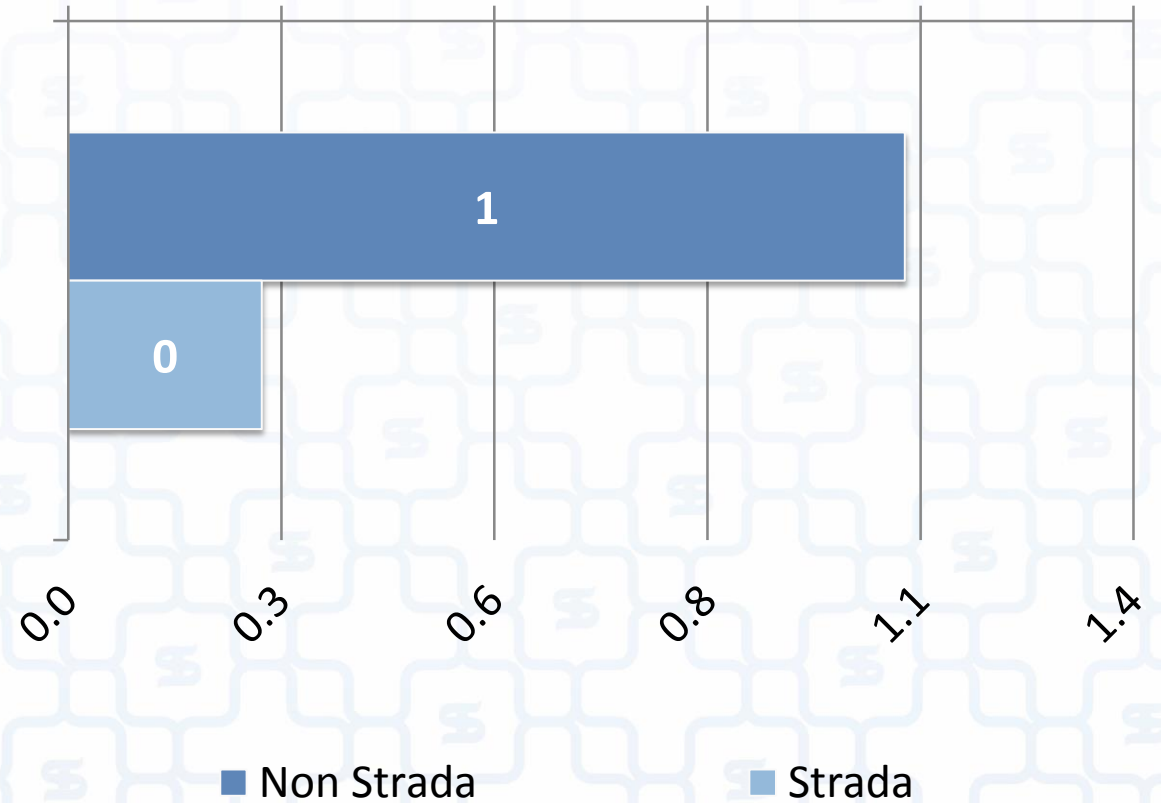
# Burton Plumbing



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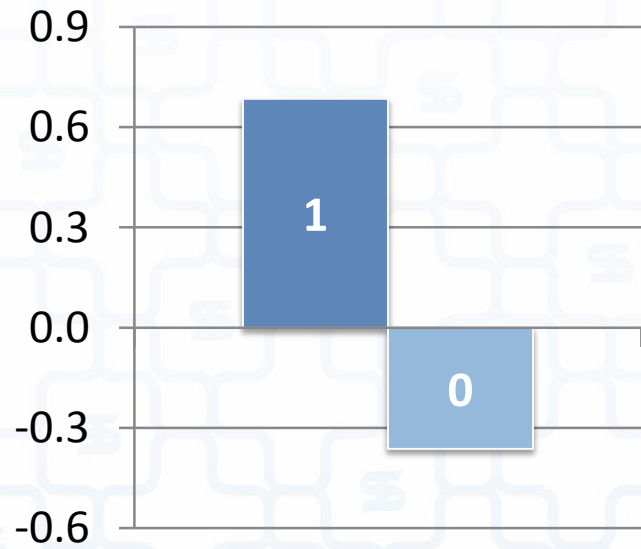


## Workers Comp Injuries Per Month

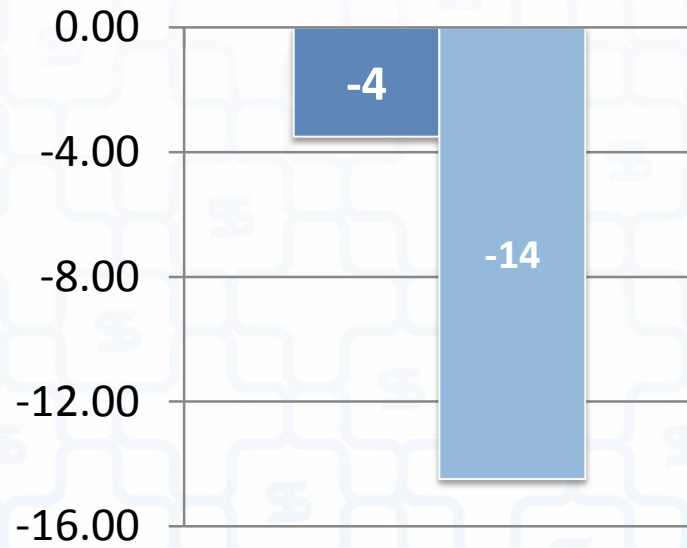




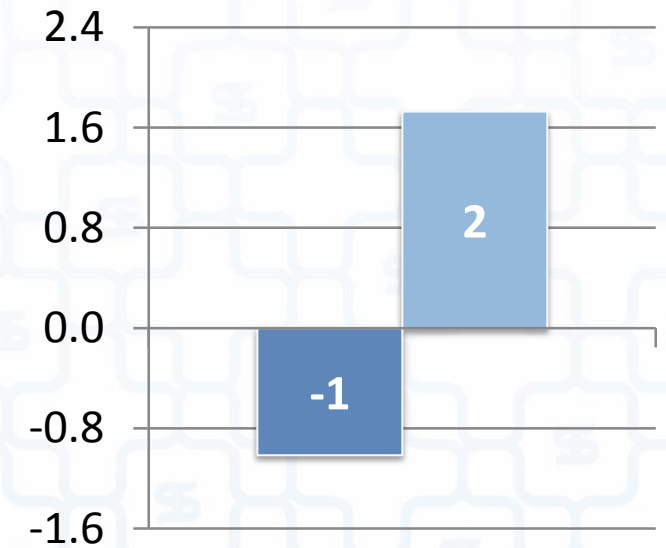
# Biometric Data



**BMI**



**Glucose**

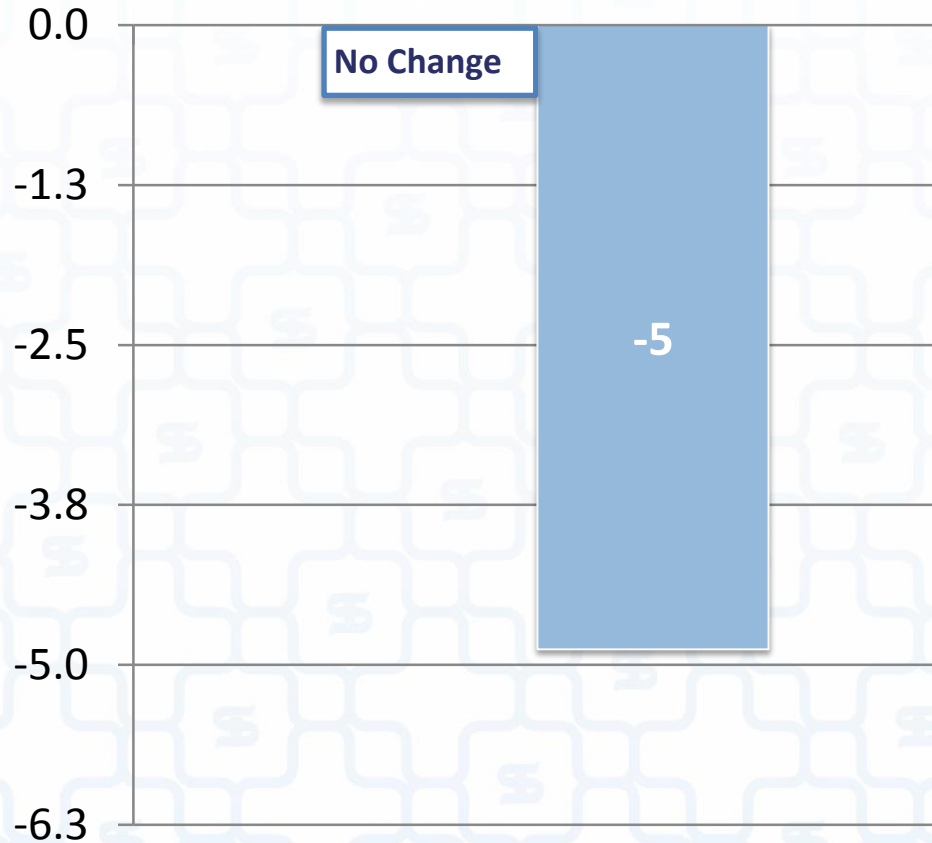


**HDL**

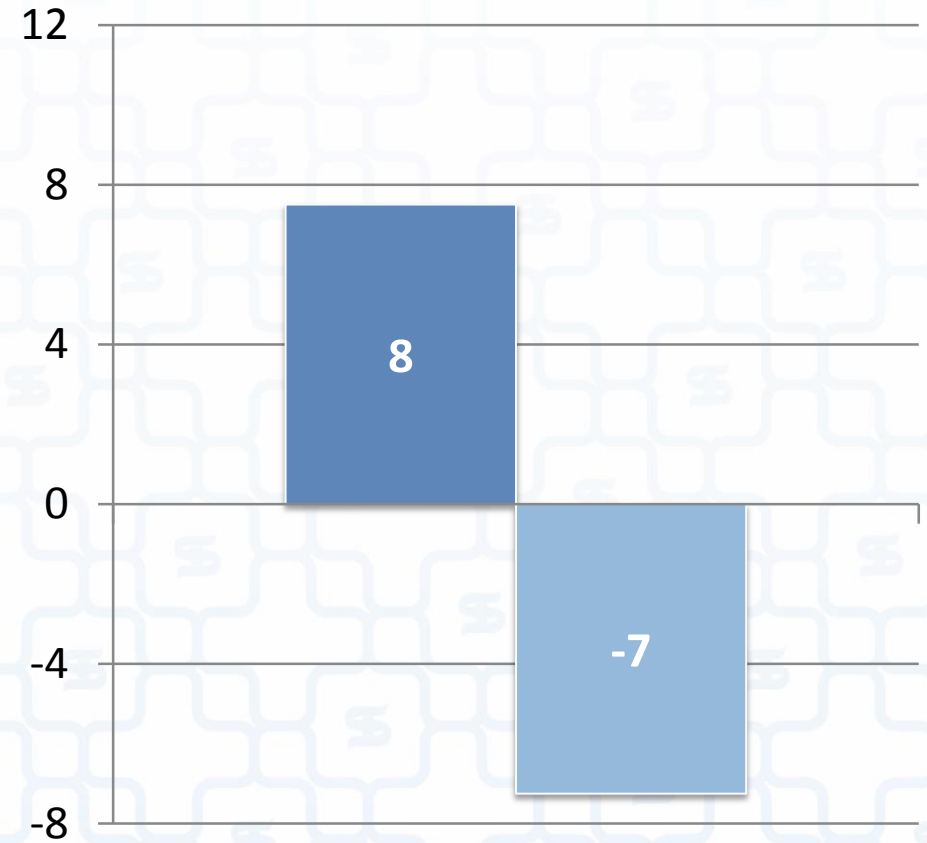
■ Non Strada    ■ Strada



# Biometric Data



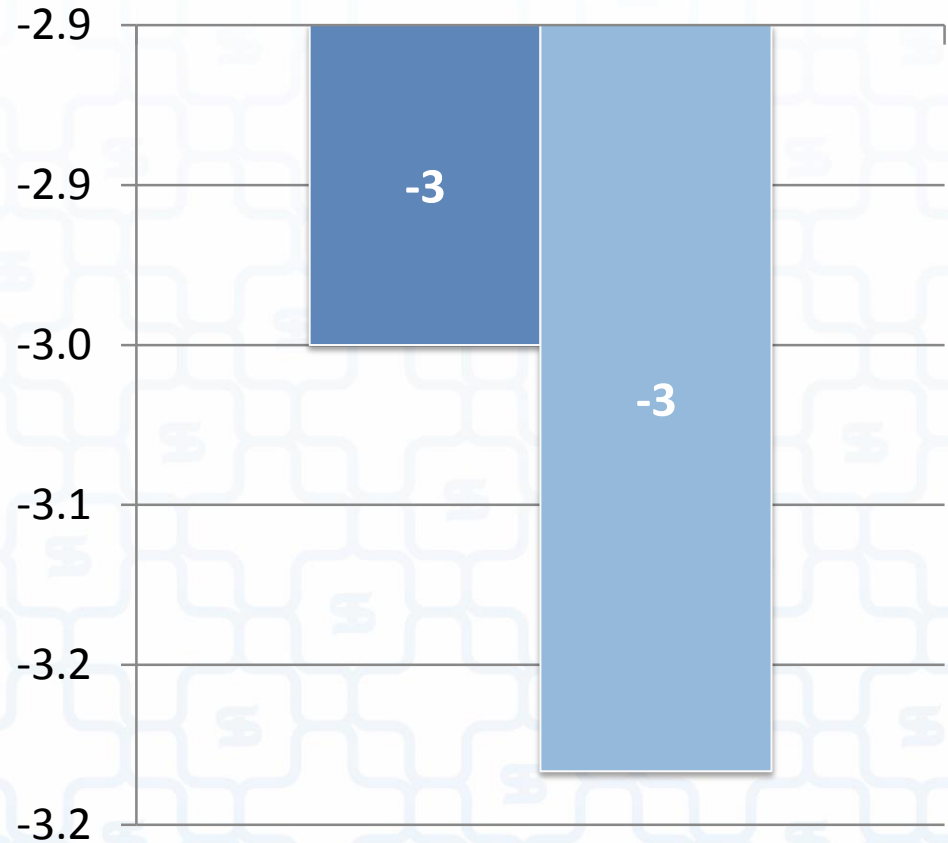
Diastolic BP



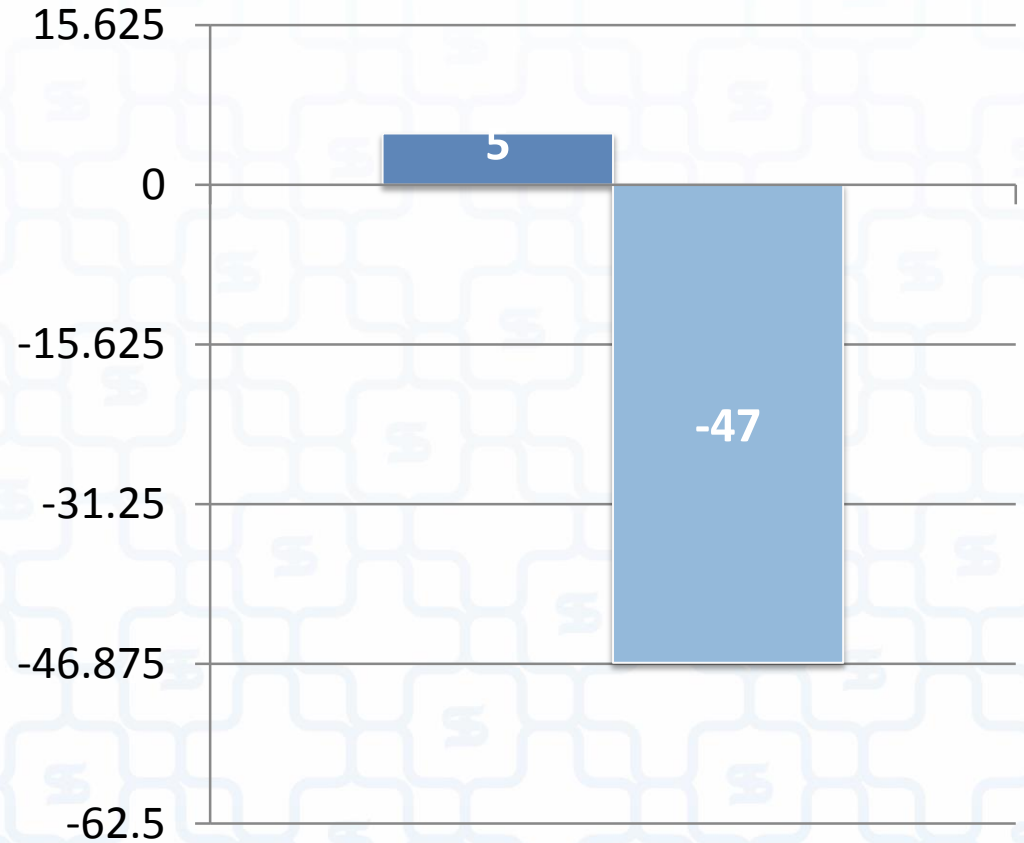
Systolic BP

■ Non Strada    ■ Strada

# Biometric Data



**Cholesterol**



**Triglyceride**

■ Non Strada    ■ Strada

# Coming Soon...

LB1119  
2018

LB1119  
2018

LEGISLATURE OF NEBRASKA  
ONE HUNDRED FIFTH LEGISLATURE  
SECOND SESSION

## LEGISLATIVE BILL 1119

Introduced by Riepe, 12; Geist, 25; Hilgers, 21; Hughes, 44; Kolterman, 24; Stinner, 48.

Read first time January 18, 2018

Committee: Government, Military and Veterans Affairs

- 1 A BILL FOR AN ACT relating to state government; to adopt the Direct
- 2 Primary Care Pilot Program Act.
- 3 Be it enacted by the people of the State of Nebraska,

## DPC Pilot for NE State Employees



# Growing DPC Together

If you want to go fast,  
*go alone.*

If you want to go far,  
*go together.*

-African Proverb