



PRICEMDs™
Your direct source connection

Reducing healthcare costs and improving outcomes

For self-insured plans and their members

June 2021



“Employers’ drug spend in 2020 and beyond will be impacted by an era of multi-million-dollar one-time treatments or ‘cures’. Biologics, often very expensive, represent the fastest growing class of therapeutic products in the U.S.”

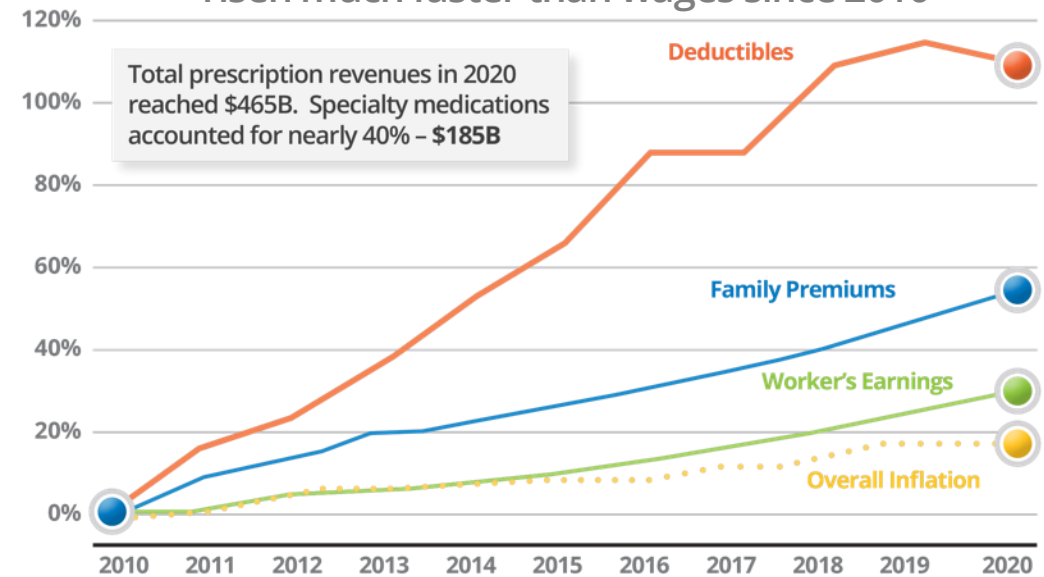
Rx Collaborative: 2019 Annual Report to Employers **WillisTowersWatson**

THE UNFORTUNATE REALITY:
Companies implement a variety of *cost containment* strategies. They are not working to control drug costs!

Using traditional cost-containment strategies, most companies have no choice but to pass a substantial part of the increased costs back to the employee as increased premiums or higher deductibles.

Higher premiums or deductibles lower the perceived value of the health plan, making it more difficult for the plan to do what it was created to do: increase employee satisfaction and attract new employees.

Employer premiums and deductibles have risen much faster than wages since 2010



Total prescription revenues in 2020 reached \$465B. Specialty medications accounted for nearly 40% - \$185B

Source KFF - Kaiser family Foundation



"Our directory has hundreds of outpatient surgery centers that give us bundled, all-inclusive pricing for their elective outpatient procedures."

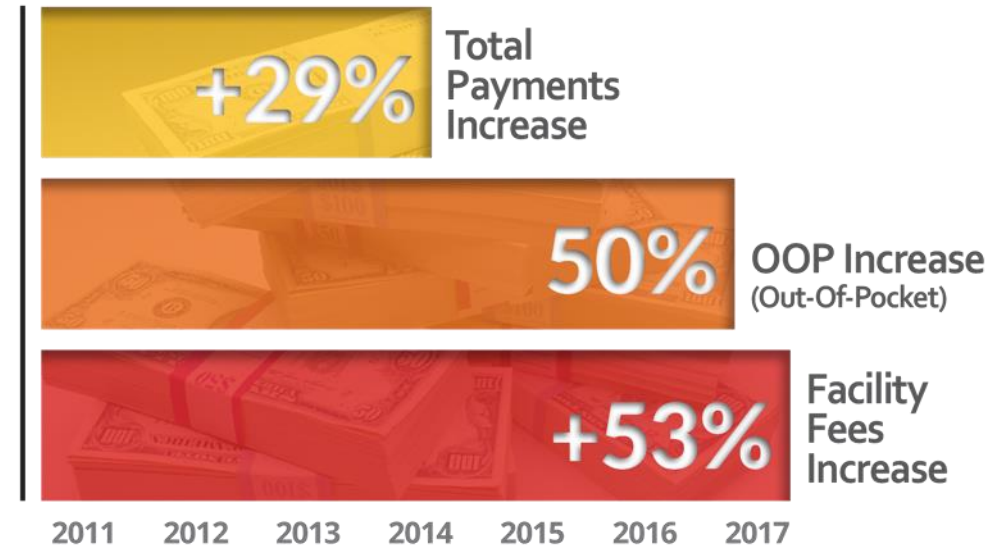


Marc Grossman MD FACS | CEO, Co-Founder

...and it's not working for surgery procedures!

Between 2011 and 2017, plan members' out-of-pocket costs increased by 50% – and OOP is still increasing, causing even well-insured people to delay surgery until it ceases to become elective and becomes urgent and even more complex and expensive. PMDs' solution to the rising costs is a simple, single bill for all of the surgical cost components that lowers the cost to the plan and often eliminates all out of pocket for the plan member.

Higher out-of-pocket cost to insureds is fueled by rapidly increasing facility fees and other costs.



sources and citations A retrospective cohort study of patients with employer-sponsored insurance undergoing common outpatient surgical procedures.
The Institute for Healthcare Policy and Innovation (IHPI) – August 2020

PMDs offers a simple, no-risk overlay solution that produces amazing results.

We concentrate on the very small number of employees, **typically, between 1% and 2%, who generate ~25% of total plan expenses.**

- It's not a matter of cost containment, but of significant cost reduction.
- It's not a zero-sum situation, where the plan benefits at the expense of employees or service providers.
- Burdens are not shifted. PMDs' solutions provide greater convenience and better outcomes for the employee as they lower the cost to the plan provider.
- The plan is not disrupted; for the great majority of employees nothing changes.
- For the company and the plan member, everything is simplified because PMDs takes the confusion and hassle out of the process.

Today PMDs offers two solutions that drive significant savings.

We've learned to do one thing very well:

Provide a mutually beneficial link between providers of high-cost services, and the self-funded payors who purchase them – in a way that is cost-efficient, dependable, convenient, and hassle-free.



**TCC Prime
Telehealth**

40%

**AVERAGE
SAVINGS**



Bundled Surgeries

50%

**AVERAGE
SAVINGS**



TCC Prime Telehealth

PriceMDs is the only source we know of who has figured out the compliance and logistics to direct source higher-cost meds. It was the easiest addition of \$30k per employee savings we've ever seen. Great program! Thanks.

John H. | Plan Administrator



We direct source a health plan's highest cost specialty drugs – for a lot less.

We touch the ~1.2% of plan members who drive nearly 50% of total pharmacy cost.

- **Big Savings** – \$30,000 avg savings per member/per year.
- **No Cost** to the employer or member.
- **A Smooth Overlay** to the current health plan.
- **Legal and Compliant** – Meets all FDA, USDA, and CBP (Custom & Border Protection) protocols.
- **The Exact Same** meds from the same manufacturers.
- **Members Love It** – PMDs eliminates co-pays and deductibles. Members enjoy the convenience of direct-to-home delivery.



It's a simple white glove service that members love.



Welcome Packet

Member receives PMDs package at their home introducing their personal nurse assigned to them for the duration of their case.

The member is contacted within 48 hours of Welcome Packet arrival



Nurse Navigator Call

A PMDs Nurse secures a HIPAA release and conducts an initial review of the member's file.

~20 min. call with a PMDs' staff physician located offshore



TeleMed Call 1

Review member case and duplicate the current script in order to source it from a lower cost international provider.

~20 min. call with a PMDs' staff physician located/licensed in the U.S.



TeleMed Call 2

Final case review and confirmation that all FDA, USDA and CBP protocols have been satisfied with US prescription in patient's state written.



Script Written and Meds Sourced

Meds are direct sourced for the same branded medication from the same manufacturer.



Meds are Shipped

Meds are shipped via best-in-class cold chain courier with data logger temperature monitoring for those drugs requiring 2-8° Celsius environment.



Member Receives Meds

Delivered to their door in go-day fills. Courier contacts patient to confirm delivery time.



Member Follow Up

Their assigned Nurse Navigator contacts the member to confirm delivery and answer any questions.

CASE STUDY

High-cost specialty drug solution.

PMDs' TCC program imports high-cost specialty drugs, saving payors millions while providing a white glove service to plan members suffering from chronic conditions such as rheumatoid arthritis, colitis, psoriasis, Crohn's disease, multiple sclerosis, and others.

PMDs reduces total treatment costs **by 40% routinely** compared to standard PBM pricing.



“
My PriceMDs nurse, the doctors, even the delivery driver were all exceptional. Everyone at PriceMDs takes great care of me!
”

\$32,150
Average Annual Savings
High-cost, cases can exceed \$1M in savings

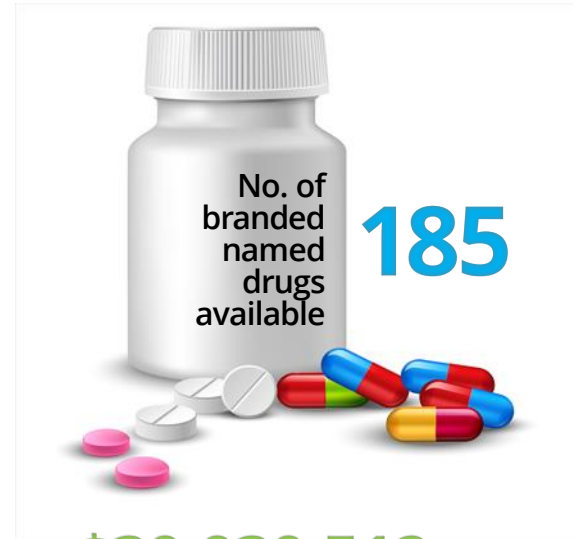


34%
Percentage Savings
Percentage savings for all participating groups and all meds used through the program

2016
Program Available Since

100,000+
Covered Member Lives

2000+
Prescriptions Filled



\$30,030,512
Annual Savings
Dollar amount savings realized for all groups over the first 12 months of program utilization



47%
Participating Male Members



53%
Participating Female Members

934
Annual Consultations
Number of tele-health appointments for all participating groups annualized and growing

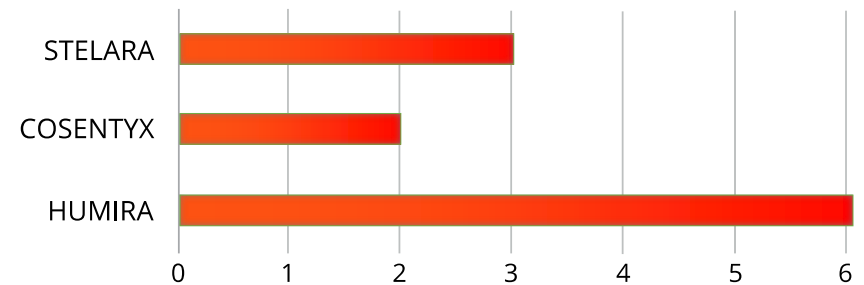
CASE STUDY Workers Union.

START DATE: January 2020
INDUSTRY: Food Services

The TCC program provides a no-cost/no-risk solution for employers, with no disruption of their existing plan or relationships, that produces near immediate savings. The small number of plan members impacted gain a white glove treatment solution that they love.



TOP 3 DRUGS IN THIS GROUP



29%
Year 1 Participation
Total member participation over total eligible members

\$235,155
Year 1 Savings
Calculated savings over the first 12 months of program utilization

13
Patients Participating
Current number of participating members



“
The online consultation was absolutely wonderful. I tell everyone I know about the program.





Bundled Surgical Solution

Orthopedics (*knee, hip, shoulder, spine, elbow, wrist, ankle*),
Breast Care (*lumpectomy, mastectomy, reconstruction*)
ENT, Podiatry, Gynecology, Ophthalmology, General Surgery,
Gastroenterology, Genitourinary (*genitals and urinary organs*).



We also reduce the cost of covered surgical procedures by an average of 50%.

We simplify the plan administration
of elective surgery, lower the cost,
and improve outcomes.

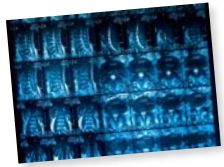
- **Accessible** – Available to plan members through a directory of more than 1,000+ facilities in 46 states and growing...
- **Simple Administration** – Provides one all-inclusive bill for the entire procedure – from pre-op through post-op, with exact stated pricing available on PMDs' proprietary platform.
- **Hassle Free** – PMDs nurses guide members to convenient NearCare™ facilities.
- **Gold Standard of Quality Care** – Nationally recognized ASCs, with skilled specialists and sub specialists. Unplanned admissions and post operative infections monitored.
- **A Smarter Directory** – All inclusive episode of care pricing.



Bundled Surgical Solution

It's a simple white glove service that members love.

1



Diagnosis

Patient has been diagnosed and needs a surgical procedure.

2



Preparation

Patient contacts a PMDs RN to walk them through the process.

3



Facility Chosen

PMDs RN will assist the patient in choosing a facility from the PMDs directory.

4



Selection

Selection is made by the patient after reviewing with RN multiple facilities, surgeons and locations.

5



Consultation

The PMDs Nurse will coordinate with the patient to schedule an initial consult.

6



Scheduling

Once the surgeon validates the need for surgical intervention, the surgeon will schedule the surgery with facility.

7



Procedure Prep

Patient will receive a voucher in lieu of their insurance card to present on scheduled procedure day to the facility.

8

\$0.00

Zero Cost

Patient receives the procedure at NO cost!

CASE STUDY PMDs Bundled Surgery Solution.

Savings of 30%-80% compared to traditional network pricing

PriceMDs' Surgery Cost Containment Solution is backed by a unique, proprietary technology platform that easily integrates with existing company insurance plans. Once in place, our Surgery Solution immediately enables private and public entities, especially employers with self-insured plans and their valued employees.



“The process itself was effortless and I recovered very quickly from the surgery.”

\$70,000

Savings

From a single spinal fusion procedure avoided

\$197,000

Savings

In the first 12 months from 38 procedures



Average patient travel 15-60 miles

52

Consultations

In the first 12 months to members seeking procedure advice

CASE STUDY ABC Builders.

START DATE: January 2020
INDUSTRY: Food Services

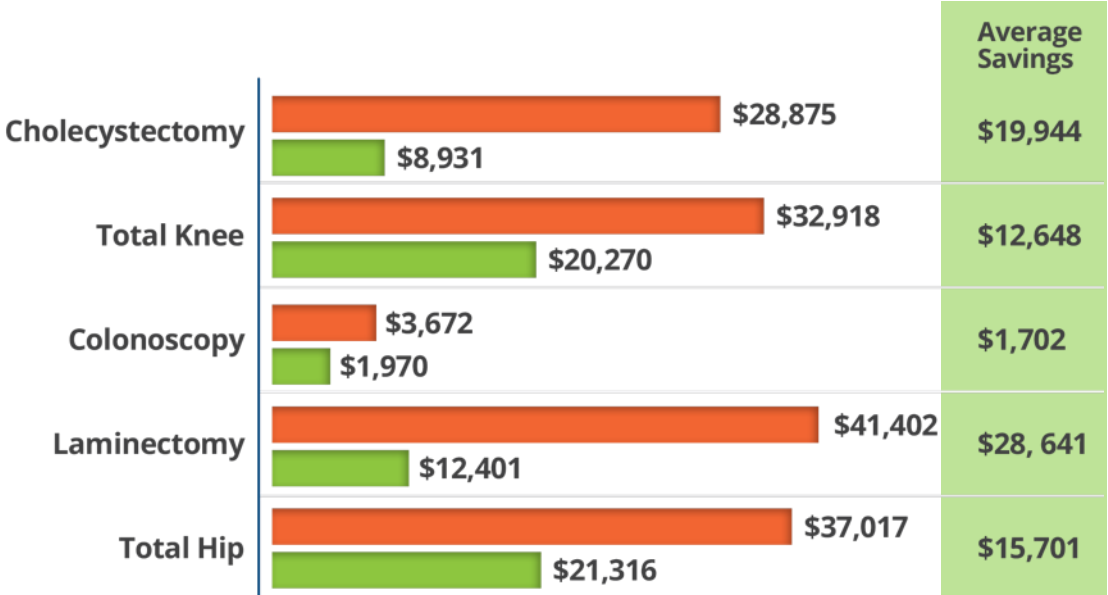
The Bundled Surgery program provides all inclusive, low cost bundled pricing, enabling substantial savings on more than 400 outpatient elective surgical procedures. The small number of plan members who participate receive a high standard of care, and better outcomes.



Current member participation over total eligible members **29%**



“
The facility and staff were both excellent. My recovery was quick. I’m back up and running. Thanks!
”





We invest in people first.

A world class team
– U.S. educated and trained. All US boarded.

“Our track record speaks to the quality of our customer service; never has an eligible patient utilizing the drug importation service chosen to leave the program. We are proud of that.”

Nicholas Tsolakakis | EVP of Marketing and Supply Chain



- PMDs nurses are U.S. citizens, educated and trained in the U.S. All are RN BSNs.
- PMDs Physicians are U.S. educated, U.S. trained, and U.S. board certified. Many are subspecialists.
- Our white-glove member onboarding and patient management system has been fine-tuned over many years.
- Our Bundled Surgeries have produced zero infections or unplanned hospital admissions after out-patient surgery.
- Our Directory PMDs has the largest bundled surgery solution directory in the market.



AMSURG



Our systems are well developed and proven effective.

"We purposely designed the PMDs model so that the savings we generate to the health care plan are never at the expense of the plan member. Our solutions are all gain, no pain."

Marc Grossman MD FACS | CEO, Co-Founder



- **Operational Experience** – With eight years in the market, PMDs has built the directory and processes required to provide the solutions. PMDs has built a reputation for doing it right.
- **An Elegant Overlay Solution** – NO disruption to the existing plan. NO cost to payor or employee (they often eliminate deductibles & co-pays). NO long term contracts. NO termination fees.
- **Legal & Compliant** – As the 'Importer of Record' all packages are fully insured and protected by E&O, D&O, Medical Malpractice insurance. PMDs is approved and compliant with:



U.S. Customs and Border Protection



LEGAL / ERISA



**PMDs is at the
forefront of
emerging trends
shaping how
payors and patients
access healthcare.**

- For further information please contact:

PMDs co-founder's previous successful launches/exits in excess of **\$4B in market cap**

cryoport
NASDAQ: CYRX
OptimizeRx
NASDAQ: OPRX

PMDs Management Team.

Strong health provider foundations combined with experienced logistics expertise.



Marc Grossman
MD FACS
CEO, Co-Founder



Dante Panella
Head of Business Development,
Co-Founder



Preston Edmondson
EVP of Finance



Nicholas Tsolakakis
EVP of Marketing and Supply Chain

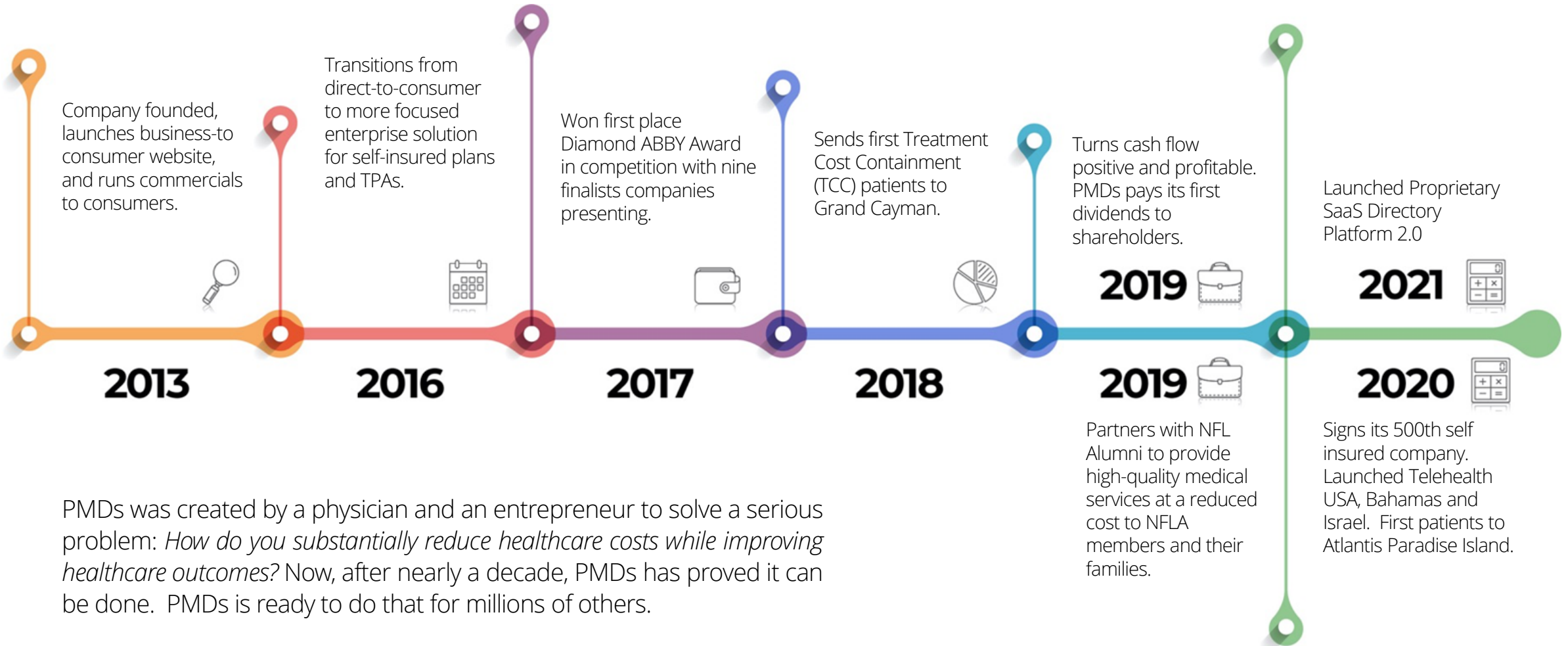


Max Grossman
SVP of Analytics and Comptroller



Todd Pline
EVP of Sales

We've done well by doing good.



PMDs was created by a physician and an entrepreneur to solve a serious problem: *How do you substantially reduce healthcare costs while improving healthcare outcomes?* Now, after nearly a decade, PMDs has proved it can be done. PMDs is ready to do that for millions of others.

A few of the companies we serve today.

500+ clients and growing
– over 100 added since Jan. 2021

