Exhibit A
MARATHON SCOPE OF SERVICES

DESCRIPTION OF SERVICES

Ongoing Services: Marathon shall provide onsite health services as follows for eligible employees, spouses, and dependents.

The following is included in the annual fees:

Individuals eligible to participate as of the Commencement Date:

Employees and Retirees 1860
Spouses 825
Children 1800

Location and time of services:

a. The services provided under this Agreement will be provided at a site to be located at 105 NE 3rd Street, Fort Lauderdale, FL 33301.

b. Hours of operation will be agreed to between Marathon Health and the City of Fort Lauderdale but shall not exceed 40 hours per week.

c. Notwithstanding the hours of operation described above, the Health Center shall be closed during the City's regularly scheduled holidays.

ONGOING SERVICES INCLUDED IN ANNUAL FEE

Labor costs, medical & office supplies, medical liability insurance, workers' compensation insurance, general liability insurance and all other insurance policies.

Primary care:

- Primary and Acute Care
  - Primary care including preventive care, annual comprehensive health reviews, and engagement of the patient for health maintenance and improvement.
  - Assessment and treatment of medical conditions that are episodic in nature and short in duration. Examples include, but are not limited to, upper respiratory infections, rashes, urinary tract infections, and first treatment of minor injuries.
- Management of Chronic Conditions
  - Management of chronic conditions for individuals including but not limited to, hypertension, hypercholesterolemia and diabetes.
  - For those individuals with an existing primary care provider and/or specialist, and in particular for those individuals who have multiple complicated medical conditions requiring specialty care and/or significant oversight, the Marathon Health clinician will work in collaboration with said provider to provide adjunct care and education to the patient.
  - After hours coverage and in-hospital care not included. The physician will work in collaboration with specialty care providers if specialty referral is indicated.

- Routine annual exams and screenings
    - Annual Physicals – Includes a physical exam. Any required external lab processing and imaging is not included in the annual fees.
    - Annual women's health exams to include pelvic exam and pap smear. Pap smear requires external lab processing not included in the annual fees.
- For a complete listing of Marathon's medical related services, see Exhibit 1

Supplemental Primary Care Services:

- Lab draws
    - Labs may be drawn for diagnostic and monitoring purposes at the recommendation of the onsite clinician. The cost of external lab processing is a third party charge to the City's Plan, that is not included in the annual fee.
- Immunizations
- Allergies
    - Work collaboratively with a patient's allergist to administer allergy injections as a convenience to the employee.
- Clinical Laboratory Improvement Amendment (CLIA) - waived labs
    - Processed in-house during the provision of care, as needed (consistent with state regulations). The following tests are included in the annual fee: A1C Hemoglobin, Fecal Occult Blood Test, Glucose, HCG Pregnancy, Influenza A & B, Lipid Profile, Mono, Strep A, Urinalysis.
- Health Screening Services
    - Height/weight, BMI, body fat, triglycerides, blood pressure, lipid panel, drug test, alcohol test, tobacco, glucose, well woman (pap, mammogram, Breast Self-Exam (BSE) training) and male screening (Digital Rectal Exam (DRE), Prostate Specific Antigen (PSA)

Occupational Health Services:

- Work-related injuries
    - First treatment of minor work related injuries. Examples include, but are not limited to, minor strains, sprains, dermatitis, insect bites.
- Travel Medicine
    - Consultation with clinician to receive guidance on recommended immunizations, medications, and travel precautions. Vaccines can be administered in-house for most required immunization but are purchased in advance per agreement with Client, and the cost of vaccines is not included in the annual fees.

Health Maintenance and Disease Prevention:

- Health Risk Assessment - Administered online or in paper version screens for:
    - General health and well-being
    - Health history including symptoms, conditions and family history
    - Tobacco use, alcohol use and stress levels
- Comprehensive Heath Review (CHR) - For high risk individuals and individuals with chronic disease a CHR utilizing:
    - Online access to complete the Health History and Risk Assessment (HHRA)
    - 1:1 consultation with the onsite clinician to review assessment results, health history and risk appraisal, set goals and recommend strategies to achieve goals

- Lifestyle Risk Reduction - For high risk individuals agreeing to follow-up with the Marathon Health care provider as their personal health coach:
    - Work 1:1 with individuals to change behaviors putting them at risk for certain conditions, addressing lifestyle habits such as physical activity, smoking, diet, stress, weight control, cholesterol and blood pressure.
    - Marathon Health Providers incorporate Transtheoretical Model, Model for Improvement and Motivational Interviewing behavioral change methodologies
    - Individualized change management plans
    - Proactive support

Chronic Condition Coaching

- For individuals with chronic diseases (Diabetes, COPD, asthma, CHF, CAD, HTN, depression, low back pain)
- Work 1:1 with individuals to empower and educate them to improve their health and quality of life through self-management practices and adherence to a treatment plan that aligns with national clinical guidelines for their disease.
- Coaching, symptom monitoring, and disease education

Registered Dietician and Nutrition Counseling Services (Optional and Added with Contract Addendum at 1.4 x base salary)

- Work one-on-one with patients to analyze nutrition patterns and establish goals for changes in dietary practices, food purchases, meal preparation, and other dimensions of nutritional health consistent with patient's interests and needs, and in consultation with medical providers.
- Provides ongoing coaching, teaching, and social support to help individuals build self-efficacy skills and achieve personal health goal(s).
- Uses national nutritional guidelines and standards to provide risk reduction and disease management services to individuals with chronic conditions and/or complex medical situations.

Onsite Pre-Packaged Pharmaceutical Dispensing (excluding the cost of drugs)

Onsite dispensing is currently allowed per latest review of pharmacy law, but is always subject to a complete review based on the particulars of the formulary, Health Center staff composition and any changes to law.

- Marathon Health is including a pre-packaged medication dispensing system in which the onsite clinicians dispense the top 30-60 most frequently prescribed medications, as allowed by Florida State law. The listing of medications available can be found at www.fortlauderdale.gov/benefits. Controlled substances, such as narcotics, will not be available onsite at the Center.
- Marathon Health has integrated an ePrescribing application within our EMR for electronic data entry of prescriptions and reported medications. Since the application is integrated with RxHub, Sure Scripts and most PBMs, the prescription entered by the clinician is electronically linked to the PBM ensuring full drug utilization review (DUR) checking for contraindications and allergies, and formulary compliance including maximizing use of generics.

- Through e-prescribing application, the prescription entered by the clinician is electronically linked to the PBM ensuring full drug utilization review (DUR) checking for contraindications and allergies, and formulary compliance including maximizing use of generics.
- The onsite clinician is able to electronically receive the patient's up-to-date medication history, including fulfillment, and PBM information, which reduces the risk and occurrence of medication errors as well as adverse drug events (ADEs). Medication compliance is enhanced with the clinician's knowledge of the fulfillment of prescribed medications. The alerts received by the clinician on medication fulfillment, or lack thereof, can greatly decrease the risk of chronic diseases and ongoing illnesses and increase medication compliance for the patient through ongoing health coaching utilizing Motivational Interviewing techniques.
- All prescription drugs are kept in a locked cabinet. In addition, Marathon requires the Center to be locked at all times when clinicians are not present. Inventories are used to keep track of all stocked prescription drugs. Marathon will provide comprehensive liability coverage through various policies, including professional liability coverage, general liability coverage, and technology-related errors and omissions liability coverage.

Health Engagement System technology platform

For up to 110% of the employees, spouses and children ages 18 and older eligible to participate.

- Personal Health Record with risk profile, wellness score, interactive nutrition and activity trackers, and medical content
- Online scheduling system and secure messaging
- Electronic Medical Record
- Import of encounter data from carrier to provide historical patient encounter information
- Export up to three (3) types of data feeds (encounter, lab, or HRA) in Marathon Health standard format

Account Management and Advisory Services

- **One Point of Contact**: An assigned Account Manager provides one point of contact for triaging issues that may be handled by our team of analysts, clinicians, communications resources and others to ensure any issues are identified and addressed quickly.
- **Clinical Coverage Plan**: Marathon Health will establish and provide a coverage plan for clinical staff absences due to illness, vacation or continuing medical education (CME) time off.
- **Monthly Reviews**: Account Manager will hold monthly calls with the City to deliver and discuss the reports described below to ensure that the City has data on the Health Center activity and progress toward goals.
- **Annual Review**: Account Manager will provide face-to-face annual reviews of the Health Center business, incorporating the Client-specific key performance metrics from the previous year, as well as a strategic plan for the next year.
- **Ongoing Health Promotions**: Account Manager will work together with the City to manage ongoing communications for the promotion of Health Center services and operations.
- **Strategic Planning**: Account Manager will work to understand and support City's unique business objectives and goals for the Health Center. The Account Manager will work collaboratively with the City's broker/consultant, as well as other health related vendors

(TPA, EAP, DM, etc.) as needed to ensure that employee health resources are fully leveraged.

Management Reporting and Analysis

- **Monthly client activity and trends report** including visit volume (visits for acute care, occupational health, risk reduction and chronic condition management, group work and telephonic consults), high risk patients engaged, high risk patients making progress, encounters by CPT code, diagnoses by ICD-10 code, prescriptions written, and overall savings from operations.
- **Annual reports including**:
    - Review of Health Center operations including Health Center volumes and patient engagement
    - Examination of outcomes including overall improvement in population health status, patient satisfaction, savings from Health Center operations and return on investment analysis, and plan for continuous quality improvement.
    - See Exhibit 2: Client Reporting Package
- **Up to 20 hours of custom reporting per year.**

Participant Communications and Promotions

- **Ongoing communication campaign** including site posters/flyers/payroll stuffers, bi-monthly e-newsletter, phone and mail outreach to at-risk participants, lunch & learns, group workshop promotions, health awareness topics on eHealth portal homepage, events, digital communication, and mailings to the home, customized with location-specific information.
- **Quarterly communication campaign** with customizable, templated material to promote services. Outreach is customized to the City's needs, based on review of the population health risk stratification report.
- **Health Promotion Catalog** including educational sessions, group programs, Health Center promotional activities, health fair support, health and fitness challenges, and other programs designed to increase engagement.

The standard communication package includes all production and printing costs.

Documentation

- Marathon Health is compliant with Clinical Laboratory Improvement Amendment (CLIA) guidelines in Florida. Marathon Clinicians perform CLIA-waived tests
- Marathon Health's risk analysis process is modeled after the methodology and guidelines published by the National Institute of Standards and Technology (NIST) in the Special Publication 800-30 "Risk Management Guide for Information Technology Systems." This standard framework follows generally-accepted best practices upon which the HIPAA standards are based. All Marathon Health employees are required to complete HIPAA privacy and security training upon initial employment and annually thereafter.

Data Integration

- Marathon Health will utilize their proprietary technology platform, to have business process flows and business associate agreements established to allow manual exchange of data with virtually any of the City's vendor partners. This includes the ability to send and receive information on a monthly basis. All data is AES encrypted prior to transport.
- Claims data from the medical carrier and PBM are imported into the system monthly, if available. Marathon Health will "flag" individuals in the system who may be enrolled in Disease Management programs from external vendors and coordinate that care with the City's medical ASO provider. Marathon will also be able to accept feeds from biometric vendors and external Health Risk Appraisals if outside vendors are used (and this data is auto-populated in the EMR and PHR).
- The data from external vendors will be available to the patient through the patient portal

Clinical Integration

- The Marathon Health approach toward integration and coordination of other health resources is based on the concept that the clinic is the "hub" for all health-related services. These services include coordinating with the medical administrator's disease management program, the pharmacy benefit manager (PBM), employee assistance program (EAP), disability management and return-to-work (RTW) team, wellness coordinator and other providers.
- The service integration will exchange data with health plans, PBMs, disability services providers, occupational health providers, hospitals and health systems, physician practices, and EAPs.
- Marathon Health will automatically transmit data into the PHR/EMR that is captured in the Health Risk Assessment, biometric screenings, and encounter information. The encounter information sent to health plans includes CPT and ICD-9 data captured during the visit by the clinician. The Marathon Health clinical system captures all CPT and ICD-9 codes for services rendered, which will be submitted to a clinical billing system via a standard interface; thus providing the ability to submit a HCFA 1500 claim form to health plans.
- Marathon Health will provide lifestyle coaching for risk factors including: obesity, high cholesterol, hypertension, diabetes, stress, and tobacco cessation. A customized coaching program will be developed for employee engagement, compliance, and completion.
- The Marathon Health technology platform will provide each patient with authorized access to their EMR/PHR, to any and all of their health care providers and care givers, including hospital systems and physicians, to view the impact of our services and related activities.
- Marathon Health will provide community health resource integration which includes physical therapy, chiropractic services, vision, dental, etc. The clinicians and their assigned physician preceptor are responsible for building high performing networks around the Health Center site to fulfill the City's objectives for integrating local community health resources and services.

Quality Management

- Marathon Health's quality assurance and measurement processes are attached as Exhibit 3.
- In addition to environment of care, safety, security, and operations, clinicians are subject to chart audits and core competency evaluations.
- The City's near-site facility will be audited (environment of care, life safety, safety, security, operations) twice per year. The City will be notified of the results within 30 days of completion of the audit.
- Marathon Health follows the safety guidelines as outlined in the fourth edition of "Uphold and Graham's Clinical Guidelines in Family Practice," in addition to the Joint Commission's audit standards.
- Marathon Health clinicians will be evaluated onsite every six months. In addition, each month the clinicians submit a tape-recorded coaching session (with the consent of the participant) that is reviewed by trainers at the corporate office. The trainer who evaluates the sessions provides feedback to the clinician regarding their motivational interviewing and coaching skills and offers suggestions for improvement.
- The expected time frame for initial response to complaints, resolution and ongoing patient communication is within 14 for a response and 30 days for resolution.

Staffing

- The City reserves the right to conduct background checks on all Health Center personnel.
- The staff hired at the Health Center will all be formally approved by City staff to ensure they match the culture and values most important to the City.
- Marathon will work with The City to develop a mutually agreed upon back-up schedule that will involve ensuring coverage during peak times (such as flu season, conducting of biometric screenings and health assessment, etc.) of Health Center usage.
- Marathon will work with the City to provide employees the necessary resources, including vaccines, in the event of a disease outbreak, pandemic, or other outbreak (e.g. H1N1).
- Marathon Health typically addresses the issue of short and long-term clinician staff absences by dispatching one of our own available clinicians because they are trained in the use of our technology, our tools and coaching methodologies and can therefore address the full spectrum of coaching as well as primary care services with minimal or no disruption. We can inexpensively deploy one of our headquarters based clinicians hired specifically for travel with the purpose of backfilling vacations, illness and leave times. Additionally, we have readily available Service Level Agreement options nationally with several locum tenens agencies to supplement our own internal traveling staff with clinicians from independent nursing organizations specifically designed for the purpose of temporary or intermittent staffing.

SERVICES NOT INCLUDED IN QUOTED FEES

Acquisition of flu vaccine and related supplies

Cost of pre-packaged pharmaceuticals dispensed onsite

Cost of other prescription medications, vaccines and durable medical equipment

NOT INCLUDED IN THE QUOTED FEES

- Non-CLIA waived tests, CLIA waived tests not included above, external lab processing for physicals, annual exams and screenings.
- Travel costs for Health Center staff and health screeners to visit participants at offsite locations
- Internet connectivity and telephone service for Marathon staff.

City of Fort Lauderdale Health Center Renewal Pricing

Price Increase	0%	2%	2%	2%	2%	2%
Expiring Contract 4/3/2017 - $908,973	Renewal Year 1 4/4/17-4/3/18	Renewal Year 2 4/4/18-4/3/19	Renewal Year 3 4/4/19-4/3/20	Optional Year 4 4/4/20-4/3/21	Optional Year 5 4/4/21-4/3/22	Optional Year 6 4/4/22-4/3/23
Base Contract	**$908,973**	**$927,152**	**$945,696**	**$964,609**	**$983,902**	**$1,003,580**
Recommended Additions						
.5 Nurse Practitioner Salary	$69,000	$70,380	$71,788	$73,223	$74,688	$76,182
Benefits Payroll Taxes Licensing/Dues Med Mal Insurance Temp coverage Training/CME	$27,600	$28,152	$28,715	$29,289	$29,875	$30,473
Implementation Cost	$16,962					
.5 Medical Assistant Salary	$24,000	$24,480	$24,970	$25,469	$25,978	$26,498
Benefits Payroll Taxes Licensing/Dues Med Mal Insurance Temp coverage Training/CME	$9,600	$9,792	$9,988	$10,188	$10,391	$10,599
Implementation Cost	$9,322					
Base + .5 NP +.5 MA	**$1,065,457**	**$1,059,956**	**$1,081,156**	**$1,102,779**	**$1,124,834**	**$1,147,331**
Optional .5 Dietician						
.5 Dietician Base Salary	$44,640	$45,533	$46,443	$47,372	$48,320	$49,286
Benefits Payroll Taxes Licensing/Dues Med Mal Insurance Temp coverage Training/CME	$17,856	$18,213	$18,577	$18,949	$19,328	$19,714
Implementation Cost	$11,717					
Total Dietician	**$74,213**	**$63,746**	**$65,021**	**$66,321**	**$67,648**	**$69,001**
Total Fees per Year	**$1,139,670**	**$1,123,702**	**$1,146,176**	**$1,169,100**	**$1,192,482**	**$1,216,332**

Exhibit 1

Marathon Health - Scope of Services	
Primary Care Case & Referrals Management	
• Preventive and Primary Care Services	Included in Fixed Fee
• Vendor & Provider Coordination and Referral Management	Included in Fixed Fee
Referrals to Network Care Providers: Primary Care, Specialist, Lab, Imaging	Included in Fixed Fee
Protocol Directed Referrals to EAP, Telephonic Coaching, Telephonic DM, Nurse Line, Carrier, Etc	Included in Fixed Fee
PCP & Specialist Care Coordination / Co-Monitoring and Data Share (Telephonic, EMR / PHR)	Included in Fixed Fee
Community Provider and Health Services Integration	Included in Fixed Fee
• Follow Up & Continuing Care	Included in Fixed Fee
• Patient Education & Counseling	Included in Fixed Fee
• Medication Compliance Counseling	Included in Fixed Fee
• High Risk Patient Tracking	Included in Fixed Fee
• Care Gap Analysis	Included in Fixed Fee
Primary / Acute Care Services	
• Assessment / Triage in Urgent and Emergency Situations	Included in Fixed Fee
• Basic Life Support (CPR)	Included in Fixed Fee
• Primary Care	Included in Fixed Fee
• Urgent Care	Included in Fixed Fee
Infections	Included in Fixed Fee
Sprains	Included in Fixed Fee
Strains	Included in Fixed Fee
Sore Throat	Included in Fixed Fee
Headache	Included in Fixed Fee
Rashes	Included in Fixed Fee
Gastrointestinal Symptoms	Included in Fixed Fee
• Monitoring Patient Condition	Included in Fixed Fee
• Referral to Physical Therapy	Included in Fixed Fee
• Prescription Management: Prescribing / ePrescribing / Single-Dose OTCs	Included in Fixed Fee
• Annual Exams and Screenings, including lab draws (excludes external lab processing)	Included in Fixed Fee
• Ear Canal Lavage	Included in Fixed Fee
• Pulse Oximetry	Included in Fixed Fee
• Well Care (Female / Male), including lab draws (excludes external lab processing)	Included in Fixed Fee
• Pregnancy Support & Education	Included in Fixed Fee
• Administration of Vaccinations, Immunizations & Allegry Shots	Included in Fixed Fee
• Vaccines	Separate charge at Pass Through Cost
• Flu Shots	Separate charge
• Blood Pressure Checks	Included in Fixed Fee
• Lab Draws	Included in Fixed Fee
• Primary Care Chronic Disease / Condition Management	Included in Fixed Fee
• Preventive Care / Wellness Services	Included in Fixed Fee
• Patient Education	Included in Fixed Fee
• Self-Monitoring Program Assistance	Included in Fixed Fee
• Injury Prevention Counseling	Included in Fixed Fee

Marathon Health - Scope of Services	
• Lifestyle Modification Advice & Counseling	Included in Fixed Fee
• Nutritional Consultations	Included in Fixed Fee
• Medical Consultation Services	Included in Fixed Fee
• Vendor & Provider Coordination and Referral Management	Included in Fixed Fee
• Arrange Transportation for Ill or Injured Employees	Included in Fixed Fee
• Bio-Hazardous Waste Management & Removal	Included in Fixed Fee
• Patient Satisfaction Surveys	Included in Fixed Fee
Onsite Standard Labs (CLIA Waived)	
• Glucose (excludes mass population testing)	Included in Fixed Fee
• Cholesterol / Lipid Panel (excludes mass population testing)	Included in Fixed Fee
• Rapid Strep Test	Included in Fixed Fee
• Urinalysis, Dipstick Test	Included in Fixed Fee
• Pregnancy Test, Urine	Included in Fixed Fee
• Occult Blood, Fecal for Stool Guiac Test	Included in Fixed Fee
• Hemoglobin A1C	Included in Fixed Fee
Population Risk Stratification of 3rd Party Data	
• Mapping HRA (Can Map Carrier / 3rd Party HRA Data to EMR / PHR Systems)	Included in Fixed Fee.
• Mapping Biometric Testing (Can Map Carrier / 3rd Party Biometric Data to EMR / PHR Systems)	Included in Fixed Fee.
• Detailed Claims Analysis	Included in Fixed Fee.
Protocol Directed & Evidence Based Clinical Disease Management (Face to Face Delivery)	
• Coronary Artery Disease	Included in Fixed Fee.
• Diabetes	Included in Fixed Fee.
• Asthma	Included in Fixed Fee.
• Hypertension	Included in Fixed Fee.
• Congestive Heart Failure	Included in Fixed Fee.
• Obesity	Included in Fixed Fee.
• Back Pain	Included in Fixed Fee.
• Allergies	Included in Fixed Fee.
• Stress & Depression	Included in Fixed Fee.
• Peripheral Artery Disease	Included in Fixed Fee.
• CVA (Stroke)	Included in Fixed Fee.
• Migraines	Included in Fixed Fee.
• GERD	Included in Fixed Fee.
• Peptic Ulcer Disorder	Included in Fixed Fee.
• Inflammatory Bowel Disease	Included in Fixed Fee.
• Ostopenia	Included in Fixed Fee.
• Rheumatoid Arthritis	Included in Fixed Fee.
• Osteo arthritis	Included in Fixed Fee.
• Chronic Kidney	Included in Fixed Fee.
• Stress & Depression	Included in Fixed Fee.
• Protocol Directed Referral to 3rd Party / Carrier Based Disease & Condition Management Programs	Included in Fixed Fee.
Onsite Lifestyle Management (LM), Wellness and Health Promotion	
• HRA: Online (Health History, Medications, Family Medical History, Health Practices, Exercise, Diet & Nutrition, Readiness)	Included in Fixed Fee.

Marathon Health - Scope of Services	
• HRA: Paper (Health History, Medications, Family Medical History, Health Practices, Exercise, Diet & Nutrition, Readiness)	Included in Fixed Fee.
• Biometric Testing: Mass Population	Separate charge
• Biometric Testing: Individual	Included in Fixed Fee.
• Stage of Change Assessment (Transtheoretical Model)	Included in Fixed Fee.
• Employ Motivational Interviewing Techniques Through Coaching Process	Included in Fixed Fee.
• Employ Mindfulness Through Coaching Process	Included in Fixed Fee.
• Comprehensive Health Review & Exams	Included in Fixed Fee.
• Risk Reduction Goal Setting and Follow Up	Included in Fixed Fee.
• Face to Face Individual Lifestyle Management Coaching & Couseling	Included in Fixed Fee.
Weight Management, Fitness & Nutrition	Included in Fixed Fee.
Cholesterol	Included in Fixed Fee.
Stress & Depression	Included in Fixed Fee.
Tobacco Cessation	Included in Fixed Fee.
Pre-Diabetes	Included in Fixed Fee.
Pre-Hypertension	Included in Fixed Fee.
• Protocol Directed Referral to 3rd Party / Carrier Based Telephonic & Web Based Lifestyle Management Programs	Included in Fixed Fee.
• Group Lifestyle Management Classes, Support & Challenges	Included in Fixed Fee.
Weight Management, Fitness & Nutrition	Included in Fixed Fee.
Cholesterol	Included in Fixed Fee.
Stress & Depression	Included in Fixed Fee.
Tobacco Cessation	Included in Fixed Fee.
Pre-Diabetes	Included in Fixed Fee.
Pre-Hypertension	Included in Fixed Fee.
• Protocol Directed Referral to 3rd Party / Carrier Based Telephonic & Web Based Lifestyle Management Programs	Included in Fixed Fee.
• Blood Pressure Screening Events	Included in Fixed Fee.
• Pre-Packaged Annual Health Promotions (Calendar of Events)	Included in Fixed Fee.
Weight Loss / Biggest Loser Contest	Included in Fixed Fee.
Heart Health Lunch & Learn	Included in Fixed Fee.
High Blood Pressure Lunch & Learn	Included in Fixed Fee.
Cancer Control Lunch & Learn	Included in Fixed Fee.
Arthritis Lunch & Learn	Included in Fixed Fee.
Diabetes Lunch & Learn	Included in Fixed Fee.
Sun Care / Summer Safety Lunch & Learn	Included in Fixed Fee.
Back Health Lunch & Learn	Included in Fixed Fee.
Cholesterol Lunch & Learn	Included in Fixed Fee.
• Group Walking Programs & Challenges	Included in Fixed Fee.
• Fitness Center Coordination (Where Available)	Included in Fixed Fee.
• Patient / Member Health Education	Included in Fixed Fee.
Cold and Flu	Included in Fixed Fee.
Understanding carbohydrates	Included in Fixed Fee.
Healthy Living 101	Included in Fixed Fee.
Fad Diets	Included in Fixed Fee.
Nutrition facts and label reading	Included in Fixed Fee.

Marathon Health - Scope of Services	
Cholesterol	Included in Fixed Fee.
Diabetes	Included in Fixed Fee.
Stress workshops	Included in Fixed Fee.
Exercise	Included in Fixed Fee.
Web Based Lifestyle Management (LM), Wellness and Health Promotion (See PHR)	
• Multi-Week Self Directed Wellness Workshops	Included in Fixed Fee.
Diabetes Prevention	Included in Fixed Fee.
Cardiovascular Disease Prevention	Included in Fixed Fee.
Nutrition	Included in Fixed Fee.
Exercise	Included in Fixed Fee.
• Interactive Diet & Nutrition Tools	Included in Fixed Fee.
Progress To Goal	Included in Fixed Fee.
Weight Tracking	Included in Fixed Fee.
Health Log	Included in Fixed Fee.
Food Log	Included in Fixed Fee.
Recipes	Included in Fixed Fee.
Meal Planning	Included in Fixed Fee.
Diet Analysis	Included in Fixed Fee.
Nutritional Needs Calculator	Included in Fixed Fee.
• Interactive Fitness & Exercise Tools	Included in Fixed Fee.
Personalized Exercise Plans	Included in Fixed Fee.
Cardio Log	Included in Fixed Fee.
Strength Training Log	Included in Fixed Fee.
Pedometer Tracker	Included in Fixed Fee.
Exercise Sample & Instructional Videos	Included in Fixed Fee.
Body Measurements	Included in Fixed Fee.
• Interactive Fitness & Exercise Tools (Healthwise Knowledgebase)	Included in Fixed Fee.
• Interactive Lifestyle Checkup Tools (Healthwise Knowledgebase)	Included in Fixed Fee.
• Pregnancy Tools (Healthwise Knowledgebase)	Included in Fixed Fee.
• Searchable Health Topics (Healthwise Knowledgebase)	Included in Fixed Fee.
• Categorical Health Learning Center (Healthwise Knowledgebase)	Included in Fixed Fee.
• Featured Monthly Health Articles	Included in Fixed Fee.
• Wellness Library Articles	Included in Fixed Fee.
Fitness	Included in Fixed Fee.
Nutrition	Included in Fixed Fee.
Preventive	Included in Fixed Fee.
Occupational Health & Medicine	
• First Treatment of Work Related Injuries	Included in Fixed Fee.
• Orthopedic Injuries (Sprains & Strains)	Included in Fixed Fee.
• Travel Medicine	Included in Fixed Fee.
• Work Related Exams and Physicals (DOT) (excludes external lab processing)	Included in Fixed Fee if Service is Requested.
• Medical Surveillance (excludes external lab processing)	Included in Fixed Fee if Service is Requested.
• Return to Work & Fitness for Duty Exams (excludes external lab processing)	Included in Fixed Fee if Service is Requested.

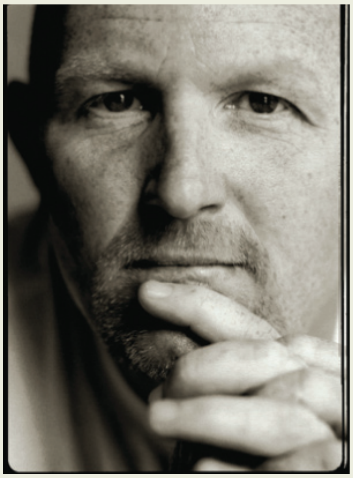
Marathon Health - Scope of Services	
• Urine Collection for Drug Screening	Included in Fixed Fee if Service is Requested.
• Breath Alcohol Testing	Included in Fixed Fee if Service is Requested.
• Audiometric Testing	Included in Fixed Fee if Service is Requested.
• Respiratory Physicals (qualitative)	Included in Fixed Fee if Service is Requested.
Medication	
• Onsite prepackaged pharmaceutical dispensing	Included in Fixed Fee if Service is Requested.
• Prepackaged pharmaceuticals	Separate charge at Pass Through Cost
• Facilitate Concierge Rx Services	Included in Fixed Fee.
• OTC Medications (Single-Dose)	Included in Fixed Fee.
• Medication Management	Included in Fixed Fee.
• First Fill Adherence / Compliance Counseling	Included in Fixed Fee.
• Drug Utilization Review	Included in Fixed Fee.
• ePrescribing / PBM Data Integration	Included in Fixed Fee.
Technology	
Electronic Medical Record	
• Proprietary EMR for Clinicians	Included in Fixed Fee.
• Claims Data Integration	Included in Fixed Fee.
• Biometric Data Integration	Included in Fixed Fee.
• HRA Data Integration	Included in Fixed Fee.
• Risk Stratified Patient Lists for Proactive Outreach to At Risk / Chronic Members	Included in Fixed Fee.
• Ability to Capture and Track Member Clinical Results Over Time	Included in Fixed Fee.
• Provider Schedules	Included in Fixed Fee.
• Workflow Support with "To Do" Lists for Clinicians	Included in Fixed Fee.
• Clinical Note Documentation	Included in Fixed Fee.
• Encounter Completion (ICD-9 and CPT Codes)	Included in Fixed Fee.
• Disease Management Protocols	Included in Fixed Fee.
• Evidence Based Decision Support Tools & Logic (PKC)	Included in Fixed Fee.
• Reporting to Stratify Employee Population and Documentation of Follow Up Care	Included in Fixed Fee.
• Fully Integrated with Personal Health Record	Included in Fixed Fee.
• Secure Web Messaging to Members / Patients	Included in Fixed Fee.
• Scanned Document Storage (Labs, XRay, Etc)	Included in Fixed Fee.
Personal Health Record (See Web Based LM)	
• Proprietary PHR for Members	Included in Fixed Fee.
• Wellness Profile & Scorecard	Included in Fixed Fee.
• Personalized Health Improvement Plans	Included in Fixed Fee.
• Fitness & Nutrition Trackers	Included in Fixed Fee.
• Registered Dieticians and Fitness Trainers	Included in Fixed Fee.
• Personalized Wellness Initiatives and Instructions	Included in Fixed Fee.
• Secure Web Messaging to Onsite Clinicians	Included in Fixed Fee.
• Integrated Decision Support Tools (PKC)	Included in Fixed Fee.

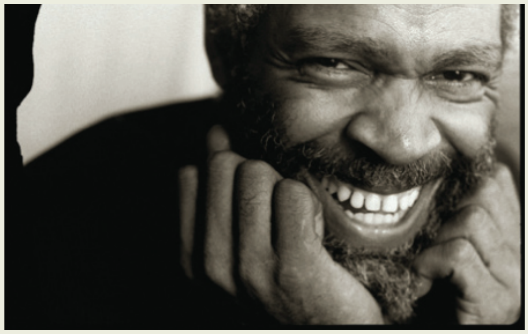
Marathon Health - Scope of Services	
• Searchable Consumer Health Information (Healthwise Knowledgebase)	Included in Fixed Fee.
• Electronic Appointment Scheduling (Acute, Primary, Occ, Coaching, DM)	Included in Fixed Fee.
• Customized Links to Client Partners (Carrier, EAP, Wellness, HR)	Included in Fixed Fee.
• Customized Content Based Upon Client Needs (Newsletter, Carrier, Etc)	Included in Fixed Fee.
Evidence Based Decision Support Tools & Logic (Integrated Problem Knowledge Couplers)	
• Abdominal Pain Diagnosis	Included in Fixed Fee.
• Abnormal Vaginal Bleeding Diagnosis	Included in Fixed Fee.
• Acid Reflux Disease Management	Included in Fixed Fee.
• Acne Management	Included in Fixed Fee.
• Acute Low Back Pain Triage	Included in Fixed Fee.
• Adolescent Wellness Visit: 11 to 17 Years	Included in Fixed Fee.
• Advance Directives: Living Will and Healthcare Proxy	Included in Fixed Fee.
• Angina and Stable Coronay Heart Disease Management	Included in Fixed Fee.
• Asthma Management	Included in Fixed Fee.
• Birth Control Choices	Included in Fixed Fee.
• Blood in Urine Diagnosis	Included in Fixed Fee.
• Carpal Tunnel Syndrome Management	Included in Fixed Fee.
• Chest Pain Diagnosis	Included in Fixed Fee.
• Cholesterol and Triglycerides Management	Included in Fixed Fee.
• Computer Workstation Ergonomics	Included in Fixed Fee.
• Constipation Diagnosis	Included in Fixed Fee.
• COPD Management	Included in Fixed Fee.
• Cough Diagnosis	Included in Fixed Fee.
• Current Problem Profile	Included in Fixed Fee.
• Depression / Anxiety Diagnosis	Included in Fixed Fee.
• Diabetes Management	Included in Fixed Fee.
• Diarrhea Diagnosis	Included in Fixed Fee.
• Dizziness or Vertigo Diagnosis	Included in Fixed Fee.
• Ear Problem Diagnosis	Included in Fixed Fee.
• Elbow Problem Diagnosis	Included in Fixed Fee.
• Enlarged Prostate (BPH) Management	Included in Fixed Fee.
• Erectile Dysfunction Diagnosis	Included in Fixed Fee.
• Erectile Dysfunction Management	Included in Fixed Fee.
• Exercise for Health	Included in Fixed Fee.
• Eye Problem Profile	Included in Fixed Fee.
• Failure to Thrive Diagnosis in Children Aged 2 to 5	Included in Fixed Fee.
• Fainting Diagnosis	Included in Fixed Fee.
• Fatigue Problem Profile	Included in Fixed Fee.
• Female Infertility Diagnosis	Included in Fixed Fee.
• Female Urinary Problems Diagnosis	Included in Fixed Fee.
• Foot and Ankle Problem Diagnosis	Included in Fixed Fee.
• Hand or Wrist Problem Diagnosis	Included in Fixed Fee.
• Headache Diagnosis	Included in Fixed Fee.
• Health History Screening	Included in Fixed Fee.
• Healthy Eating	Included in Fixed Fee.
• Heart Failure Diagnosis	Included in Fixed Fee.

Marathon Health - Scope of Services	
• Heart Failure Management	Included in Fixed Fee.
• High Blood Pressure Diagnosis	Included in Fixed Fee.
• High Blood Pressure Management	Included in Fixed Fee.
• Hip, Groin or Buttock Problem Diagnosis	Included in Fixed Fee.
• Hives Diagnosis	Included in Fixed Fee.
• International Travel Health	Included in Fixed Fee.
• Itching Diagnosis	Included in Fixed Fee.
• Joint Pain Diagnosis	Included in Fixed Fee.
• Knee Arthritis Management	Included in Fixed Fee.
• Knee Problem Diagnosis	Included in Fixed Fee.
• Low Back Pain Diagnosis	Included in Fixed Fee.
• Memory Problem or Confusion Diagnosis	Included in Fixed Fee.
• Menopause Management	Included in Fixed Fee.
• Mental Health Screening	Included in Fixed Fee.
• Migraine Management	Included in Fixed Fee.
• Mouth Problem Profile	Included in Fixed Fee.
• Multiple Sclerosis Management	Included in Fixed Fee.
• Muskuloskelatal Screening: Strength, Flexibility, Posture	Included in Fixed Fee.
• Nasal Allergies Management	Included in Fixed Fee.
• Neck Problem Profile	Included in Fixed Fee.
• Older Adult Wellness and Health Review	Included in Fixed Fee.
• Palpitations Problem Profile	Included in Fixed Fee.
• Pediatric Back Pain Diagnosis	Included in Fixed Fee.
• Pediatric Chronic Cough Diagnosis	Included in Fixed Fee.
• Pediatric Enlarged Lymph Node Diagnosis	Included in Fixed Fee.
• Pediatric Joint Pain Diagnosis	Included in Fixed Fee.
• Pediatric Overweight Diagnosis	Included in Fixed Fee.
• Pediatric Weight Management	Included in Fixed Fee.
• Periodic Health Evaluation Screening	Included in Fixed Fee.
• Physical Exam Screening	Included in Fixed Fee.
• Preconception Guidance	Included in Fixed Fee.
• Preparing for Your Operation	Included in Fixed Fee.
• Ringing in the Ear or Other Sound Sensation Diagnosis	Included in Fixed Fee.
• Risk Assessment for Breast Cancer	Included in Fixed Fee.
• Risk Assessment for Cholorectal Cancer	Included in Fixed Fee.
• Risk Assessment for Diabetes	Included in Fixed Fee.
• Risk Assessment for Heart Disease	Included in Fixed Fee.
• Runny or Stuffy Nose Diagnosis	Included in Fixed Fee.
• Shortness of Breath Diagnosis	Included in Fixed Fee.
• Shoulder Problem Diagnosis	Included in Fixed Fee.
• Sleep Problem Diagnosis	Included in Fixed Fee.
• Snoring Diagnosis	Included in Fixed Fee.
• Sore Throat or Other Throat Pain Diagnosis	Included in Fixed Fee.
• State Required Newborn Screening Tests	Included in Fixed Fee.
• Stress Management	Included in Fixed Fee.
• Swallowing Problem Diagnosis	Included in Fixed Fee.

Marathon Health - Scope of Services	
• Tobacco: How to Quit	Included in Fixed Fee.
• Tremor of Shaking Diagnosis	Included in Fixed Fee.
• Upper Respiratory Symptoms Profile	Included in Fixed Fee.
• Urinary Incontinence Diagnosis	Included in Fixed Fee.
• VA HRAI Prototype	Included in Fixed Fee.
• Vaginal Vulvar Problem Diagnosis	Included in Fixed Fee.
• Vomiting Diagnosis	Included in Fixed Fee.
• Weight Management	Included in Fixed Fee.
• Well Child Visit: 1 Week to 10 Years	Included in Fixed Fee.
• Wellness and Health Review	Included in Fixed Fee.
Primary Care & DM / LM Reporting	
• Clinic Utilization	Included in Fixed Fee.
• Unique patients seen	Included in Fixed Fee.
• Number of encounters	Included in Fixed Fee.
• Top reasons for clinic visit	Included in Fixed Fee.
• Top diagnoses	Included in Fixed Fee.
• Participation levels	Included in Fixed Fee.
• Clinic encounters	Included in Fixed Fee.
• Diagnoses	Included in Fixed Fee.
• Prescriptions written	Included in Fixed Fee.
• Medication dispensed	Included in Fixed Fee.
• Value of Primary Care delivered	Included in Fixed Fee.
• Employees with chronic condition at standard of care	Included in Fixed Fee.
• Employees with health risk and / or pre-disease	Included in Fixed Fee.
• Employees making progress toward health goals	Included in Fixed Fee.
• Excess cost associated with risk profile	Included in Fixed Fee.
• Savings associated with change to risk profile	Included in Fixed Fee.
• Population risk profile	Included in Fixed Fee.
• Risk prevalence vs. targets	Included in Fixed Fee.
• Patient satisfaction	Included in Fixed Fee.
• Client satisfaction	Included in Fixed Fee.
• Incidence and prevelance of disease in population	Included in Fixed Fee.
• Population based penetration rates	Included in Fixed Fee.
• Projected savings for risk reduction and mitigation	Included in Fixed Fee.
• Key indicators vs Group Health Norm	Included in Fixed Fee.
Clinic Medical Equipment	
• Exam Tables, Centrifuges, Colestech Machines, etc.	Included in Fixed Fee.
Supplies	
• All Marathon Health standard medical office supplies (bandages, gauze, tape, q-tips, etc)	Included in Fixed Fee.
• Administrative Supplies (pens, paper, prescription pads, etc)	Included in Fixed Fee.
Member Communications	
• Printing costs for all standard marketing materials	Included in Fixed Fee.
• Co-branding of materials	Included in Fixed Fee.
• Custom Communications	Separate charge
Clinic Management	

Marathon Health - Scope of Services	
• All clinic management, account management, etc	Included in Fixed Fee.





CLIENT REPORTING PACKAGE

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MARATHON HEALTH CLIENT REPORTS

PG NO.	REPORT NAME	INDIVIDUAL	CLINICIAN	COMPANY	FREQUENCY	DESCRIPTION
3.	Individual Screening Results	x	x		On Demand	Individual results relative to healthy ranges on 20 key factors
4.	Individual Wellness Score	x	x		On Demand	Health scorecard predicting the individual's overall risk of disease
5.	Clinical Disease Management Stratification		x		On Demand	This report lists active disease management patients
6.	Clinical Risk Stratification		x		On Demand	This report lists active lifestyle risk patients
7.	Progress Towards Goals Individual		x		On Demand	Graph of changes to biometrics overtime
8.	Excess Costs Tied to Risk Profile		x	x	Annual	Excess cost due to chronic conditions and identified risks
9.	High Risk Employees		x	x	Annual	Count of high risk employees and associated excess cost
10.	Population Risk Profile		x	x	Annual	Prevalence rates vs. US average for all chronic conditions and risk factors
11.	Risk Prevalence vs. Targets		x	x	Annual	Targeted modification to company risk profile and estimated savings
12.	Risk Profile Executive Summary		x	x	Annual	Executive summary of risk profile and excess cost associated with profile
13.	Change in Prevalence Rates		x	x	Semi-Annual	This chart shows change in prevalence rates for biometric measures
14.	Progress Toward Biometric Goals		x	x	Semi-Annual	The chart shows progress toward biometric goals
15.	Clinic Activity Report		x	x	Monthly	Onsite clinic visit volume by procedure and diagnosis
19.	Impact on Paid Claims: Total Spend		x	x	Semi-Annual	This graph shows changes to paid claims: total spend
21.	System Performance Measures		x	x	Annual	Total system performance key metrics

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INDIVIDUAL SCREENING RESULTS

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Personal Health Record for: Flores, Maria

my personal Marathon

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Goals | Summary | History | Results/Guidelines | Profile | Personal Info | Documents | Print

View HHRA Go Clinical Guidelines Risk Level: In Target Range Low ! Moderate High Show All Show Graph Print

Select Columns	11/24/2010 MH(Non-Fasting)	9/21/2010 MH(Fasting)	4/19/2009 MH(Fasting)	Risk Ranges	How Often	Next Due	Why this is important to you
Systolic Blood Pressure	120	132 !	120	High: 140 or more Mod: 130-139 Low: 121-129 Target: 120 or less	Yearly	11/24/2011	Your blood pressure consists of two numbers: systolic and diastolic. The systolic number shows how hard the blood pushes when the heart is pumping. Elevated blood pressure can cause damage to your arteries, heart, and kidneys and lead to heart disease or stroke.
Diastolic Blood Pressure	80	94	78	High: 90 or more Mod: 81-89 Target: 80 or less	Yearly	11/24/2011	Your blood pressure consists of two numbers: systolic and diastolic. The diastolic number shows how hard the blood pushes between heartbeats, when the heart is relaxed and filling with blood.
Height (in.)	63	63	63	Not applicable	Once		
Weight (lbs.)	149	158	155	Not applicable	Yearly	11/24/2011	Being at a healthy weight can reduce your risk of weight-related diseases, such as heart disease, sleep apnea, diabetes, high blood pressure, and stroke.
Body Mass Index (BMI)	26.4 !	28.1 !	27.5 !	High: 30 or more Moderate: 25 - 29.9 Target: 24.9 or less	Yearly	11/24/2011	BMI is an estimate of body fat. The higher the BMI, the greater the risk of some diseases, including high blood pressure, heart disease, stroke, osteoarthritis, and diabetes.
Fasting Blood Glucose	84	84	82	High: 126 or more Mod: 110-125 Low: 101 - 109 Target: 100 or less	Every 5 yrs.	11/24/2015	Blood glucose levels that remain high over time can damage your eyes, kidneys, nerves, and blood vessels.
Total Cholesterol	178	198	188	High: 240 or more Mod: 201 - 239 Target: 200 or less	Every 5 yrs.	11/24/2015	Too much cholesterol can build up along the inside of blood vessel walls, forming what is known as plaque; which can increase your chances of heart disease or stroke.
LDL Cholesterol	155	148	144	High: 190 or more Mod:160-189 Low: 130 - 159 Target: 129 or less	Every 5 yrs.	11/24/2015	Sometimes called "bad cholesterol". A high LDL cholesterol level may increase your chances of developing heart disease.
HDL Cholesterol	35	42	40	High: 35 or less Mod: 36-39 Target: 40 or more	Every 5 yrs.	11/24/2015	Sometimes called "good cholesterol". A high level of HDL cholesterol may lower your chances of developing heart disease or stroke.
TC/HDL Ratio		4.2	4.4	High: 7.0 or more	Every 5 yrs.	9/21/2015	The total cholesterol (TC) to HDL-cholesterol

This report tells the individual the results of their health screening, where they need to focus and why.

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INDIVIDUAL WELLNESS SCORE

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Personal Health Record for: Flores, Maria

my personal Marathon

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Goals | Summary | History | Results/Guidelines | Profile | Personal Info | Documents | Print

View For: 03/02/2011 Update

Number of High Risks = 2 Wellness Score = 71 Print

Health Risk Category	Result	Risk	Pts (Max)
Blood Pressure			16 (16)
Systolic	120		
Diastolic	80		
Smoking/tobacco	Smokes cigarettes in certain situations (social occasions)		0 (8)
Alcohol Use			10 (12)
Alcohol Use Disorder Identification Test (AUDIT) score	3		
AUDIT-C: drinking in past year, 2 to 3 times a week (3)			
AUDIT-C: 1 to 2 drinks on typical day when drinking (0)			
AUDIT-C: 6+ drinks on one occasion past year, never (0)			
Cut down, Annoy, Guilty, and Eye opener (CAGE) Alcohol score	0 positive responses		
Glucose	84		8 (8)
Cholesterols			10 (18)
Total Cholesterol	178		
LDL Cholesterol	155		
HDL Cholesterol	35		
Body Mass Index (BMI)	26.4		4 (8)
Presence of High Risk Medical Condition(s)	No high risk medical condition		1 (1)
Stress	Stress level is low		6 (6)
Copes Well with Stress	Yes		2 (2)
Number of days of exercise in a typical week	1 - 2		3 (8)
Safety Belt	Always wears seat belt		2 (2)
Perception of Health	Very Good		3 (3)
Satisfaction with Life	In general, satisfied with life		2 (2)
Satisfaction with Job	Yes		2 (2)
Work days missed due to illness in past year	4 or less		2 (2)
Sleep 7-8 hours a night	No		0 (2)

This report provides the individual with an overall health score.

Wellness Score Key

Excellent:	92 to 100
Very Good:	80 to 91
Good:	70 to 79
Fair:	51 to 69
Poor:	50 or less

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CLINICAL DISEASE MANAGEMENT STRATIFICATION

Name: Allergies: MHP: E-mail:
Emp/Loc: Gender: PCP: User Name:
Phone: Language: DOB: FYI:

Schedule | To Do Lists | Record | PKC | Wellness | Med Content

Preferences ▼ | Logout | Help

Mail Box | Triage Mail Box | Tasks | Patient Lists

○ Life Style Risk Reduction ◉ Disease Management

View: Active DM Patients New

Filter
Customer: MH Location: All MHP: All
Last Name: First Name: Filter Clear

Patient	Type	Enrolled	CHR	HR	LSR	Chr Dis	Asthma	CAD	DM	HTN	COPD	CHF	Due	Last Activity		Status	
CHANEY, Dylan	E		09/02/09	0	1	2		X		X				10/28/09	View	Active	
BAER, LINDA	E			0	3	1				X					View	Active	
DIAZ, Laura	E			0	0	1				X				10/21/09	View	Active	
Harshbarger, SARAH	E			0	0	1	X								View	Active	
LIDDLE, Evette	E		09/10/09	1	1	1	X							10/28/09	View	Active	
Minor, ASHLEY	E			0	0	1				X				10/28/09	View	Active	
WHEATLEY, MICHAEL	E			2	0	1		X						02/09/10	View	Active	
ALLEN, DENISE	E			0	0	0									View	Active	
Angel, Rochelle	E			0	0	0									View	Active	
Atchley, MICHELLE	E			0	0	0									View	Active	
Bristol, JOHN	E		09/02/09	1	0	0									View	Active	
BRODERICK, Robert	E		01/21/10	2	2	0									View	Active	
Brown, Kenia	E			0	0	0									View	Active	
CAPRA, GERALD	E			0	0	0									View	Active	

This report lists active disease management patients.

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CLINICAL RISK STRATIFICATION

Name: Allergies: MHP: E-mail:
Emp/Loc: Gender: PCP: User Name:
Phone: Language: DOB: FYI:

Schedule | To Do Lists | Record | PKC | Wellness | Med Content

Preferences ▼ | Logout | Help

Mail Box | Triage Mail Box | Tasks | Patient Lists

Life Style Risk Reduction Disease Management

View: Active Life Style Risk Patients New

Filter
Customer: MH Location: All MHP: All
Last Name: First Name: Filter Clear

P	Patient	Type	HR	LSR	Chr Dis	CHR	HHRA	HRA Update	MHQ	Biometrics	Due	Last Activity		Status
H	BRODERICK, Robert	E	2	2	0	01/21/10			01/21/10	01/21/10		01/22/10	View	Active
H	Cordero, Luis	E	2	0	0		09/20/07	09/17/09		09/14/07		10/21/09	View	Active
H	Smith, CUONG	E	2	0	0	06/18/10	11/01/07		11/01/07			10/21/09	View	Active
H	Koontz Jr., HAZEM Tracey	E	1	1	0	09/29/09	01/22/07	08/19/09	09/29/09	09/29/09		10/21/09	View	Active
H	LIDDLE, Evette	E	1	1	1	09/10/09	08/19/09		08/24/09	08/21/09		10/21/09	View	Active
H	SIMENSTAD, WILLIAM	E	1	1	0	10/09/09	10/08/09		10/08/09	10/08/09		10/21/09	View	Active
M	WHEATLEY, MICHAEL	E	2	0	1		01/08/10					01/22/10	View	Active
M	Bristol, JOHN	E	1	0	0	09/02/09	08/19/09			08/19/09		10/22/09	View	Active
M	SMITH, SONJA A	E	1	0	0		11/02/09					01/22/10	View	Active
M	CARRERA, Lucy	E	0	0	0		09/17/09						View	Active
M	CHANEY, Dylan	E	0	1	2	09/02/09	09/01/09	12/14/09		08/20/09		10/22/09	View	Active
M	KHORSANDIAN-SANCHE, Theodore	E	0	0	0	09/29/09	09/29/09			09/24/09			View	Active
M	PETERSEN, Charles	E	0	0	0		03/08/07	09/20/09		03/09/07			View	Active
M	Rubin, JAMES	E	0	0	0		08/18/09		08/09/10	12/31/09			View	Active

This report lists active lifestyle risk patients.

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PROGRESS TOWARD GOALS: INDIVIDUAL

Emp Name: Flores, Maria | Allergies: NKA | MHP: Swan, Barbara | E-mail: bswan@marathon-health.com
Emp/Loc: DEMO / LAKESIDE | Gender: Female | PCP: Dr. Jim Smith | User Name: mflores@mh
Phone: 789-857-9999 | Language: English | DOB: 03/18/1967 (Age: 43) | FYI: Add

Schedule | To Do Lists | Record | PKC | Wellness | Med Content | Data Entry | Admin

Preferences ▼ | Logout | Help

Goals | Summary | History | Results/Guidelines | Content | Profile | Notes | Personal Info | Documents | Appts | Print

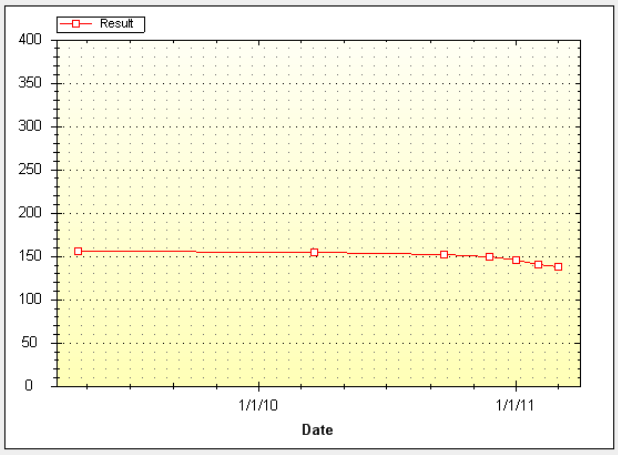
View: HHRA Go | Clinical Guidelines | Risk Level: In Target Range, Low, Moderate, High | Show All | Show Graph | Print

Select Columns	Add New	3/2/2011 MH Edit	2/2/2011 MH Edit	1/2/2011 MH Edit	11/24/2010 MH(Non-Fasting) Edit	9/21/2010 MH(Fasting) Edit	3/21/2010 MH(Fasting) Edit	Risk Ranges	How Often	Next Due
Systolic Blood Pressure					120	132 !		High: 140 or more Mod: 130-139 Low: 121-129	Yearly	11/24/2011
Diastolic Blood Pressure									Yearly	11/24/2011
Height (in.)									Once	
Weight (lbs.)									Yearly	3/2/2012
Body Mass Index (BMI)									Yearly	11/24/2011
Fasting Blood Glucose									Every 5 yrs.	11/24/2015
Total Cholesterol									Every 5 yrs.	11/24/2015
LDL Cholesterol									Every 5 yrs.	11/24/2015
HDL Cholesterol									Every 5 yrs.	11/24/2015
TC/HDL Ratio									Every 5 yrs.	9/21/2015
Triglycerides									Every 5 yrs.	11/24/2015

Result Graphs

Result Type
- Systolic Blood Pressure
- Diastolic Blood Pressure
- Height (in.)
- Weight (lbs.)
- Body Mass Index (BMI)
- Fasting Blood Glucose
- Total Cholesterol
- LDL Cholesterol
- HDL Cholesterol
- TC/HDL Ratio
- Triglycerides

Refresh



This report shows the individual how they are doing on their goals.

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EXCESS COSTS TIED TO RISK PROFILE

POPULATION 1,166

			CONDITION SPECIFIC (excess cost per year)		SAVINGS (percent of reduction)		
RISK FACTOR/ DISEASE STATE	**PREVALENCE RATE**	**PREDICTED CASES**	**EDINGTON**	**ICHSIS/ SYMMETRY**	**5%**	**7.5%**	**10%**
Hypertension	30.7%	358	$3,732	$3,864	$66,796	$100,194	$133,591
Hyperlipidemia	16.6%	194	$2,276	$3,252	$22,027	$33,040	$44,058
Obesity	31.3%	365	$2,633	n/a	$48,047	$72,070	$96,098
Diabetes	10.2%	119	$4,669	$5,400	$27,765	$41,647	$55,529
Coronary Artery Disease	6.2%	72	$8,299	$7,404	$29,998	$44,996	$59,995
Asthma	6.8%	79	n/a	$2,964	$11,750	$17,626	$23,501
COPD	5.2%	61	n/a	$5,076	$15,388	$23,083	$30,777
Smoking	20.8%	243	$2,290	n/a	$27,769	$41,654	$55,539
Stress (anxiety, depression)	24.9%	290	$2,571	n/a	$37,322	$55,984	$74,645
TOTAL SAVINGS					**$286,862**	**$430,293**	**$573,724**

This report calculates the excess cost associated with preventable claims.

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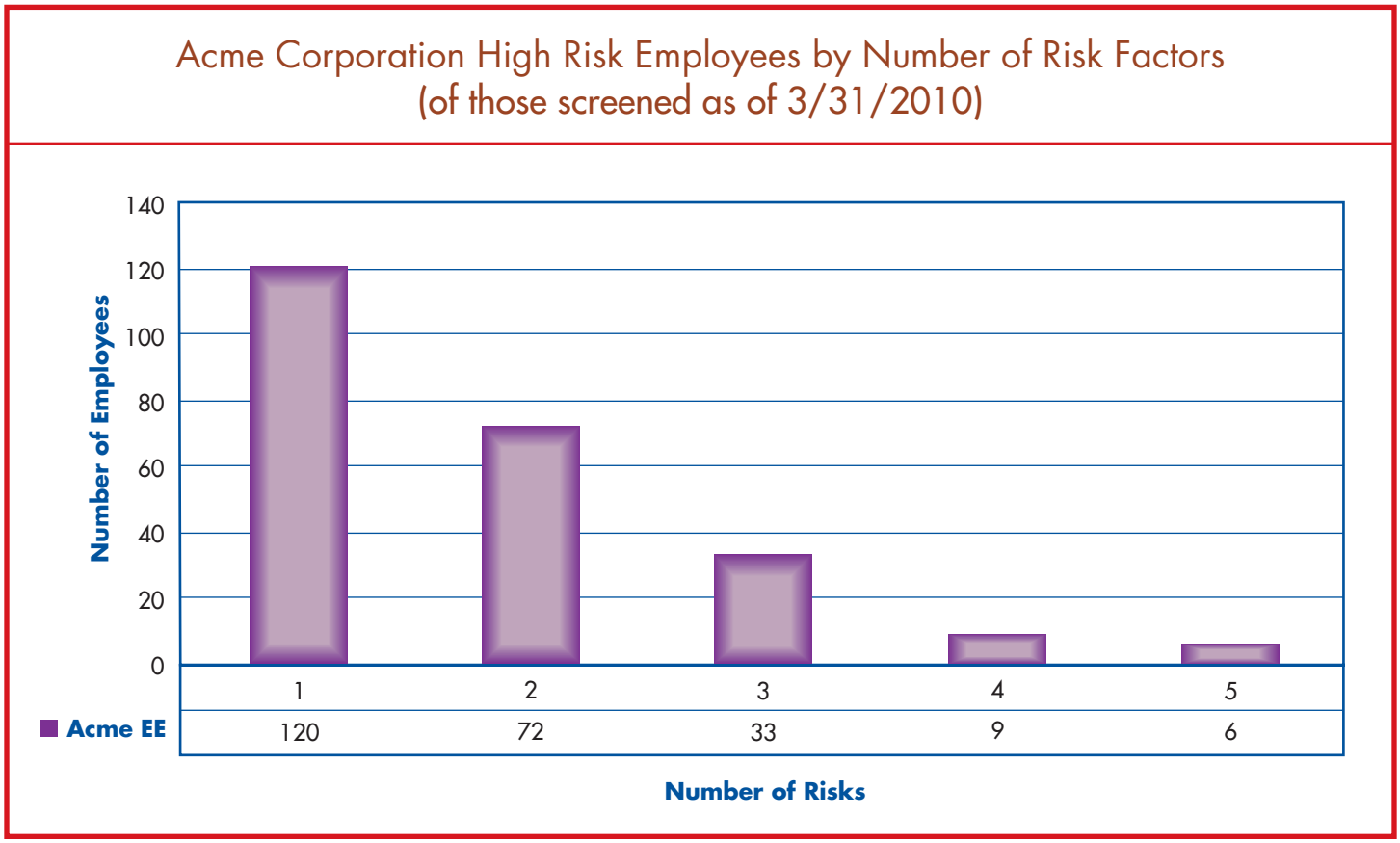
HIGH RISK EMPLOYEES



This report tells the company how many employees are at risk.

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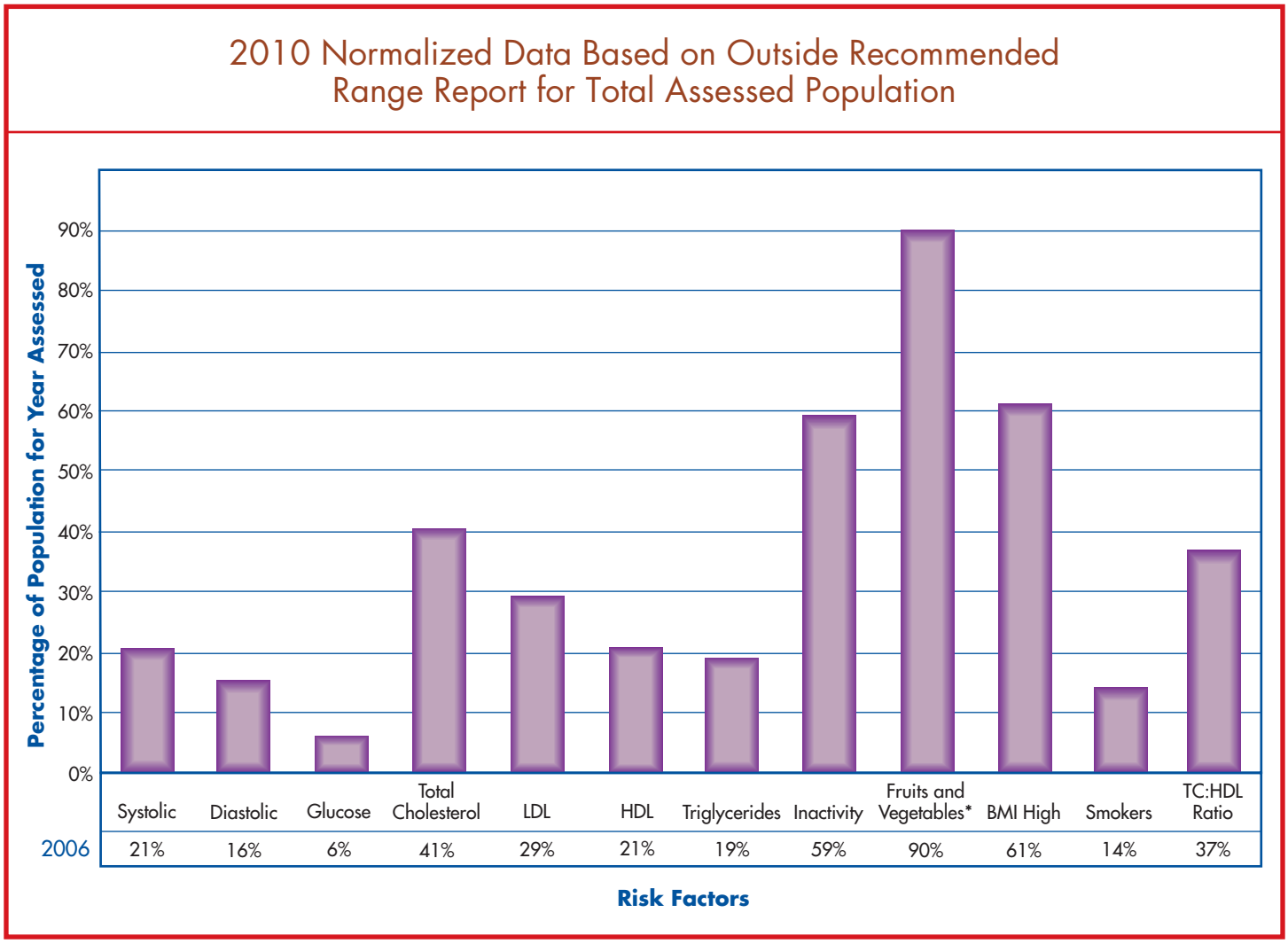
POPULATION RISK PROFILE



This report tells the company the prevalence rate for each risk factor.

*Reflects percentage of population that does not consume five or more servings of fruits and vegetables per day.

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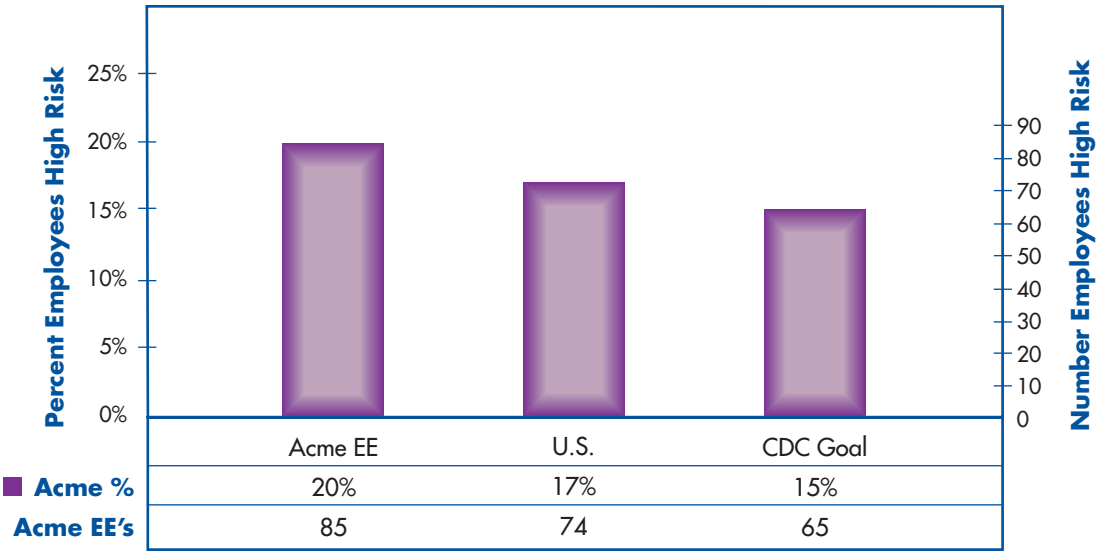
RISK PREVALENCE VS. TARGETS

High Cholesterol
Acme Employees Verses U.S. Prevalence and Healthy People 2010 Goal



	Acme EE	U.S.	CDC Goal
Acme %	20%	17%	15%
Acme EE's	85	74	65

This report compares company prevalence with the norm and CDC goals.

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RISK PROFILE EXECUTIVE SUMMARY

RISK FACTOR	ACME	BENCHMARK	STATUS
High Blood Pressure	21%	31%	
Tobacco Use	13%	21%	
Alcohol Abuse	4%	7%	
High Cholesterol	22%	17%	
High Blood Sugar/Pre-Diabetes	5%	7%	
Obesity	36%	31%	
Physical Inactivity	24%	22%	
High Stress	17%	26%	
Job Dissatisfaction	3%	50%	
Life Dissatisfaction	3%	42%	
Work-Loss Days	9%	20%	
Inadequate Sleep	44%	33%	
Perception of Health	1%	10%	
Health Care Flags	12%	n/a	n/a

This report provides an executive summary of the companies risk profile.

Status Key

- Highest Concern
- Medium Concern
- Least Concern

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CHANGE IN PREVALENCE RATES

SCREENING PERIOD 1 (OCTOBER 2009–APRIL 2010)			
	Obesity BMI>30	Hypertension High BP 140/90	Cholesterol TC>200
Matched Cohort	372	384	381
Employees No.	132	103	159
Employees %	35%	27%	42%
SCREENING PERIOD 1 (JANUARY 2009–MARCH 2010)			
	Obesity BMI>30	Hypertension High BP 140/90	Cholesterol TC>200
Matched Cohort	372	384	381
Employees No.	115	97	99
Employees %	31%	25%	26%
REDUCTION FROM BASELINE			
	Obesity BMI>30	Hypertension High BP 140/90	Cholesterol TC>200
Matched Cohort	372	384	381
Employees No.	17	6	60
Employees %	5%	2%	16%

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PROGRESS TOWARD BIOMETRIC GOALS

Customer: ABC

Location: All

Members: Employees Only

Cut-off Date 1: 12/31/2009

Cut-off Date 2: 5/15/2010

Biometric Category	Initial Patients Outside of Normal Range	Patients Who Made Progress Toward Normal Range	Percent of Patients Who Made Progress Toward Normal Range
Body Mass Index	466	130	27.90%
Systolic Blood Pressure	333	132	39.64%
Diastolic Blood Pressure	229	90	39.30%
Glucose	126	40	31.75%
Total Cholesterol	217	100	46.08%
LDL Cholesterol	223	99	44.39%
HDL Cholesterol	307	122	39.74%

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CLINIC ACTIVITY REPORT FOR JUNE 2010

The tables in this report summarize the clinic activity for June 2009 at the ACME Clinics. The report includes the following:

- Clinic activity by type of visit (CPT-4 codes) and the value of savings from the redirected care
- Projected vs. actual encounters
- Encounters/ month trended over time
- Reasons for visits (ICD-9 codes)
- Prescriptions written

Table 1: Patient Encounters and Savings from Redirected Care

CPT4 Code	Description	Encounters	Fee Equivalent	Total Savings
99214	Office Visit, Est. – L4 (25 min)	60	$89.31	$5,358.60
99213	Office Visit, Est. – L3 (15 min)	34	$58.98	$2,005.32
99412	Preventive Med Group Counseling (60 min)	34	$16.83	$572.22
99402	Preventive Med Counseling – L2 (30 min)	26	$63.01	$1,638.26
87430	Rapid Strep	16	$5.00	$80.00
99211	Office Visit, Est. – L1 (5 min)	16	$19.94	$319.04
99203	Office Visit, New – L3 (30 min)	10	$90.32	$903.20
82947	Glucose	6	$15.00	$90.00
36416	Fingerstick (Capillary Blood Collection)	5	$15.00	$75.00
99371	Telephone call – L1	5	$19.00	$95.00
99202	Office Visit, New – L2 (20 min)	5	$61.20	$306.00
99403	Preventive Med Counseling – L3 (45 min)	4	$86.86	$347.44
99212	Office Visit, Est. – L2 (10 min)	4	$36.21	$144.84
83721	LDL Cholesterol	4	$15.00	$60.00
80061	Cholesterol(s)	4	$20.00	$80.00
81002	Urinalysis, Dipstick	3	$5.00	$15.00
99215	Office Visit, Est. – L5 (40 min)	3	$120.53	$361.59
99404	Preventive Med Counseling – L4 (60 min)	3	$111.69	$335.07
99372	Telephone call – L2	2	$30.00	$60.00
99401	Preventive Med Counseling – L1 (15 min)	1	$37.80	$37.80
		207		**$12,884.38**

*Fingerstick encounters are excluded from total encounter count.

Table 2: Projected Vs. Actual Encounters

	Projected	Actual
Days Available	21	21
Encounters	200	207
Population	1367	1367
Rate (PP/Yr)	1.76	1.82
Per Day	9.55	9.86

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CLINIC ACTIVITY REPORT FOR JUNE 2010 (CONTINUED)

Figure 1: Encounter Trend

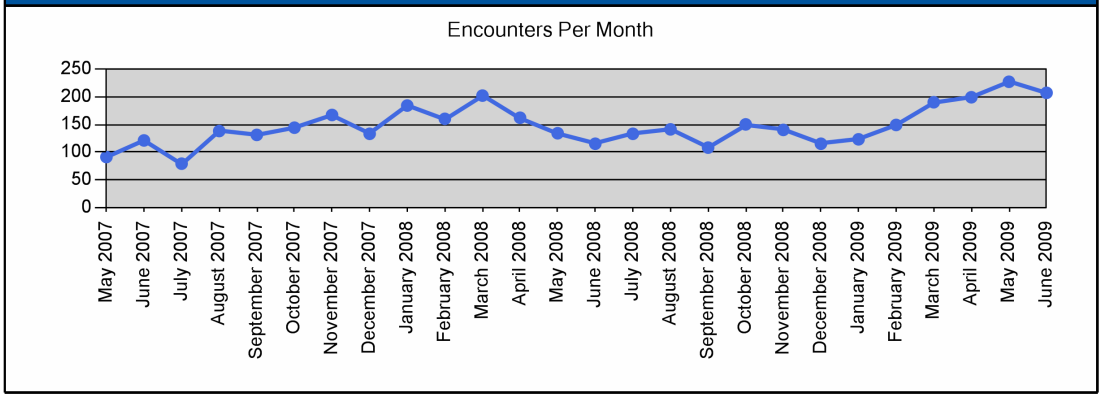

Table 3: Patient Diagnoses

ICD9 Code	Description	Total
V65.3	Diet and exercise counseling	55
461.9	Sinusitis, acute	15
462	Pharyngitis, acute	14
401.9	Hypertension	14
465.9	Upper respiratory infections	12
V58.3	Wound check or dressing change	9
796.2	Elevated blood pressure without hypertension	9
278.02	Overweight	8
786.2	Cough	7
466.0	Bronchitis, acute	7
372.0	Conjunctivitis, acute	6
V65.3	Dietary surveillance & counseling	5
	No Condition Applies	5
599.0	Urinary tract infection	5
782.1	Rash, skin	4
054.9	Herpes simplex	4
380.4	Cerumen impaction	4
272.4	Cholesterol or triglycerides elevated	3
477.9	Allergic rhinitis	3
493.90	Asthma	3
790.21	Glucose, fasting, impaired	3
346.90	Migraines	3
724.3	Sciatica	3
309	Stress	3
463	Tonsillitis	3
V65.42	Smoking cessation counseling	2
272.4	Hyperlipidemia	2

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CLINIC ACTIVITY REPORT FOR JUNE 2010 (CONTINUED)

Table 3: Patient Diagnoses		
ICD9 Code	Description	Total
723.1	Neck Pain	2
842	Hand sprain	2
682.9	Cellulitis, unspecified	2
V65.40	Counseling NOS	2
704.8	Folliculitis	2
89.7	General physical examination	2
790.29	Glucose, elevated	1
692.9	Dermatitis, eczema	1
562.10	Diverticulosis	1
724.2	Back pain, lower	1
372.30	Conjunctivitis	1
924.10	Contusion of lower leg	1
784.0	Headache	1
272.0	Hypercholesterolemia	1
214	Lipoma	1
V22	Normal pregnancy	1
782.0	Numbness	1
278.0	Obesity	1
873.43	Open wound of lip, uncomplicated	1
893.0	Open wound of toe(s), without mention of complication	1
388.70	Otalgia	1
374.84	Other disorders of eyelids; other disorders of eyelid; cysts of eyelid	1
382.9	Otitis media / ear infection	1
473	Sinusitis, persistent	1
709.9	Skin lesion	1
719.41	Shoulder pain	1
848.9	Unspecified site of sprain and strain	1
784.1	Throat pain	1
305.1	Tobacco use	1

Table 4: Prescriptions			
Date	Medication	Dosage	Condition
6/26/2006	Azithromycin	250 mg	Sinusitis, acute
6/26/2006	Cephalexin	250 mg	Cellulitis, unspecified
6/26/2006	Tobramycin ophthalmic solution		Conjunctivitis, acute
6/1/2009	Amoxicillin	500 mg	Otalgia
6/1/2009	Amoxicillin	500 mg	Bronchitis, acute
6/2/2009	Cephalexin	250 mg	Cellulitis, unspecified
6/2/2009	Tobramycin ophthalmic solution		Conjunctivitis, acute
6/2/2009	Nitrofurantoin	100 mg	UTI
6/2/2009	Flovent HFA with spacer	110mcg/act	Asthma

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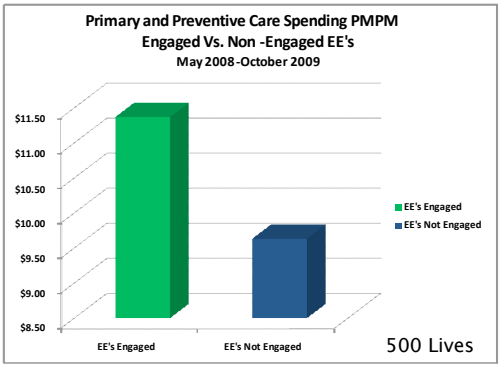
CLINIC ACTIVITY REPORT FOR JUNE 2010 (CONTINUED)

Table 4: Prescriptions			
Date	Medication	Dosage	Condition
6/3/2009	Azithromycin	250 mg	Tonsillitis
6/3/2009	Amoxicillin/Clavulanate	400 mg	Cellulitis, unspecified
6/4/2009	Cephalexin	250 mg	Folliculitis
6/4/2009	Triamcinolone acetonide cream		Folliculitis
6/4/2009	Cortisporin Otic Solution	10 ml	Cerumen impaction
6/5/2009	Azithromycin	250 mg	Upper respiratory infection
6/8/2009	Fluticasone nasal spray	50mcg/spray	Allergic rhinitis
6/8/2009	Triamcinolone acetonide cream		Rash, skin
6/9/2009	Azithromycin	250 mg	Bronchitis, acute
6/9/2009	Advair	250/50	Asthma
6/9/2009	Albuterol HFA Inhaler		Asthma
6/9/2009	Amoxicillin	500 mg	Bronchitis, acute
6/12/2009	Chantix (starter)		Tobacco Use
6/15/2009	Amoxicillin	500 mg	bronchitis, acute
6/15/2009	Keflex	500 mg	Wound check or dressing change
6/16/2009	Azithromycin	250 mg	Sinusitis, acute
6/16/2009	Amoxicillin	500 mg	Pharyngitis, acute
6/16/2009	Amoxicillin	500 mg	Pharyngitis, acute
6/16/2009	Amoxicillin	500 mg	Sinusitis, acute
6/16/2009	Amoxicillin	500 mg	Sinusitis, acute
6/16/2009	Fluticasone nasal spray	50mcg/spray	Sinusitis, acute
6/17/2009	Acyclovir	400 mg	Herpes simplex
6/18/2009	Azithromycin	250 mg	Pharyngitis
6/18/2009	Nitrofurantoin	100 mg	UTI
6/18/2009	Amoxicillin	500 mg	Sinusitis, acute
6/18/2009	Amoxicillin	500 mg	Otitis media, ear infection
6/22/2009	Amoxicillin	875 mg	Sinusitis, acute
6/22/2009	Amoxicillin	875 mg	Sinusitis, acute
6/23/2009	Albuterol HFA c spacer		Cough
6/25/2009	Allegra	180 mg	Allergic rhinitis
6/25/2009	Nitrofurantoin	100 mg	UTI
6/25/2009	Diflucan	150 mg	UTI
6/25/2009	Tobramycin ophthalmic solution		Conjunctivitis, acute
6/29/2009	Macrobid	100 mg	UTI
6/29/2009	Fluocinnide ointment		Dermatitis, ezcema
6/30/2009	Amoxicillin susp	400 mg/5 cc	Sinusitis, acute
6/30/2009	Valtrex	1 gm	Herpes simplex

IMPACT ON PAID CLAIMS: TOTAL SPEND

Small Client

Higher spending on primary and preventive care…



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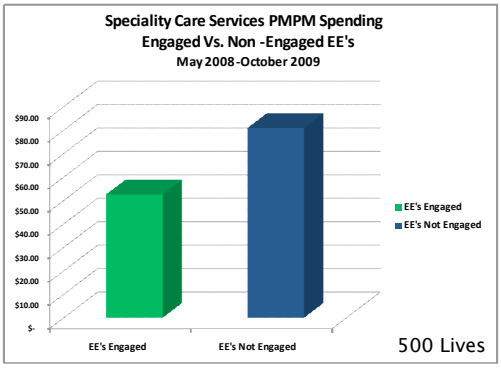
Lower spending on specialty care…



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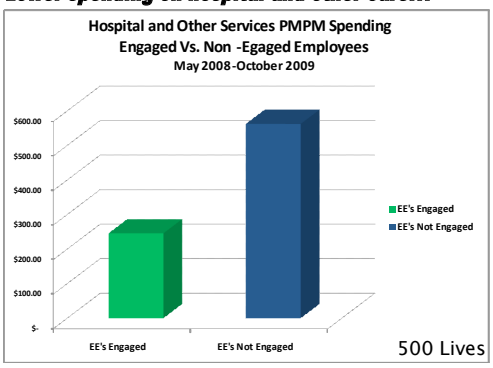
Lower spending on hospital and other care…



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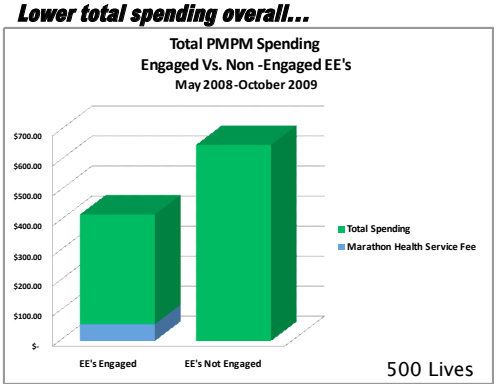
Lower total spending overall…



This graph shows changes to paid claims: total spend.
*Requires claims data from carrier.

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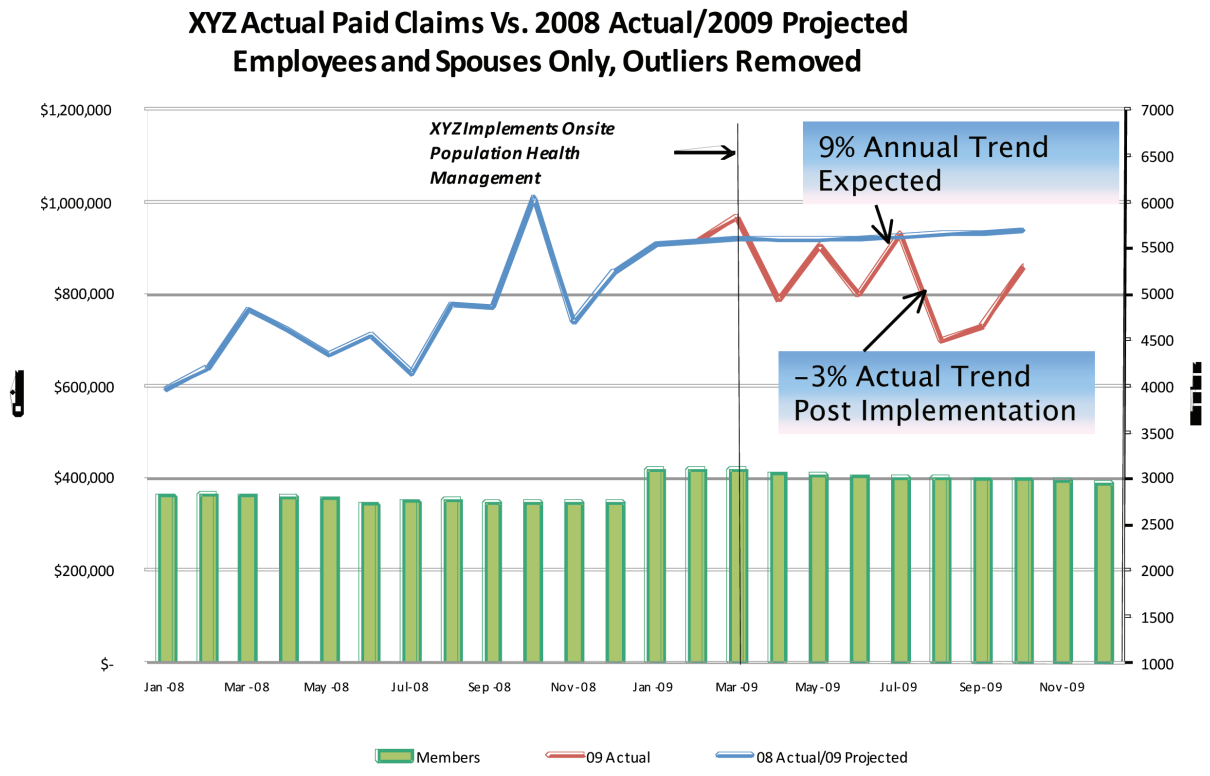
IMPACT ON PAID CLAIMS: TOTAL SPEND (CONTINUED)

Large Client



This graph shows changes to paid claims: total spend.
*Requires claims data from carrier.

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SYSTEM PERFORMANCE MEASURES

Category	Measure	Loosely Managed	Moderately Managed	Well Managed
Risk Management	HRA completion rate	< 20%	40%	60%
	Biometric screening rate	< 20%	40%	60%
	Percent at risk engaged	< 20%	40%	60%
	Diabetics at standard of care	< 20%	40%	60%
	Asthmatics at standard of care	< 20%	40%	60%
	CHD at standard of care	< 20%	40%	60%
Utilization	Office visits PMPY primary	1.0	1.8 (1.6)	2.5
	Office visits PMPY specialty	2.0	1.5 (1.8)	1.0
	Hospital adms per 1,000 pop	90 (90)	70	50
	ED visits per 1,000 pop	250 (227)	200	150
	Lab services PMPY	8 (7.5)	6.5	5
	Rx scripts PMPY	11.5	9.5 (9.6)	7.5
X				
Unit Cost	Primary care	$150	$101	$75 ($49)
	Specialty care	$225	$175	$125
	Hospital admission cost	$11,500 ($11,761)	$7,500	$5,000 ($54)
	ER visit cost	$1,000	$750 ($706)	$500
	Rx cost	$75	$50 ($54)	$30
=	Lab cost	$50	$35	$25 ($23)
Total Spend	PMPM Medical & Rx	$326.63	$263.97 ($240.08)	$201.30

Healthcare Price, Cost and Utilization Benchmarks, Vol. 5, HCPro, Inc., October, 2008
Milliman Healthcare Management Guidelines, 2007
Agency for Healthcare Research on Quality, Medical Expenditure Panel Survey (MEPS) data, August, 2006
Kaiser Family Foundation, National Healthcare Spending Data at http://www.kff.org/insurance/7031/ti2004-1-2.cfm
Marathon Health internal book of business data

Total system performance key metrics.
*Requires claims data from carrier.

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Quality Assurance Outline

Clinical Advisory Board: All clinical protocols, practices and processes are reviewed and updated by our clinical advisory board that is comprised of top medical experts in the field of onsite health. The members of this board include experts in quality assurance, motivational interviewing, Problem-Knowledge Couplers, behavioral change, nutrition, exercise, and primary care.

These board members include:

Barbara Swan, NP-C, Chief Clinical Officer, Marathon Health
Beverly Raymond, MSN, NP, Director of Clinical Services, Marathon Health
Charles MacLean, MD, Given Health Care, Burlington VT
Chris Stuart, MD, Northwest Family Physicians, Rogers MN
Dean Lea, PharmD, Director of Organizational Development, Marathon Health
Jean Harvey-Berino, PhD, RD University of Vermont
Jerry Ford, Chief Executive Officer, Marathon Health
Richard Pinckney, MD, Given Health Care, Burlington VT

Ongoing Credentialing: Annually, Marathon Health verifies that each clinician has a current license to practice in the state in which they are providing services and that they have maintained their national certification status (if applicable). The Director of Nurse Education and Recruitment is responsible for the maintenance of these records. The individual in this role also annually confirms that any legally required annual training has been met by each individual clinician. Specific actions include:

• Annually all clinical employees receive mandatory training around OSHA (blood borne pathogens) and HIPAA.
• Annual verification of professional license and certification status – confirmed with the designated medical/nursing boards.
• State rules and regulations for credentialing and licensing are identified and followed for each state in which we operate, most particularly in the state where the onsite health center is located for the client.
• An on-site personal evaluation of clinicians is performed onsite at least once annually.

Clinical Best Practices: Marathon Health employs a variety of tactics to ensure our clinicians have the latest medical knowledge available to them at the point of care.

Clinical Guidelines and Decision Support: All our clinicians have access to and make use of an online decision support tool called Problem Knowledge Couplers. This innovative tool, encompassing a 20+ year historical medical database, is continually updated and managed by a staff of 30 full-time medical researchers including physicians who review the latest medical literature to provide the most up- to-date medical information on an expanding list of conditions; currently comprised of 130 medical conditions. We use these tools to gather health information and develop solutions for our program participants. The Marathon Health clinician selects the

Coupler that addresses the health concern at hand and has the employee answer a series of questions online. Based on the participant's answers, the Coupler will electronically locate the medical information that is most pertinent to his or her unique situation and identify all possible treatment options. The dedicated research team makes updates to the database and releases a revised version for each condition every six months. All content is evidence-based and the review process includes board certified physicians. This Problem-Knowledge Coupler technology is deployed by the Department of Defense for our nation's 9+million armed services personnel and their family members as their core engine in determining evidence-based medical guidelines.

Clinical Reference Material: Our primary care providers receive an online subscription to UpToDate. UpToDate is a comprehensive evidence-based clinical information resource available to clinicians on the Web, desktop, and PDA. UpToDate is designed to get clinicians the concise, practical answers they need when they need them the most - at the point-of-care – specific to their specialty. Topics are written exclusively for UpToDate by clinicians for clinicians - more than 3,600 clinicians serve as authors. The content is comprehensive yet concise and it's fully referenced. It goes through an extensive peer review process to ensure that the information and recommendations accessed are accurate and reliable. UpToDate also offers AMA PRA Category 1 Continuing Medical Education (CME) Credit™, AAFP Prescribed credit, AAP credit, AOA credit, AAPA equivalent credit, and AANP contact hours while clinicians work. The credits can be automatically tracked both on their desktop and in their online versions.

Training Manuals: Comprehensive training manuals and documentation exists for the Marathon Health Clinicians for each of the following:
• Disease Management Protocols and Clinical Guidelines
• Life Style Risk Reduction Protocols and Clinical Guidelines
• Electronic Health Portal
• Policies and Procedures
• OSHA Guidelines

Weekly Clinical Meetings: All the Marathon Health Clinicians meet weekly via audioconference, which is organized by the Chief Nursing Officer, to review clinical workflows, case studies, guidelines and polices, and address questions and concerns.

Annual Review of National Clinical Guidelines: The clinical management team at Marathon Health annually reviews national clinical guideline documents for each of our core programs and adjusts program protocols accordingly.

National Certification and Continuing Education: Our clinicians are provided with an annual allowance and paid time off to meet their national certification continuing education requirements.

Quality Review Process:

Chart Audits – Each month the Medical Director assigned to each mid level provider reviews 10% of that provider's progress notes. The Medical Director (who will be a locally contracted

physician from your community) utilizes an evaluation tool that was created specifically to assure that the chart audit is comprehensive and includes all of the components of evaluation that are deemed important.

Onsite evaluation – Clinicians are evaluated onsite minimally annually. Typically this onsite evaluation occurs every 6 months.

Audio tape evaluation – Every year, the clinicians submit a tape recorded coaching session that is then reviewed by trainers at the corporate office. (Coaching sessions are not recorded without first obtaining consent from the employee who is participating in the coaching session.) The trainer who evaluates the sessions provides feedback to the clinician regarding their motivational interviewing and coaching skills and offers suggestions for improvement. Marathon Health is in the process for NCQA Certification of the following Disease Management Programs, which include Diabetes, Asthma, Hypertension, Chronic Obstructive Pulmonary Disease, Congestive Heart Failure and Coronary Artery Disease. Importantly, because of the Problem Knowledge Coupler capability, our software automatically provides our clinicians with the latest, up-to-date clinical literature relating to the specific participants condition.

In addition to the above evaluations, the Marathon Health Quality Assurance Committee annually selects two quality measures for each of our disease management programs as well as two overall performance measures to evaluate. The clinical team also annually determines performance improvement objectives and identifies and implements interventions to improve selected measures. As an example, this year for our Diabetes Disease Management Program we have selected two measures:

1. Percentage of identified diabetics within a clinic population who have completed a Diabetic Coupler Questionnaire.

2. Percentage of identified diabetics who have a documented Hemoglobin A1C.

Marathon Health follows the safety guidelines as outlined in the fourth addition of Uphold and Grahams *Clinical Guidelines in Family Practice.*