



Non-Elective Bundled Payments

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SOUND PHYSICIANS – WHO WE ARE

Our Growth Has Been Fueled By Our Performance



Physician-led Organization

Founded in 2001. Approximately 2,300 Physicians and 500 APPs in more than 230 acute care hospitals nationwide



Driving Acute Episodic Improvement

Through Emergency Medicine, Hospital Medicine, Critical Care, and Transitional Care



Managing \$1.7B in BPCI Program

Largest Physician group participant in CMS' Bundled Payment Care Improvement "BPCI" program



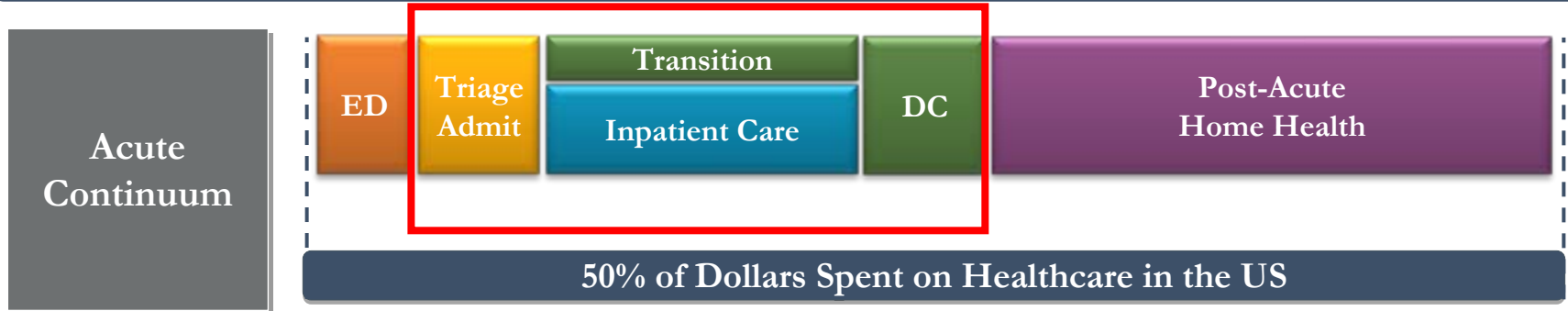
Annual Cost Savings of > \$1,000 per Episode

By demonstrating a track record of successfully managing care coordination

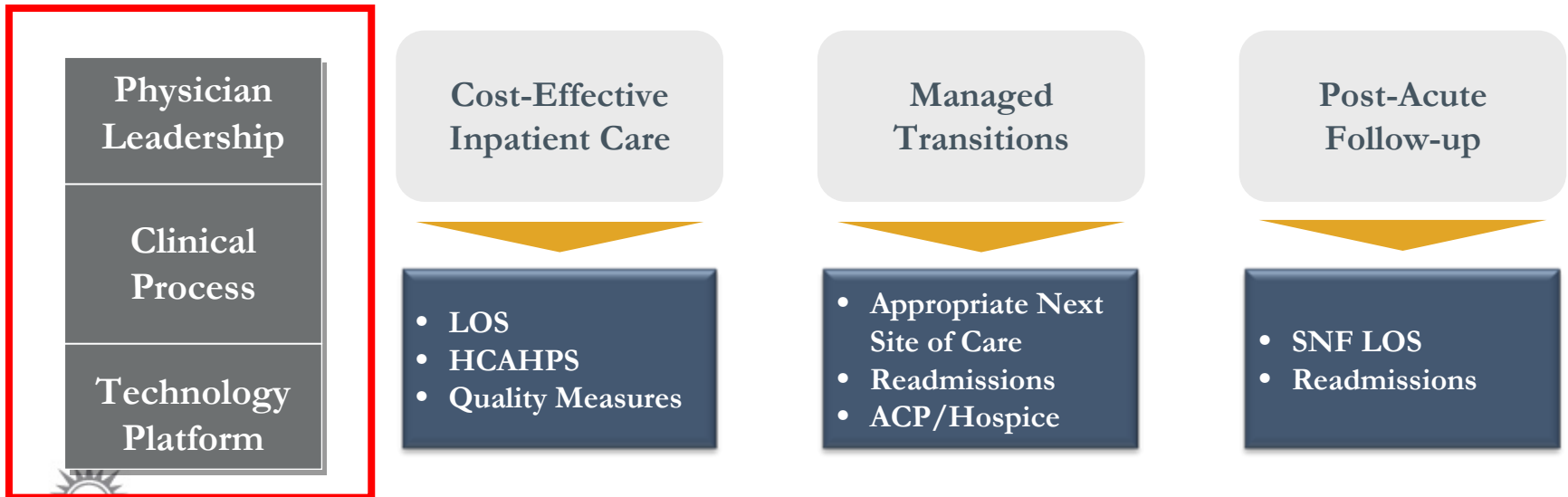


MANAGING THE ACUTE EPISODE OF CARE

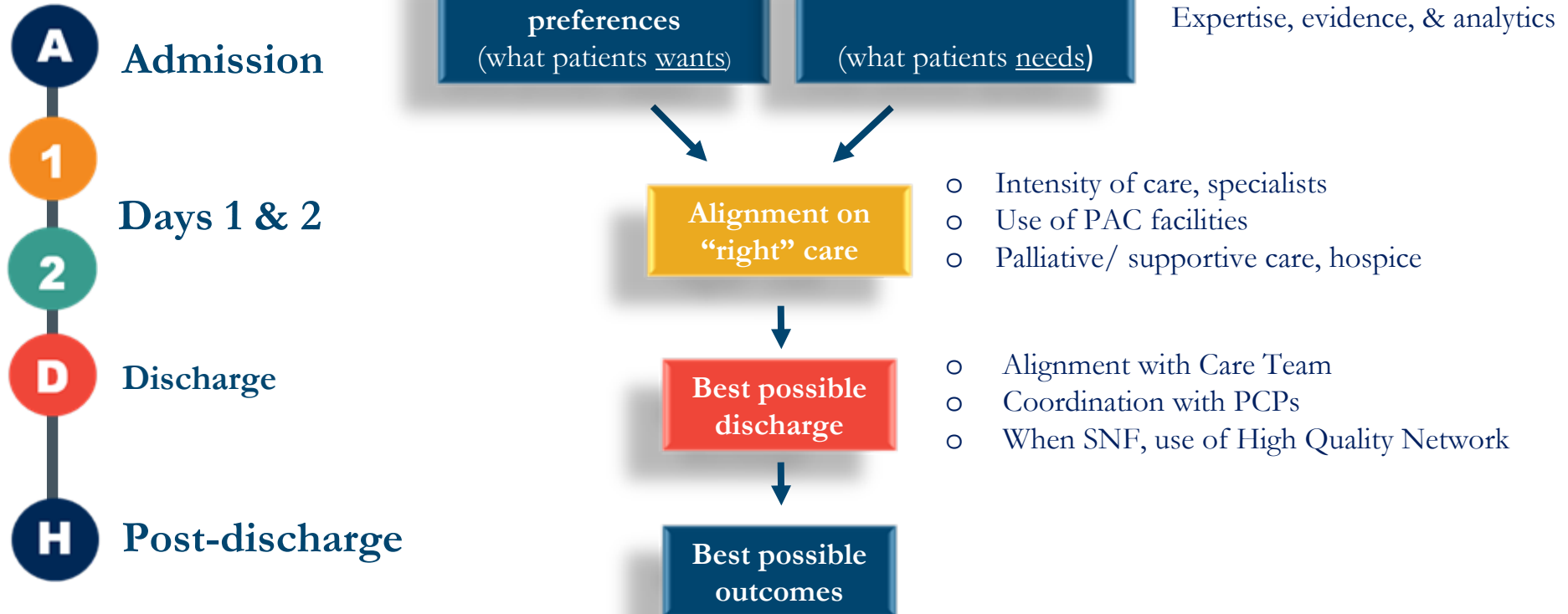
Integrating Physician Leadership, Clinical Process and Technology Throughout the Acute Episode of Care



Managing Care from Hospital Admission Through 90 Days



Patient Care Strategy



Resources are Focused on a Small Number of High-Yield Interventions

Appropriate Next Site of Care

- Facilitate multi-disciplinary NSOC approach
- Conduct patient assessments & guide Post-Acute care decisions
- Home Health networks
- Ensure Advanced Care & Goals of Care

Managing SNF Utilization

- High quality SNF networks
- Provide Post-Acute coordination – Post Acute Reps

Preventing Failed Discharges

- Informed goals of care discussions
- Provide Post-Acute Coordination – PCP follow up
- High quality SNF and HH networks

planning

Transitional Care RNs

Point-of-Care Workflows

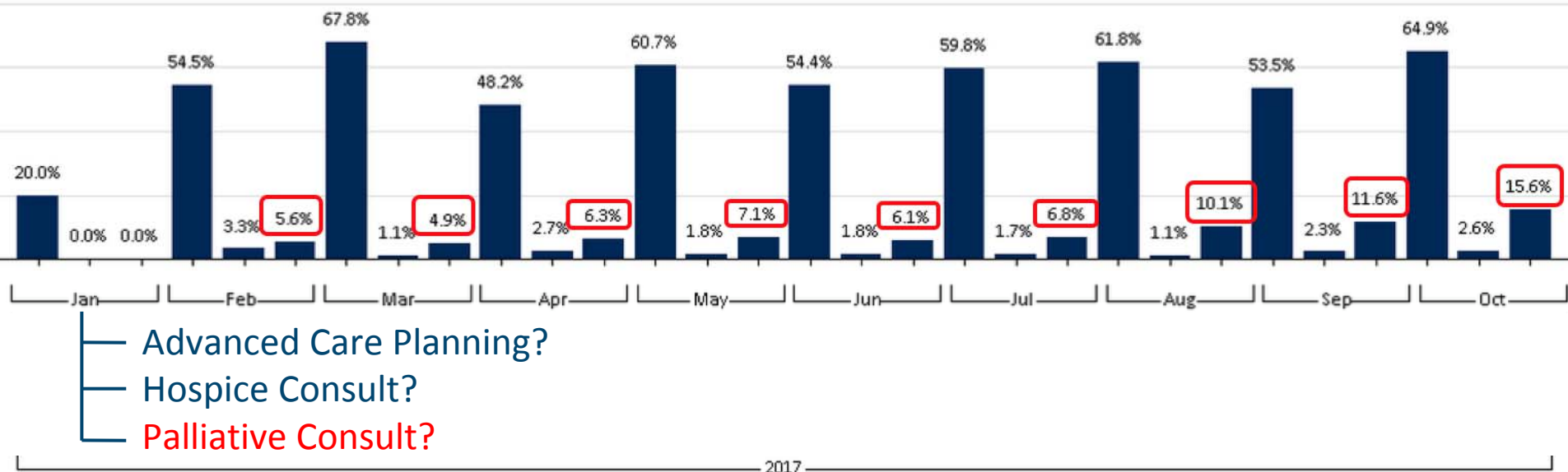
Physician Leadership

Performance Data

Results

Example Hospital

Surprise Question “No” & Outcome



Analytics Powered by



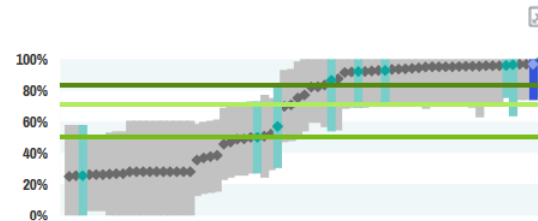
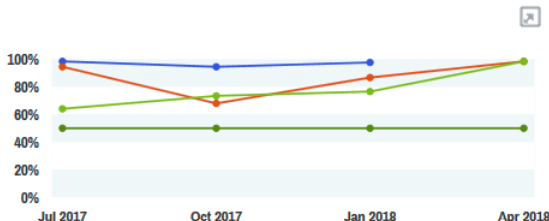
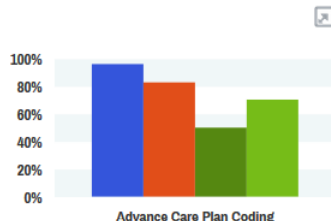
Sound Total Performance // Clinician Comparison Overview *Advance Care Plan Coding Percentile (Clinician), Last 12 Months, Ashref Mohamed*



FILTERS

- SITES
 - Covenant Hospital Plai
- MEASURE GROUP
 - Clinician Performance
- CLINICIAN PERFORMANCE MEASURE PERCENTILES
 - Advance Care Plan Coc
- COMPARISON GROUP
 - SOUND - All
 - Covenant Health
- Select All
-
- TIME VIEW
 - Custom Time View
- CUSTOM TIME VIEW
 - Last 12 Months
- TRENDING INTERVAL
 - Monthly

LEGEND Ashref Mohamed Covenant Hospital Plainview SOUND - All Covenant Health Other Clinicians Other Covenant Hospital Plainview Clinicians Covenant Hospital Plainview



Clinicians	Unadj	SOUND - All - Unadj	Covenant Health - Unadj
Ashref Mohamed	96.8%	50.1%	70.9%
Celsio Gonzalez	86.5%	50.1%	70.9%
Cristin Michelle Altendorf	50%	50.1%	70.9%
Edwin Imiere	92.2%	50.1%	70.9%
Naeem Silat	96%	50.1%	70.9%
Nicki Colbert	98.8%	50.1%	70.9%
Samuel Wellington Copeland	57%	50.1%	70.9%
Stacy Maureen Stone	25.5%	50.1%	70.9%

Drill into individual physician performance



Provider-Group Participation in the BPCI Program

>10%

FY2017 Forecasted Savings Rate

>\$1,000

Per episode savings due management process improvements

53,337

Fewer days our patients spent in a SNF

20%

Relative reduction in readmissions vs baseline

- ✓ Demonstrated success by effectively reducing intensity of discharge disposition, while maintaining quality of outcomes
- ✓ Increasing population of patients recovering at home, improving outcomes and overall satisfaction
- ✓ Dramatically decreasing utilization of high cost IRF/LTAC facilities