

BETTER MEDICARE
ALLIANCE

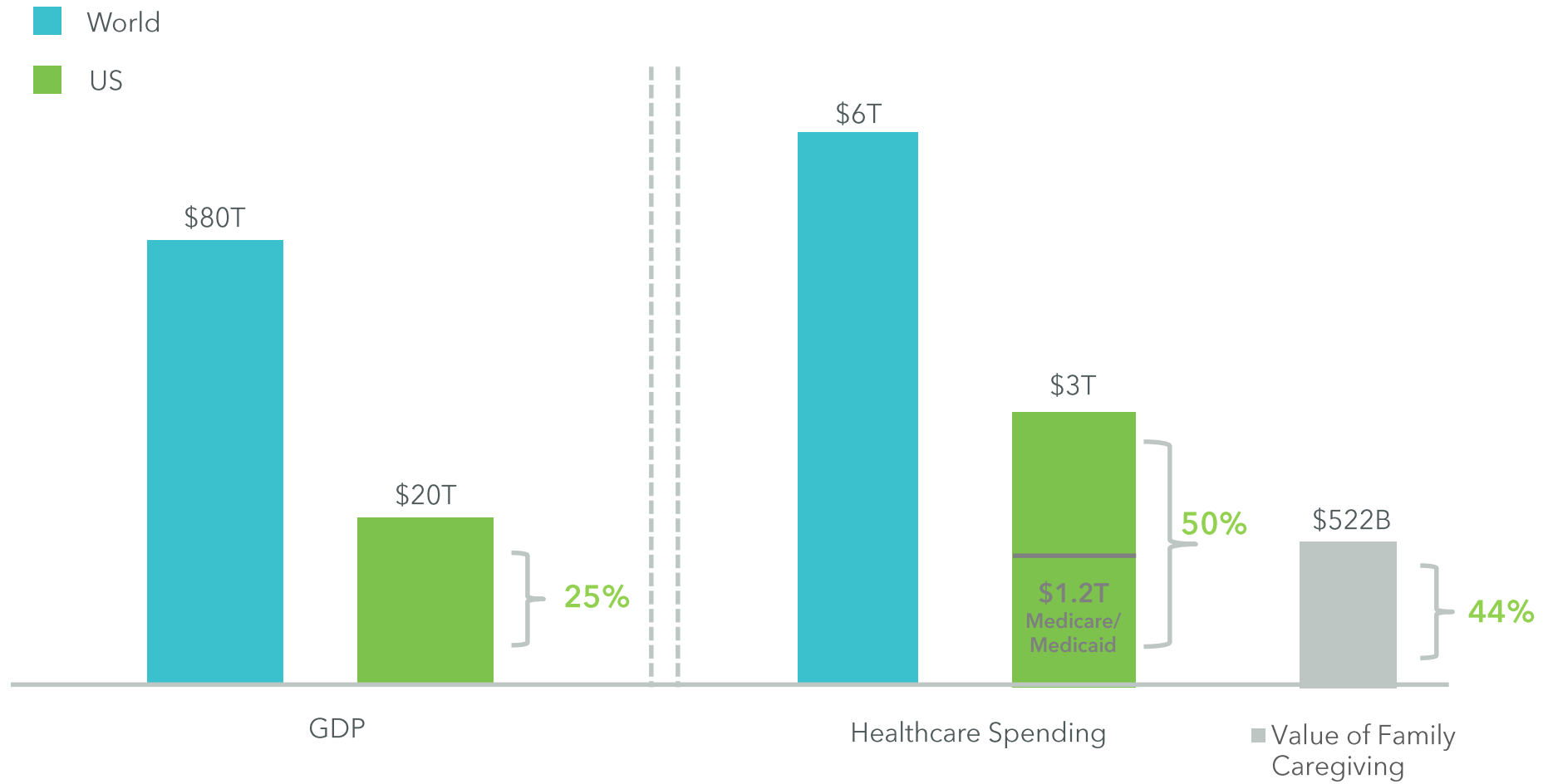
Family Caregiver and Patient Engagement

Tom Riley, CEO and President, Seniorlink

May 16, 2018

Second National Medicare Advantage Summit

US represents 25% of World GDP but 50% of healthcare spend + Caregivers deliver \$522b



"Spending on Health: A Global Overview." World Health Organization, Web. 19 Mar. 2018. The United States Spent \$3.2 Trillion on Health Care in 2015. "U.S. Health Care Spending Rose Nearly 6% to \$3.2 Trillion." *CNNMoney*. Cable News Network, Web. 19 Mar. 2018. NHE-Fact-Sheet." *CMS.gov Centers for Medicare & Medicaid Services*, 17 Apr. 2018,

When activated, Family Caregivers impact care and cost savings

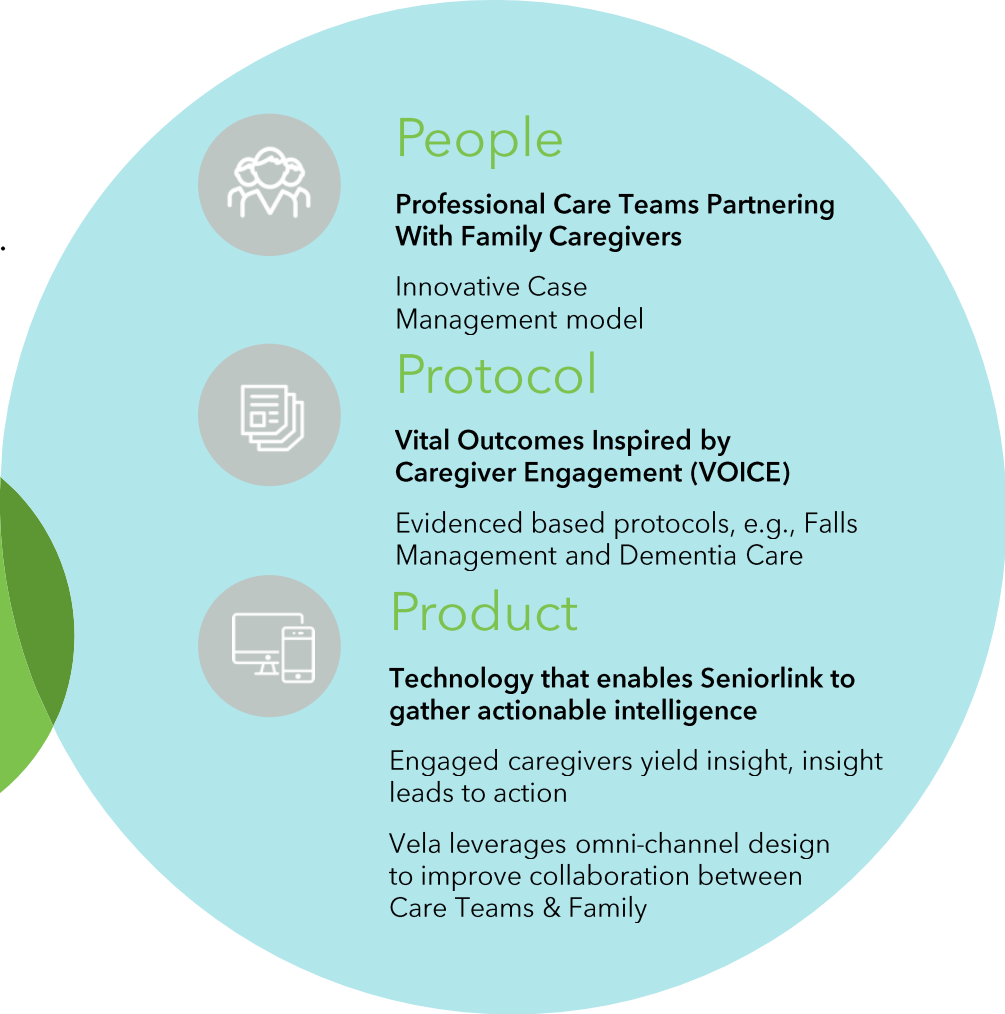
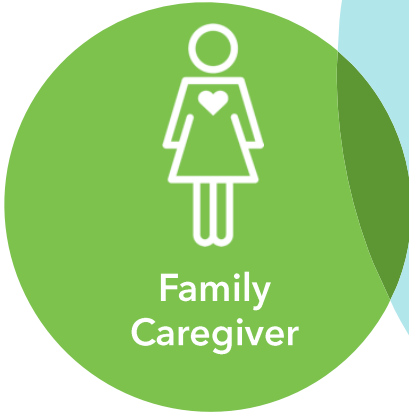
We find that family involvement significantly decreases Medicaid utilization. - Nat'l Bureau Economic Research, 2016

"The caregiver-as-provider role places them in a critical position to affect outcomes that matter to the managed care organization. - AARP Public Policy Institute, 2016

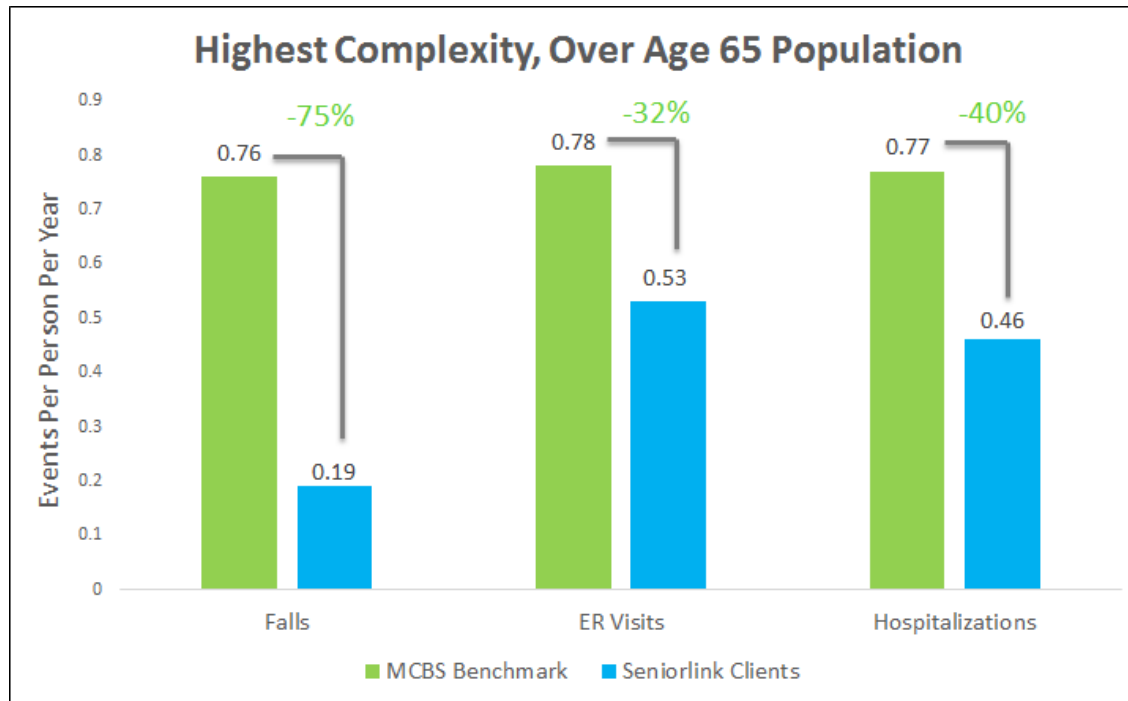
What is the Marginal Benefit of Payment - Induced Family Care" White Paper, National Bureau of Economic Research, May 2016. AARP Public Policy Institute, November, 2016

Opportunity to “Deputize” the Family Caregiver as a member of the extended care team

Caregivers have context and longitudinal understanding and are able to provide actionable intelligence on consumer’s health. They assist in the coordination and delivery of care.



Results Follow: Tech-enabled Caregivers Intervene to Create Measurable Medical Savings



Estimated Cost Savings Per 1,000 Lives	
ER Visits ¹	\$224,570
Hospitalizations ²	\$2,540,000
Total Savings	\$2,764,570

Sources:

¹ Agency for Healthcare Research and Quality (2014); avg. cost per ER = \$1,321.

² CMS Public Use File: 2015 Medicare fee-for-service for Massachusetts; avg cost per hospitalization = \$13,371.

- Seniorlink population (n=1,947) includes continuously enrolled consumers from 01/01/15 to 12/31/15
- The 2013 MCBS Cost and Use file was used to develop benchmark populations and report on utilization variables for the Medicare population (n=2,699)