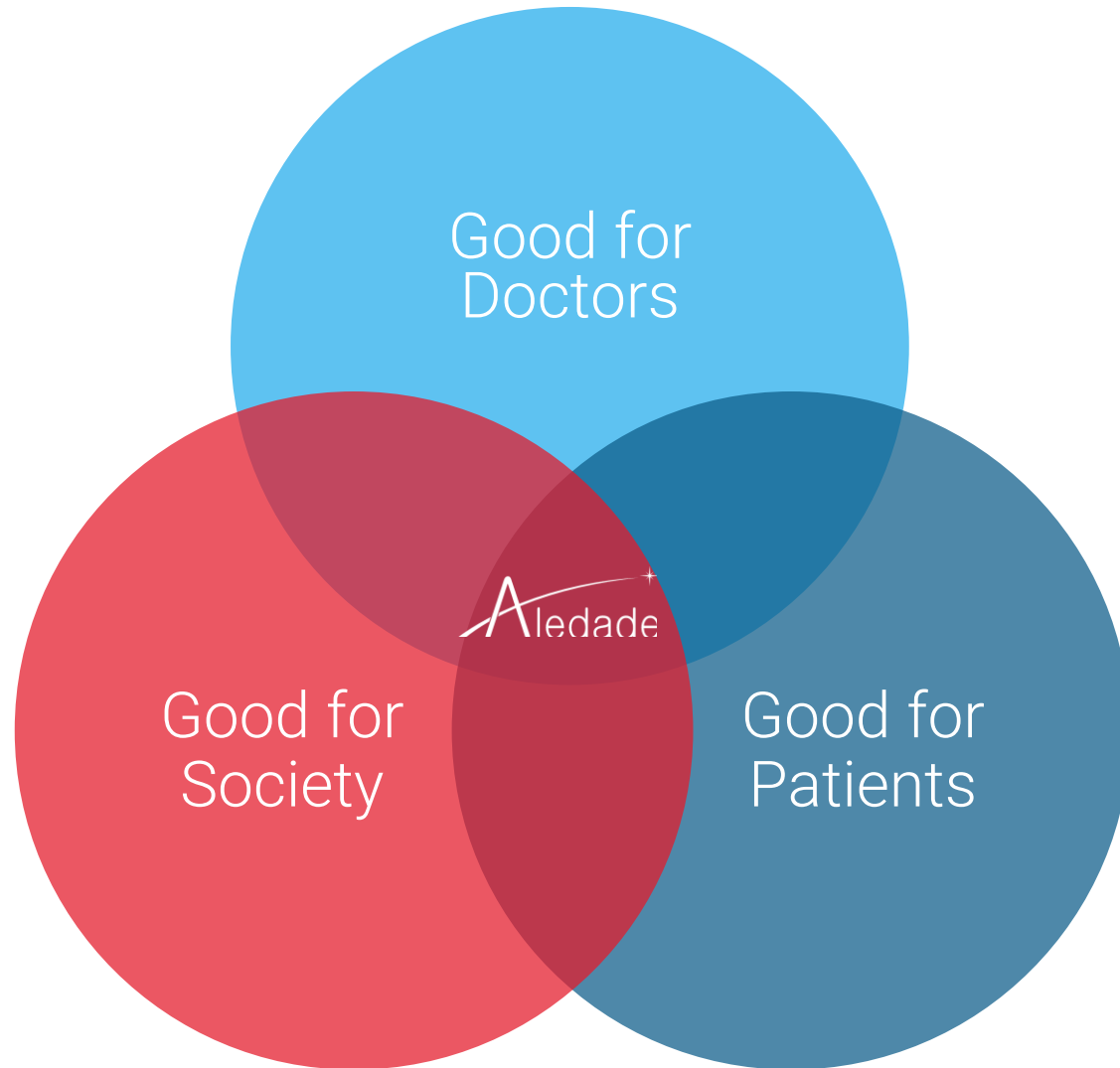




Aledade: ACO Summit

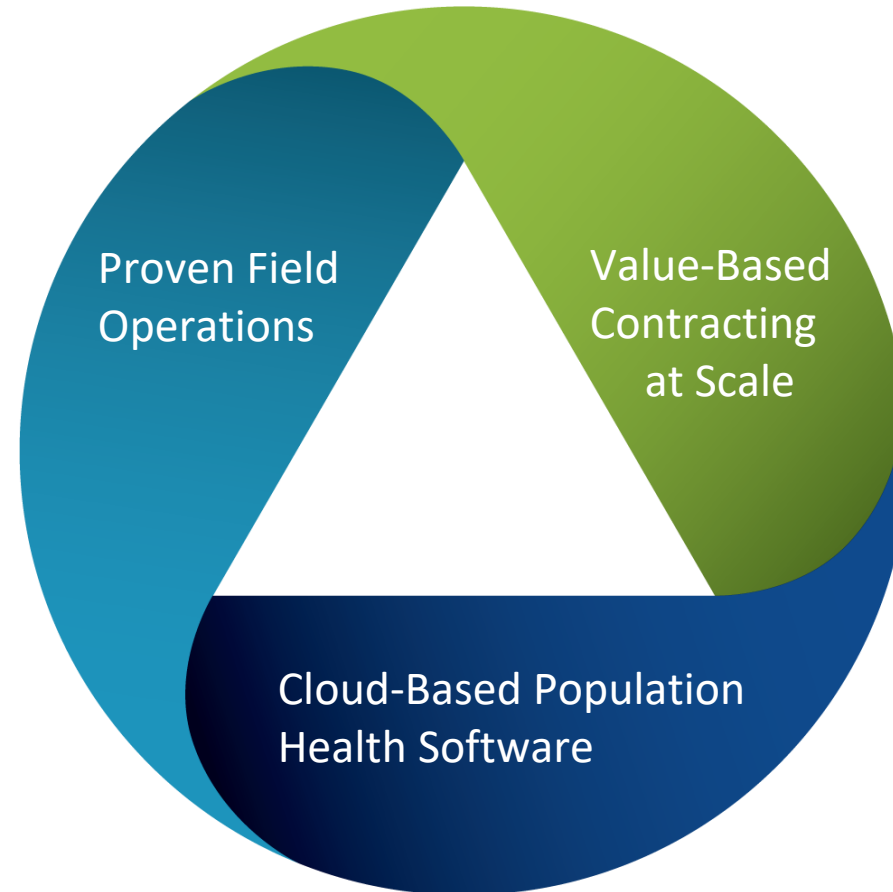


Aledade helps high value, independent
physicians successfully navigate
the new healthcare economy
and thrive in value-based programs

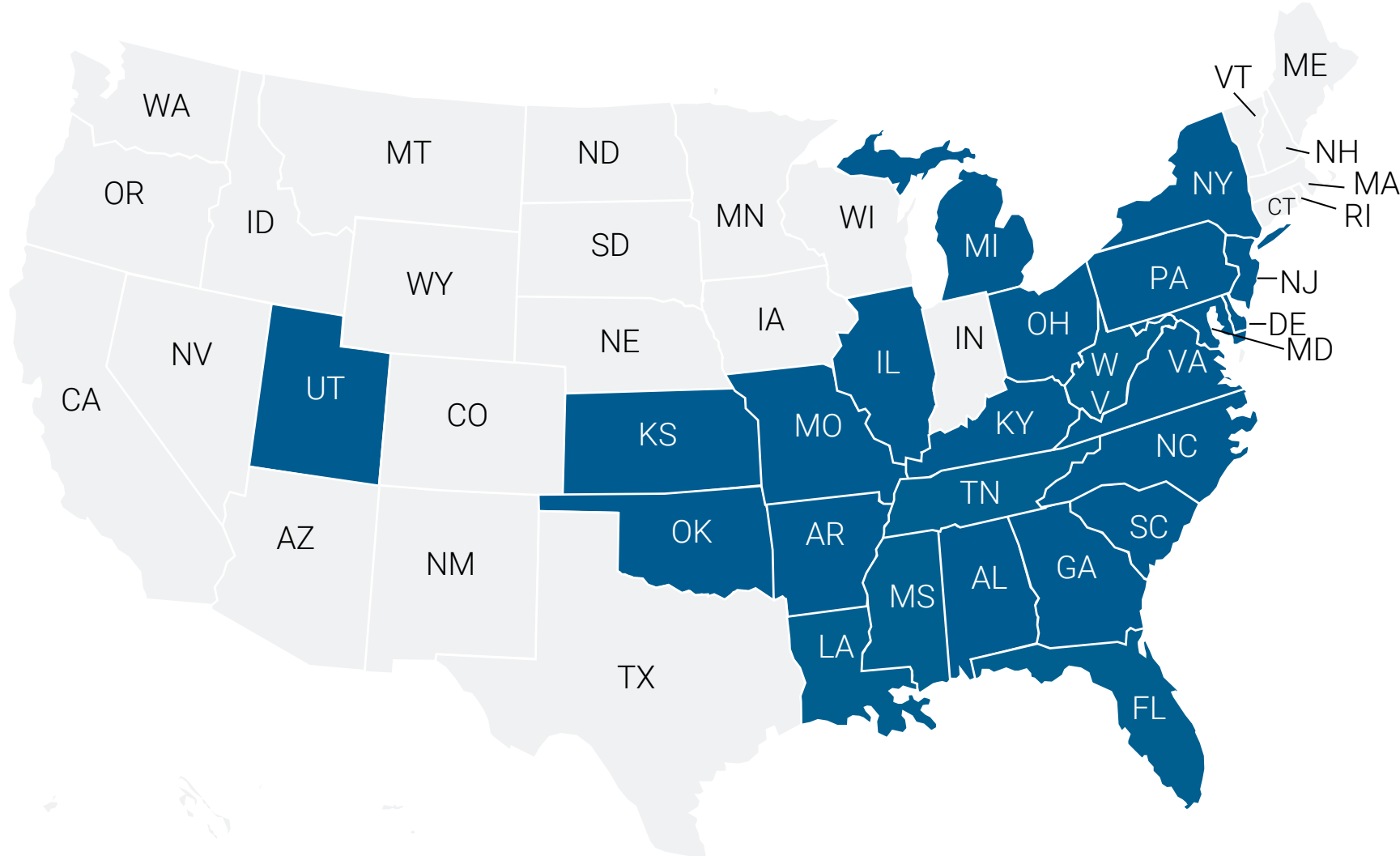


- Founded: June 2014
- Headquarters: Bethesda, MD
- Funded by Venture Capital
 - Venrock
 - ARCH Venture Partners
 - Biomatics Capital
 - Google Ventures
- 240 employees
- In-House Analytics, Technology, Regulatory and Practice Transformation Services

The Aledade platform enables practices to lower total medical cost and improve quality



- Evidence based playbook
 - Practice transformation teams
 - Regional governance
 - Clinical support teams
-
- Multiple data sets integrated seamlessly
 - Deep analytics behind the scenes
 - Tools embedded in practice workflow
-
- Value based payer negotiations
 - Group purchasing
 - Downstream affiliate networks



24 States

32 MSSP ACOs*

24 Other Value-Based Contracts
Including Commercial (10), Medicare Advantage (9), Large Employer (2), and Medicaid (3)

370+ Independent Practices

2000+ Providers

2.6 Million Total Patients

595,000 Attributed Patients
330,000 Medicare
265,000 Commercial















70+ Electronic Health Records & Practice Management Systems

\$3.6+ Billion Under Management

*Due to changes in the MSSP application process, some of the MSSP contracts will be phased in during 2019, and launched independently in 2020.

Aledade Aims to Bring Practices' Entire Patient Panels Under Value-based Incentives



	Medicare FFS	Commercial	Medicare Advantage	Medicaid		Medicare FFS	Commercial	Medicare Advantage	Medicaid
 KS	✓	✓	✓	✓	 KY	✓	✓		
 LA	✓	✓	✓		 UT	✓	✓	✓	
 AR	✓		✓	✓	 FL	✓	✓		
 NJ	✓	✓	✓		 GA	✓		✓	
 PA	✓		✓		 AL	✓			
 MO	✓		✓		 DE	✓	✓	✓	✓
 WV	✓	✓	✓		 NC	✓	✓	✓	

- Blue Cross NC and Aledade are collaborating to provide more resources and data to independent practices in NC to better manage care while improving patient health outcomes.
- Independent physicians joining these ACOs can also earn enhanced payment rates and share in a portion of health care cost savings generated from improved quality of care.
- The joint effort demonstrates Blue Cross NC's and Aledade's commitment to creating opportunities for primary care practices to remain financially independent.

- What does Aledade get?
 - A partner wholly committed to value-based care
 - The ability to offer practices help across Medicare and Blue Cross lives (greater % of patient panel)
 - A partner in marketing value-base care to independent practices
 - The ability to optimize care coordination, pharmacy, behavioral health and other resources available from Aledade and Blue Cross NC
- What does Blue Cross NC get?
 - The ability to bring more of spending under value-based arrangements
 - A stronger bond with independent practices
 - A counterbalance to the influence of large health systems