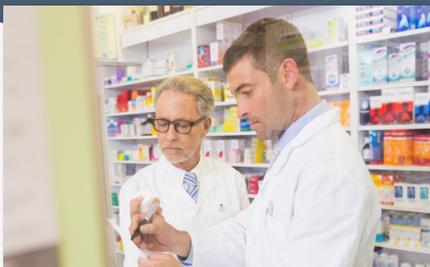


Proven Solutions • Personalized Service • Established in 1992



INTRODUCING

On-Goal

An All-in-One, Personalized
Cost Containment Solution

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About US

GEMCORE™ is a family owned group of companies operated and headquartered in Hudson, Ohio. We collaborate with employer groups, payers, physicians, and patients to challenge traditional healthcare methods and pursue next-generation products and services.

For over 25 years we have been providing a core set of health care solutions nationwide that effectively cut costs and pro-actively improve lives while setting the industry standard with first-rate, personalized customer service.



Mail Order Supply
Medical Equipment



Health Coaching
Registered Dietitians



Generic Mail Order
Medication



Empowering members with chronic conditions to live better and healthier lives, while helping reduce the burden of rising health care costs.



Supplies and Health Coaching

On-Goal Diabetes Management

A personalized approach with supplies and health coaching to provide a complete diabetes management program that will:

- Lower A1C levels
- Prevent or reduce complications of diabetes
- Help improve members health
- Lower medical expenses



Health Coaching

On-Goal Health & Wellness Management

One-on-one nutritional and fitness education by Licensed, Registered Dietitians provide members nutrition and fitness education allowing them to make lasting lifestyle changes that will:

- Improve chronic conditions
- Increase productivity
- Lower health care costs



Medications

On-Goal Generic Medication Fulfillment

On-Goal Medication Fulfillment is a mail order delivery program that provides up to 90 day supply of generic medications that will:

- Improve medication compliance
- Reduce prescription drug costs

Note: On-Goal is a fully, Customizable Cost Containment Solution. Pick and choose the programs needed to create your personalized On-Goal program.

WHAT IS *On-Goal*

- 1 On-Goal is a customizable program that consists of a combination of options.
- 2 On-Goal will help guide members make real and substantial progress toward improving their health status and eliminating or reducing their risk of chronic disease.
- 3 On-Goal focuses on health care cost containment through the implementation and management of client-specific health care programs that improve population health and effectively save cost.
- 4 The largest benefit On-Goal offers is allowing you to build and customize the right options to help your member base.

HOW DOES ON-GOAL WORK?

You choose the program(s) you want - we do the rest!

STEP 1

Pick the program(s) that you want for your member(s).

Choose any one or more of our available On-Goal programs.

STEP 2

Together, with your On-Goal team, we establish and set the baseline for your members.

See page 5 for more on establishing a baseline.

STEP 3

With your On-Goal team, we design and implement an outreach program to encourage and promote member engagement.

STEP 4

Your On-Goal team works with you to determine the types of reports and desired frequency you want to receive these reports

We have leveraged our health management expertise, risk stratification methodologies, select partnerships, and medical supply pricing efficiencies to form comprehensive programs that help you improve population health, compliance, employee performance and effectively reduces your costs.

ESTABLISHING A BASELINE

On-Goal establishes a baseline by combining the results from a Health Risk Assessment, a Biometric Screening and/or Claims data (if available) to produce a comprehensive Personal Health Report, which compares the participant's results to health goals established by the National Institutes of Health, or protocols provided by the employer.

Once each member's risk levels and baseline have been recorded, we now have the appropriate information to assist any member and drive behavior and lifestyle changes.

Participants may be asked to complete or provide:

CONFIDENTIAL HEALTH RISK ASSESSMENT

HRA consists of a carefully-crafted set of questions that provides a view of an individual's health status and risks. The HRA takes less than ten minutes to complete and is HIPAA and GINA compliant.

BIOMETRIC SCREENING

Working with designated lab screening providers, this screening will measure Body Mass Index, height, weight, blood pressure, glucose, total cholesterol, LDL, cholesterol and triglycerides.

MEDICAL AND PHARMACY CLAIMS

If available, we will analyze both medical and pharmacy claims of any enrolled member to identify those who are at risk and focus on their specific condition.

On-Goal Protocols and Standards

Protocols and standards are carefully researched and designed and are dependent upon the chronic condition being managed. Health coaching led by Registered Dietitians improves health outcomes by ensuring patients are educated which ultimately helps members reach goals.

We strive to get the following results:

- Hemoglobin A1C level less than 6-7%
- Fasting glucose level of 126 mg/dl or lower
- Blood pressure of 120s/80s for 1-3 months
- Promote lifestyle changes to have blood pressure medication re-evaluated/lowered
- Reach & maintain total blood cholesterol less than 200mg/dl
- Reach and maintain LDL cholesterol less than 100mg/dl and HDL 40-60 mg/dl
- Eliminate all tobacco usage (including smokeless tobacco)
- BMI less than 30



On-Goal Diabetes Management

A personalized approach to better manage diabetes. Learning to control blood sugar through nutrition, exercise and medication compliance is key to significantly lower costs.

On-Goal Diabetes Management is a medical benefit. Our technologies combined with health coaching are leading the way for better diabetes management while actively reducing costs. Each of our options are designed to help your members reduce A1C, increase compliance, prevent or reduce complications, and help improve health of members life and lower medical expenses.

Choose the program that meets your needs, we offer the following program options:

1. On-Goal Supplies
2. On-Goal Supplies with Coaching
3. On-Goal Supplies with Real-Time Coaching

BENEFITS

- ✓ Simple billing process for you as a DME benefit
- ✓ Supplies delivered to members home
- ✓ Easy ordering by phone, web and email
- ✓ Order reminder/compliance outreach
- ✓ Variety of name brand products to choose, as prescribed by physician
(Includes blood glucose monitors, continuous glucose monitoring, insulin pumps, testing and pump supplies)

Manufacturers we partner with include: Abbott, Ascensia, Dario, Dexcom, Fora, Insulet, LifeScan, Medtronic, OakTree Holdings, Roche, Sonosics, Tandem, and Valeritas.

DIABETES MANAGEMENT

UNDERSTANDING YOUR BENEFITS



MEMBERS

Empowering your members to make lasting lifestyle changes to better manage their diabetes



PROVIDERS

Benefit by paying fewer costs related to diabetes by assisting members in better managing the disease



EMPLOYERS

Increase work productivity and reduce health-related work limitations and work loss days due to illness

PROGRAM OPTIONS INCLUDE:

1

OPTION 1: ON-GOAL SUPPLIES

We have leveraged our select partnerships and medical supply pricing efficiencies to form a comprehensive program that effectively saves cost for you. We have direct contracts with all major manufacturers of diabetes products including: glucose monitoring equipment, continuous glucose monitoring, insulin pumps, testing and pump supplies allowing us to offer your members a wide range of products at reduced rates.

2

OPTION 2: ON-GOAL SUPPLIES WITH COACHING

Combining supplies with personalized, expert coaching and support by Certified Diabetes Educators who are also Licensed, Registered Dietitians provides members with scientifically based education and support needed to make lasting lifestyle changes. Together, you and your members will gain measurable and financially-rewarding results.

3

OPTION 3: ON-GOAL SUPPLIES WITH REAL TIME COACHING

This is our most advanced option and incorporates some of the most advanced blood glucose meter technologies to monitor test results in real-time. It sends results directly to the cloud and allows for instant visibility of each test result. This provides you peace of mind that your most vulnerable and potentially costly members are monitored closely to avoid high cost claims.



On-Goal

Health & Wellness Management

Our Registered Dietitians (RD's) provide proven, scientific evidence-based nutritional education and encourage member engagement to drive behavior and lifestyle change!

On-Goal offers telephonic and email-based Health and Wellness Management. Our staff has clinical training and the experience to help motivate and sustain positive behavior and lifestyle change. They obtain 75 CEU's every 5 years and ongoing quality assurance evaluations to ensure that our management model is delivered in a systematic, consistent method to yield positive outcomes and measurable results.

We offer two different approaches to our Health and Wellness Program include:

1. **Inbound** Member Enrollment
2. **Outreach** Engagement

Our staff of Registered Dietitians specialties include:

- ✔ Weight Management (Adult, Children, Bariatric)
- ✔ Nutrition (General, Food Allergies, Diets, Behavioral)
- ✔ Fitness/Exercise
- ✔ Diabetes Education
- ✔ Cardiovascular Disease
- ✔ Autoimmune and Chronic Disease
- ✔ Renal Health
- ✔ Gastrointestinal Health
- ✔ Lactation
- ✔ Tobacco Cessation

S.M.A.R.T GOALS

Specific. Measurable. Achievable. Realistic. Timely

KEEPING YOUR MEMBERS ON-GOAL

Our Registered Dietitians work with each individual to design a **PERSONAL CARE PATH**, including setting **S.M.A.R.T. GOALS**, to meet the health needs and desires of each member. Our staff will review their lab results, personal health report and answer any questions they may have regarding their health.

We have developed an effective three step process to ensure that our participants have the knowledge and tools that they need to reach their goals and be successful in sustaining behavior and lifestyle changes and improvements.

STEP 1: ASSESSMENT

Review and identify S.M.A.R.T. goals and reasons for change

STEP 2: ACTION

Based on goals, establish a personalized plan & overcome barriers

STEP 3: ACHIEVEMENT

Take action to help members achieve and maintain their goals

We provide either an **OUTREACH** or **INBOUND** approach to your member coaching. Once enrolled, your members will receive a personalized program that will include:

Outreach: We actively outreach to your members to drive engagement and schedule coaching appointments. Members will be contacted monthly (could be contacted up to 4 times per month).

Inbound: We are ready and waiting. Your members will be responsible for initiating enrollment.

- ✓ Members will be assigned their own personal Registered Dietitian (RD)
- ✓ Members will communicate with their RD via phone and email
- ✓ RD access is between 7AM - 10PM (Monday - Friday) EST
- ✓ Members will receive education on diet, the value of exercise, and general guidance regarding their condition(s)
- ✓ There will be follow-up on achievements, member's personal goals and identify any potential obstacles to achieving their goals
- ✓ Modifications can be made to the program based on members engagement and progress

Employers will only pay for individuals actively enrolled in the program.



On-Goal

Generic Medication Fulfillment

On-Goal Generic Medication Fulfillment is a Home Delivery Program designed to contain medication costs and improve member outcomes.

On-Goal Generic Medication BENEFITS:

✔ **COST SAVINGS**

Reduce your annual drug spend by eliminating pharmacy markup with direct pricing

✔ **COMPLIANCE IMPROVEMENT**

Members who remain compliant have better control over their chronic health conditions

ANALYSIS

- ✔ Pharmacy claims data is reviewed and cost savings analysis is completed prior to member enrolling

SAVINGS
UP TO 40% IN
ANNUAL SAVINGS*

**On average, employers save up to 40%. Savings vary based on several factors. Contact us for more information.*

Our dedicated team will:

**Review your
pharmacy
claims data**

**Provide an
overview
analysis**

**Present a
program that will
contain costs**

Through GEM Edwards Pharmacy, members receive generic medications delivered direct to their home! **Enrollment is FAST and EASY!**

MEMBER BENEFITS Include:

- ✔ Save on prescription co-pays
- ✔ Receive up to a 90-day supply of your medication
- ✔ Get maintenance medications conveniently delivered to your home
- ✔ Improve medication management with easy order refills
- ✔ Receive refill reminders, never run out or miss a dose
- ✔ Receive FREE standard shipping
- ✔ Speak directly with a pharmacist to answer your medication questions

“ In just 1 year, we saved over \$900,000 in medication costs.* ”

- Current GEM Edwards Pharmacy Customer



*GEM Edwards Pharmacy current customer. Savings vary based on several factors. Contact us for more information.



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