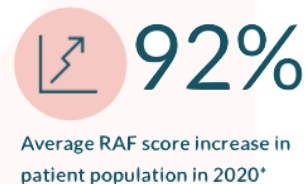


SUCCESS IN JUXLY VAULT

OVERVIEW

Included below are two case studies examining instances in which customers have seen success using Juxly Vault. Vault is a risk adjustment tool that sits directly within a provider's EHR and allows users to quickly and accurately risk adjust patients. By improving the accuracy of HCC coding, providers are then able to improve the accuracy of the reimbursements given to cover the cost of care for their patient population.

In these case studies, both customers were able to use Vault to assess patients and perform risk adjustment coding, thereby impacting the average RAF scores of both patient populations. In assessing initial RAF scores, Juxly uses all relevant information available for a patient to calculate an estimated score. A patient's age, gender, and diagnoses are known variables used in the calculation. Other demographic variables used to identify a patient's community segment, such as disabled status or Medicare-Medicaid dual status, are not available to Juxly. For this reason, Juxly assumes segment values of community, non-dual, and aged. This segment results in RAF scores that are lower when compared to other segments, which prevents Juxly from over-estimating scores.



MEDICARE ADVANTAGE CUSTOMER

In the first case study, we will look at a Medicare Advantage customer that has been using Juxly Vault since July 2020 to optimize their risk-based operations. They are able to accept, reject, or resolve risk suspects and risk reconfirmations from third parties, as well as select new codes using the search functionality. Since that time, 6,272 unique patients have been opened in Vault. Among those 6,272 patients, a total of 6,341 codes were documented. Over time, we have seen the users at this practice become more efficient at using Vault to risk adjust patients, with an average of 150 more patients seen each month in the application. With only 120 users at this practice, that averages out to nearly 53 patients coded by each user since go-live; one superstar user has coded upwards of 900 patients!

During 2020, the average RAF scores of this patient population increased by 92%, while during 2021 those same averages have increased 46%. With an estimated low-end annual regional benchmark of \$10,800, this provider group's monthly-equivalent reimbursement for its patient population increased by nearly \$500,000 in 2020 and nearly \$800,000 in 2021. Averaged out, that means that since go-live this provider group has been able to increase its potential annual reimbursement by a total of over \$7,800,000, depending on how far into the year each patient was risk adjusted.

When incorporating PMPM prices for Vault usage, this provider group is looking at an annual ROI of over 10,000% for each of these 6,272 patients. That is a potential ROI of 10,000% without even taking into account the increased productivity given to providers by allowing them to quickly and accurately risk adjust patients directly within their EHR.

FIGURE 1 - PATIENTS BY USER OVER TIME

User adoption at this practice has increased over time, with only 65 patients seen in the first month and 1,226 patients seen in the last month. In February 2021, over 2,000 patients from this practice were seen in Vault!

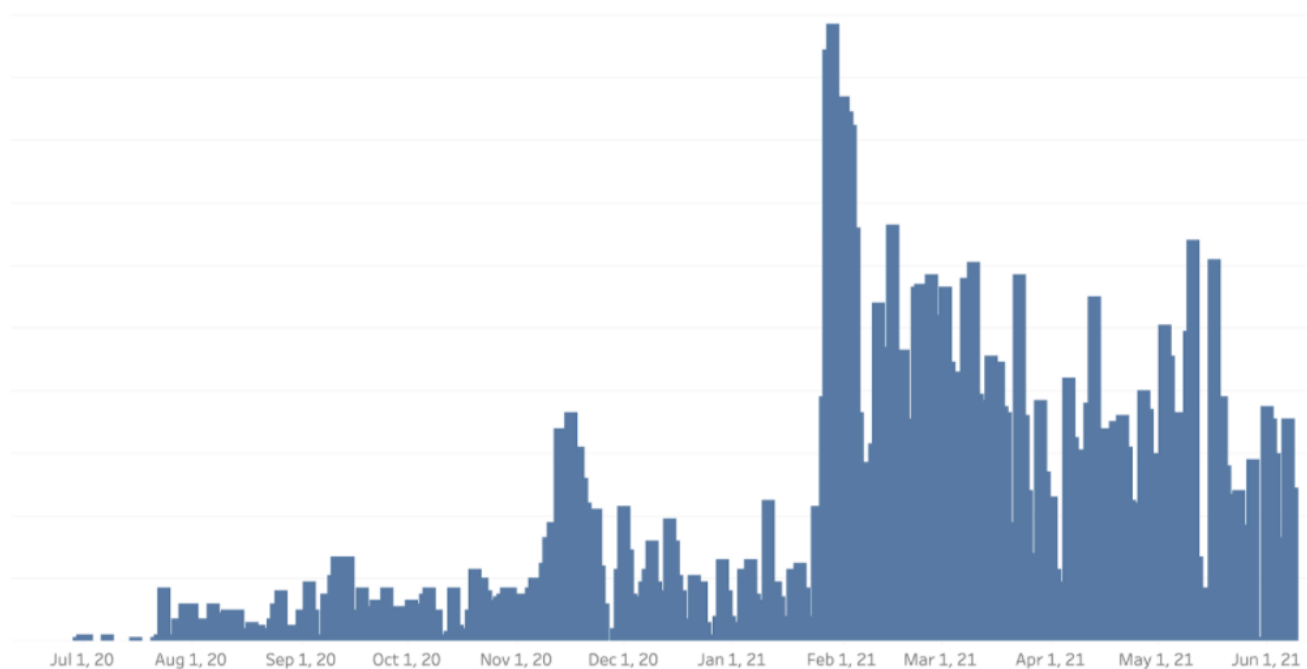


FIGURE 2 - RAF AND CMS REIMBURSEMENT CHANGES (2020)

User adoption at this practice has increased over time, with only 65 patients seen in the first month and 1,226 patients seen in the last month. In February 2021, over 2,000 patients from this practice were seen in Vault!

Medicare Advantage Customer - 2020

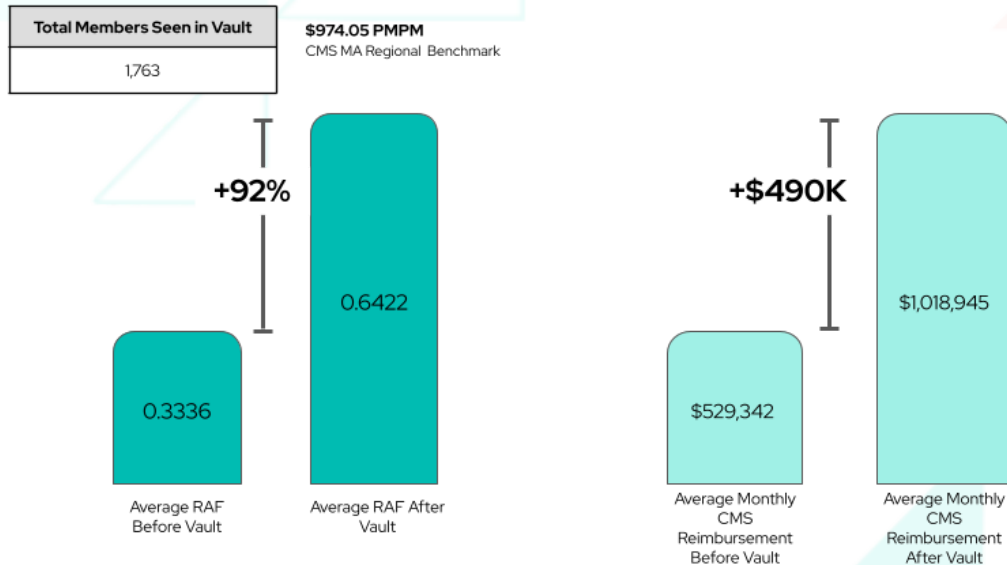
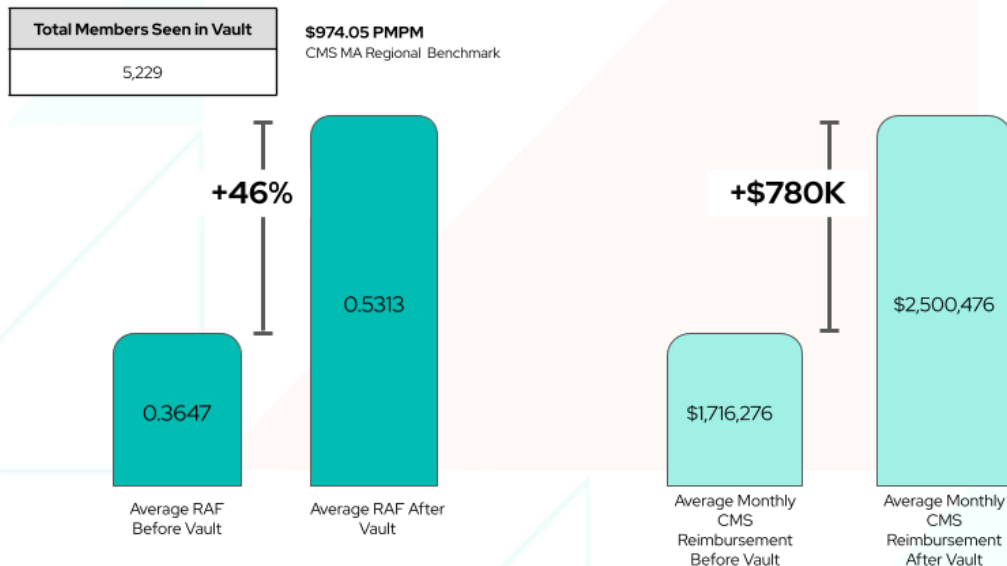


FIGURE 3 - RAF AND CMS REIMBURSEMENT CHANGES (2021)

During 2021, 5,229 patients have been seen in Vault at this practice so far. Over six months, increased coding accuracy raised average RAF scores by 46%, thereby increasing the average monthly reimbursement from CMS by over \$780,000. We expect this number to continue to increase throughout the remainder of the year.

Medicare Advantage Customer - 2021



NEXT GENERATION ACCOUNTABLE CARE ORGANIZATION (ACO) CUSTOMER

In the second case study, we will look at a Next Generation ACO customer that has been using Vault since January of 2020. Note, that unlike the customer in the first case study, this customer does not have core Vault, and therefore users are only able to code patients via re-diagnosing prior year risk reconfirmations from third parties. Despite that fact, this customer has been able to assess 4,605 unique patients within Vault. Among those 4,605 patients, a total of 1,267 codes were documented. Like the first customer, user adoption at this practice has been very strong. In January of 2020, 340 encounters were logged using Vault. Compare that with June of 2021, during which 1,243 encounters were logged using the application. That is an increase of over 250%!

During 2020, the average RAF scores of this patient population increased by 26%, while during 2021 those same averages have increased 40%. By using the lowest annual regional benchmark for this customer of \$10,800, this provider group's monthly-equivalent reimbursement for its patient population increased by nearly \$150,000 in 2020 and nearly \$70,000 in 2021. Averaged out, that means that since go-live, this provider group has been able to increase its potential annual reimbursement by a total of over \$1,300,000, depending on how far into the year each patient was risk adjusted. When incorporating PMPM prices for Vault usage, this provider group is looking at an annual ROI of upwards 3,000% for each of these 4,605 patients.

ACOs that thoroughly risk adjustment patients are liable to reach the ACO benchmark cap of 3%. When an ACO reaches this cap multiple years in a row, that means it has clearly shown its risk maturity and is ready to progress to a Medicare Advantage plan or Direct Contracting program. These opportunities allow organizations to take on more upside and downside risk, which creates potential for significant profit gains. That is why it is important to adopt proven risk adjustment tools like Vault.

FIGURE 1 - RAF AND CMS REIMBURSEMENT CHANGES (2020)

During 2020, 3,322 patients were seen in Vault at this practice. Over six months, average RAF scores increased by 26%, thereby increasing the average monthly reimbursement from CMS by \$140,000.

Next Generation ACO Customer - 2020

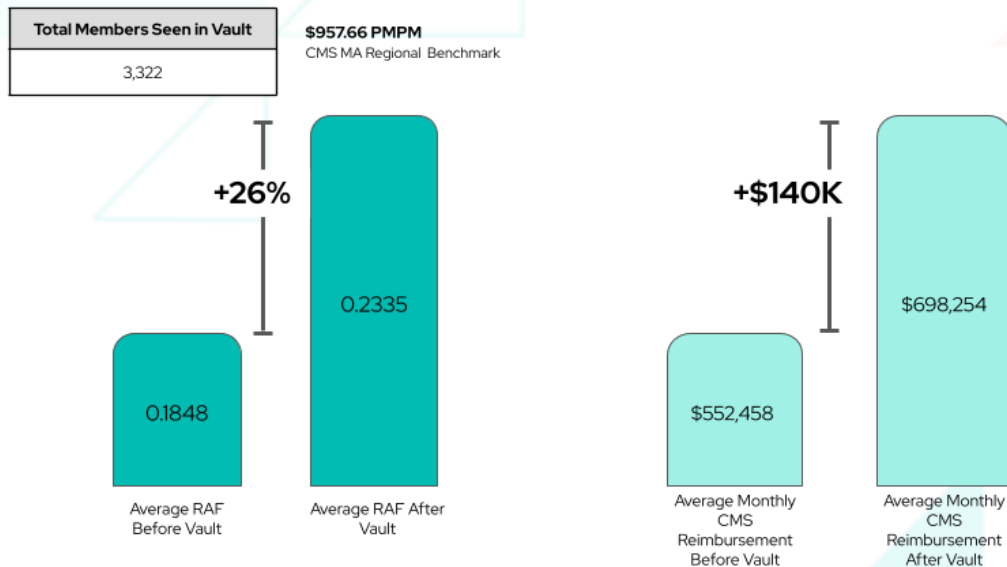


FIGURE 2 - RAF AND CMS REIMBURSEMENT CHANGES (2021)

During 2021, 1,283 patients have been seen in Vault at this practice so far. Over six months, increased coding accuracy raised average RAF scores by 40%, thereby increasing the average monthly reimbursement from CMS by nearly \$70,000.

Next Generation ACO Customer - 2021

