JoinIn
HEALTHCARE

Investor Pitch Deck

Rethink the Standard of Care

THERE SEEMS TO BE THE PROBLEM

Patients aren't getting better. Providers and care teams are suffering from a rise in burnout.*

Outdated technology is the culprit.

Among the numerous reasons keeping health systems overwhelmed, far too many providers are using antiquated Telehealth technology that does not improve health outcomes, or save providers time. The issue lies within the platform. Most Telehealth services suffer from:

01

EMR INEFFICIENCIES

Current Telehealth software is outdated and does not synch with the providers' Electronic Medical Record (EMR) of choice.

02

INACCURATE CODING

Without seamless EMR integration, medical coding errors cause increased downcodes and lower reimbursement for providers due to the inaccurate documentation for the acuity of care delivered.

Dollars are walking out of the "virtual" door.

$40,000 per physician is lost annually due to downcodes*.

Telehealth enhances patient safety, while reducing efficiencies and improving reimbursement for services rendered.

*SOURCE

Our Future Reality

WE SEE A SHIFT IN SPENDING

"In 2019, about 80% of health spending went toward care and treatment. By 2040, we expect 60% of spending will go toward improving health and well-being. New-generation well-being activities will likely empower consumers to monitor their health through technologies that can sense early signals of disease in asymptomatic people, and address drivers of health early. Activities related to health and well-being are expected to account for nearly two-thirds of spending by 2040."

Source: Deloitte Future of Healthcare Spend

Studies* show that the average patient is no longer a passive participant in their healthcare journey.

With the influx of wearable devices, medical apps, and "smart" technology, today's patients are embracing a level of medical data sharing that yesterday's patients would have found invasive.

Patients are also comparison shopping for care with **experience** being one of the **top three** metrics influencing patient's choice of healthcare facility and provider. Telehealth improves the patient experience by facilitating access to care.

*HealthAffairs data from AHRQ

THE SOLUTION:

Meet the Patient of the Future

The patient of the past is not the patient of the future.

73%

Telehealth increased utilization between 2018-2019

153%

2019-2020 Telehealth increase due to COVID-19

00%

Expect their care teams to provide Telehealth options

*Source: Stanford University Rock Health Report

JoinIn Develops
Next-Gen Telehealth

Today's patients are looking for a frictionless experience that reduces:

Cost

The price of a Telehealth visit reduces inpatient costs.

Time

Traveling to and from a doctors appointment can translate to missed time from work.

Access

Internet connectivity can be a concern, especially in rural areas.

Bottom Line

Patients demand more. Telehealth gives providers what they need to meet the demand.

Case
Studies

Imagine a world where Mary, 37, wife and mother of 2, has a 4 year old wake up with a fever and is immediately connected to care:

Nurse Practitioner answers.

The video chat begins after initial intake.

NURSE: Have you taken Jared's temperature?

MARY: Yes, it's 99.7

NURSE: Has he exhibited any signs of stomach ache, nausea, vomiting?

MARY: No, he has been lethargic for the past couple of days though. He wasn't interested in eating dinner last night. That's not like him. Come here, Jared.

NURSE: Okay, he looks very tired. Give me one minute and let me talk with Dr. Brown and see if she'd like Jared to come in.

MARY: Thank you, so much.

NURSE: We're going to call in a prescription to the pharmacy you have on file, okay? This should control the fever until we have Jared come in and see Dr. Brown, okay? No need to bring him to the emergency room unless he complains of a headache or becomes nauseas.

Mary logs out of the portal and doesn't have to miss work to take Johnny to the hospital. JoinIn creates a seamless care experience to save time while increasing care team access to patients. **No waiting rooms. No commute.***

(*telehealth ugentcare largest increase since 2010) ; *American health and wellness org)

Chat with your patient

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Message

attach file   submit

Casey lives in a rural area outside of the city. He takes the bus to and from work and doesn't own a car. He also does not have internet access in his home. With the JoinIn healthcare in-home device, Casey has access to next-generation care from his home:

THE PROBLEM: Access to healthcare services are critical to rural populations and yet, little has been done to mitigate the risk of acute care needs and improve access to preventative care services. Transportation, internet access, food insecurity and multiple social determinants of health play a large role in declining rural health outcomes.

OUR SOLUTION: Casey has not had a primary care visit in two years. With the JoinIn healthcare at home device and app, he is able to easily connect with a provider to assess his medical needs. With telehealth in his hand, he now has access to a psychological evaluation, diet consultation, smoking cessation services and more. Turning on the remote joinIn tablet and logging in automatically connects Casey to 4G wifi, and his provider.

Source: Rural Health CDC.Gov

Casey represents a telehealth consumer subgroup who are falling through the cracks.

Although telehealth adoption has spiked in part due to COVID-19, a study by RockHealth shows that the adoption was highest among high income earners ages 35-54. The data shows comparatively low adoption rates for those in rural communities.

"A striking indicator of telehealth's building momentum suggests that now is the time for physicians to understand how care delivered at a distance can fit it into a wide variety of practices."

Source: American Medical Association (AMA) LINK.

The rise in chronic illness, co-morbities and an aging population creates an urgent need for robust telehealth solutions. The number of Americans 65 and older is set to double, reaching 80 million by 2040. Patients who present two or more chronic illnesses are in dire need of specialized care.*

THE PROBLEM: As the population ages,* the likelihood of patients developing more than one chronic illness increases. Managing diabetes coupled with heart disease, or Parkinson's and fibromyalgia can cause a great deal of stress for patients. There is an urgent need to provide on-going care for those who have more to manage than the average patient, yet doctors are over-worked and suffering from a rise in burnout.*

OUR SOLUTION: The Center for Medicare and Medicaid (CMS) introduced code CPT 99490 for Chronic Care Management.* The program reimburses an additional **$41-$177** per patient with proof of services delivered. This code is specifically for non-clinical staff to spend 20 minutes with patients between visits. JoinIn healthcare creates a seamless opportunity for providers to care for chronically ill patients and bill for code 99490, leading to better health outcomes and increased reimbursement.

*(Urban institute 2021 aging population report) (CMS.gov CCM PDF) (*patient centered medical home)
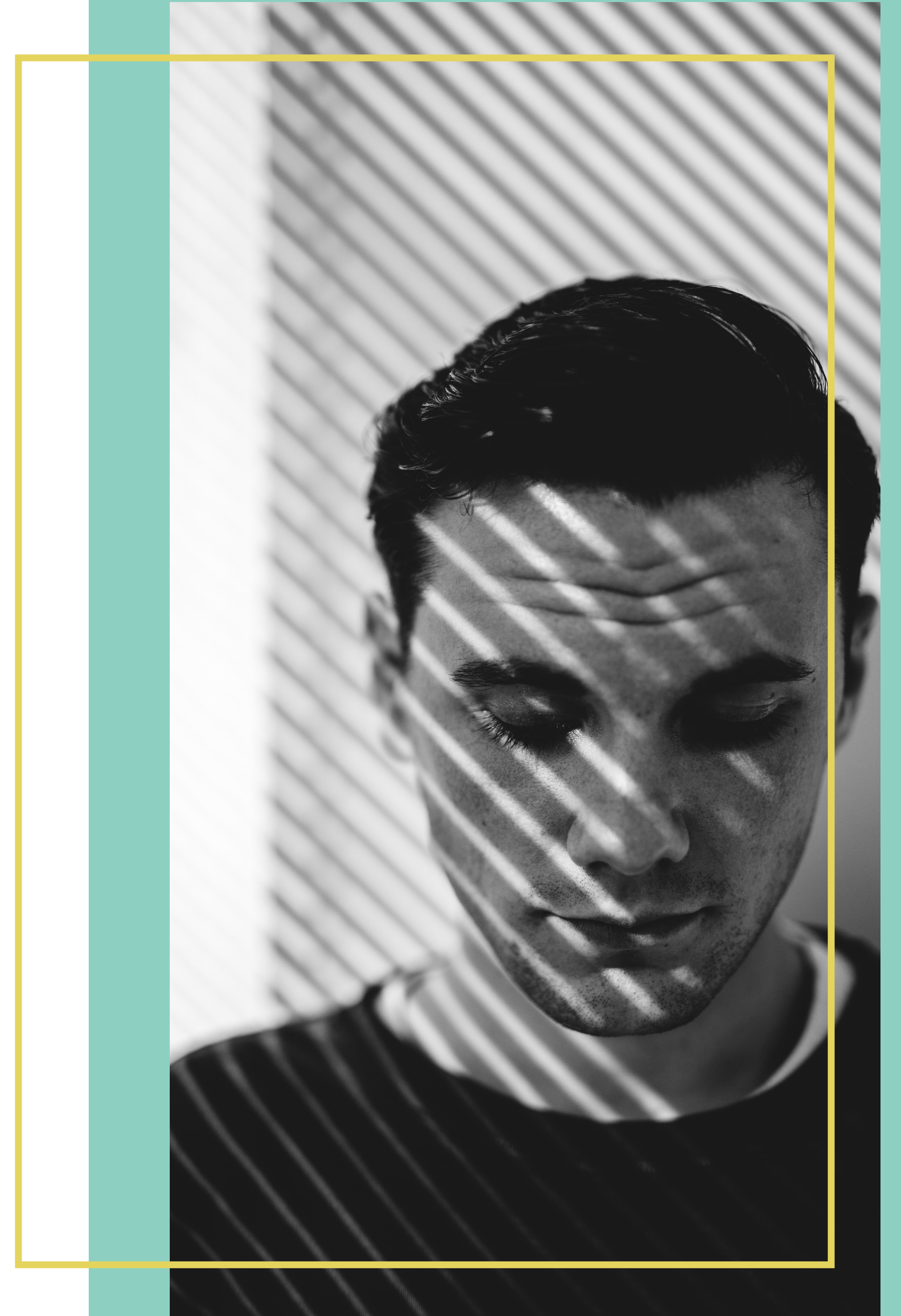
Newly diagnosed patients receive education and remote monitoring with JoinIn collaborative care tools. Give patients the skills needed to confidently manage their illness with on demand access to care teams, and realistic objectives for long-term health.

THE PROBLEM: When a patient is newly diagnosed with an illness, a specialized care plan is created to educate the patient regarding medications, risks and lifestyle changes. All too often the process overwhelms patients already shellshocked by a diagnosis. Care plan adherence takes more than discharging a patient with paperwork for them to make sense of on their own, or with their families.

OUR SOLUTION: JoinIn technology removes barriers to learning by reaching patients where there are: on a mobile device in their home. With our tools, care teams can monitor patients and connect with their support system for educational appointments to help the patient master new skills. Instead of falling through the cracks, patients are confident and healthy. Although the team member dedicated to education may be a patient navigator, they can provide the critical missing link by empowering a patient to take control of their diagnosis. The services are billable to insurance providers as a quality measure to reduce overall care spend.

(Notable 53% increase in telehealth insurance claims from 2016 -2017; 153% increase in telehealth "alerternatice care settings" claims in 2020)
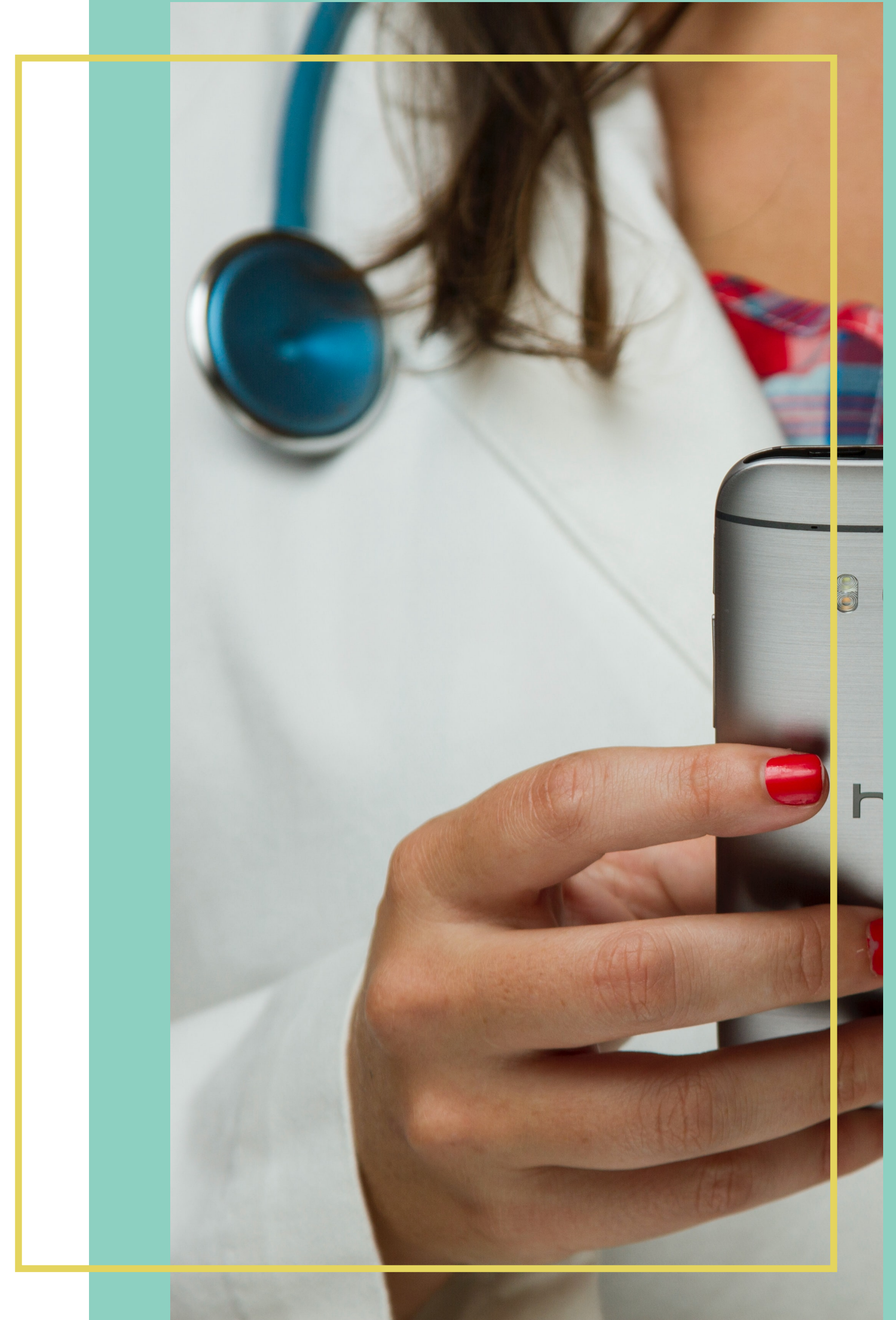
The JoinIn virtual care experience results are in:

Instead of calling in sick, and missing work, Mary reaches her family doctor's medical office with her JoinIn Healthcare device.

01 REDUCED ACUTE CARE EPISODES AND **IMPROVED ACCESS TO CARE**

02 BALANCED HEALTHCARE SPEND DUE TO **REDUCED ACUITY AND UTILIZATION***

03 INCREASED CARE PLAN TRANSPARENCY AND ADHERENCE LEADING TO **BETTER CLINICAL OUTCOMES**

04 PROVIDERS AND CARE TEAMS WITH **TIME TO FOCUS ON** TOP-OF-LICENSE ACTIVITIES

***Source**

"Virtual health will become a "force multiplier" for traditional health care providers. It could improve chronic-care management and make it easier for primary and urgent care centers to expand into specialties. When virtual health is supported by complementary technologies, it can improve the overall care experience for patients."

SOURCE: <u>DELOITTE</u>

The Telehealth Market by the Numbers

153%   Market growth occurred during the pandemic

XX%   Telehealth projected growth via Morningstar

44%   Healthcare organizations eyeing video-based telemedicine services*

48%   48 percent planning for remote patient monitoring*

*Source: survey of 147 C-suite, IT and clinical leaders

MARKET IN 2018

In 2018, the telehealth market was only worth around $34 billion.

MARKET VOLUME BY 2025

Investments made in technology and infrastructure to support the industry are expected to reach $64 billion by 2025.
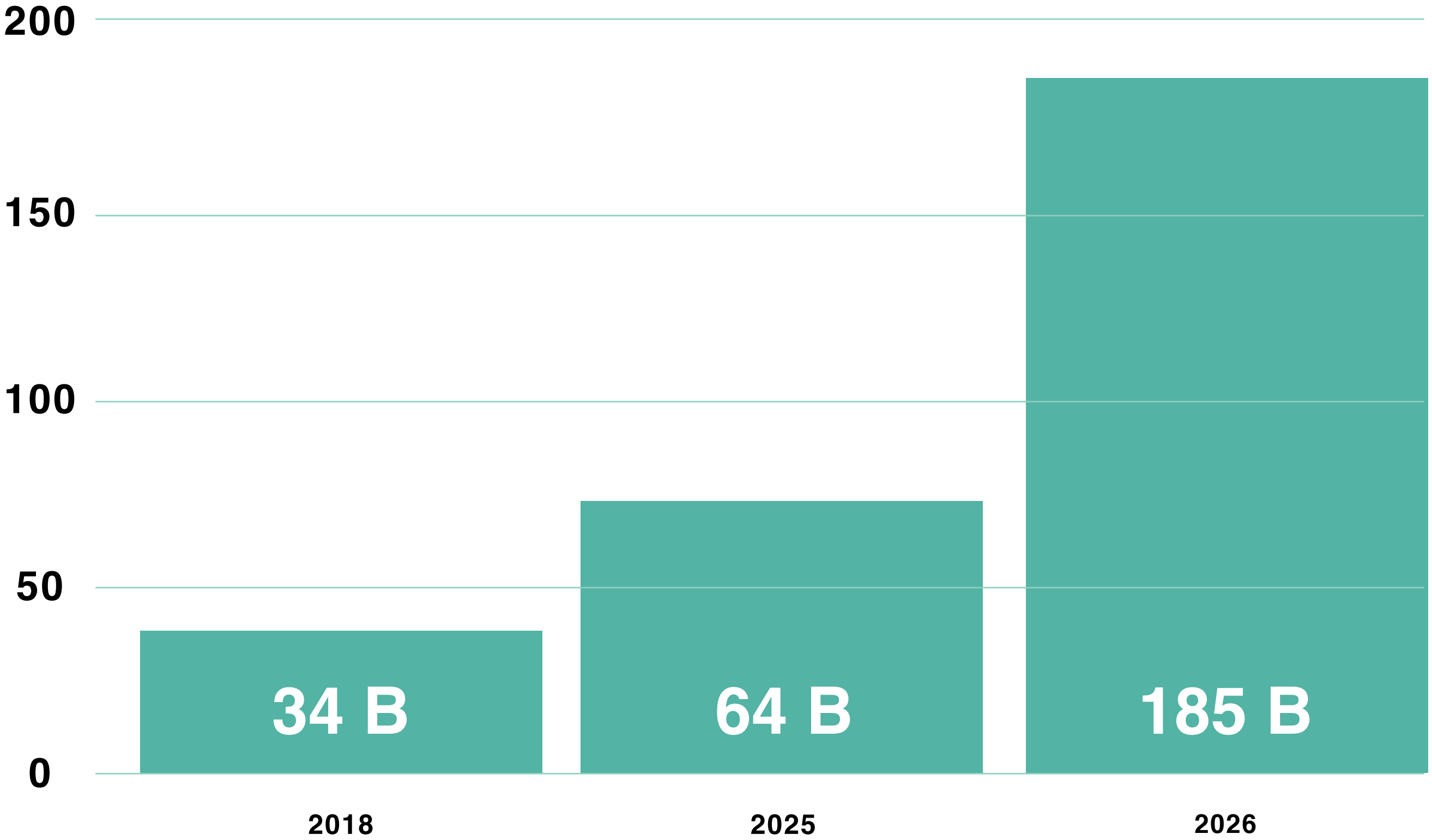
MARKET CAPACITY BY 2026

The telehealth market is estimated to surmount $185 billion by 2026, according to Fortune Business Insights.*

Source: *Fortune Business Insights

MARKET SIZE

Year	Market Size
2018	34 B
2025	64 B
2026	185 B

01 Kiosks outside of general stores provide access in rural health systems to reduce over utilization of emergency rooms

02 Providers and care teams strengthen relationships with patients by improving preventative care
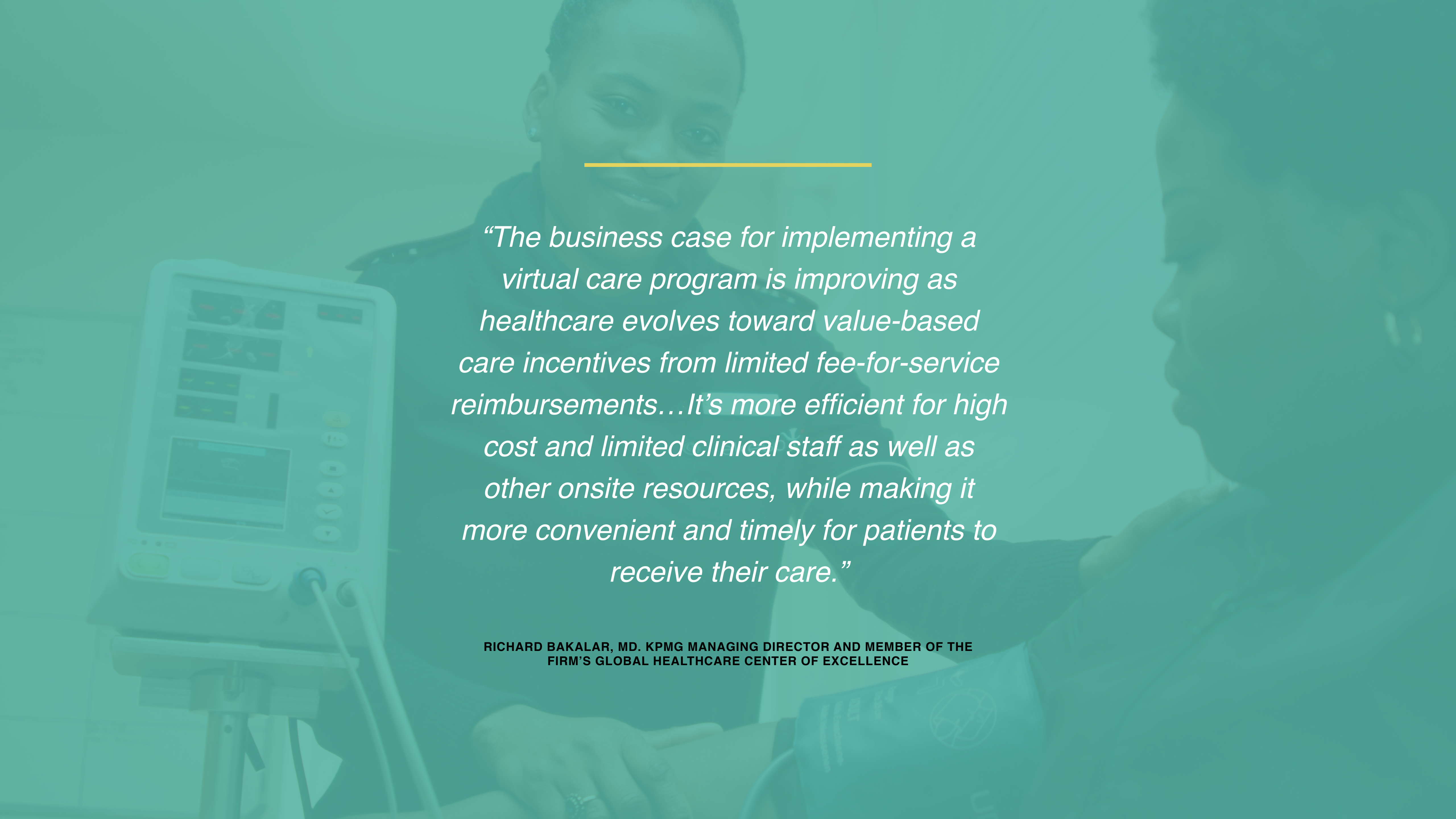
03 Reduce healthcare spend for health systems to focus on care improvement projects and research

04 Increase access to care for vulnerable populations including prisons, rural healthcare facilities, and elder-communities

Closing the Gaps with a Seamless Virtual Experience

Consumer-centric patients are changing healthcare. And we're in the perfect position to meet their demands. The common denominator between events and healthcare? **Experience. We have it.**

"The business case for implementing a virtual care program is improving as healthcare evolves toward value-based care incentives from limited fee-for-service reimbursements…It's more efficient for high cost and limited clinical staff as well as other onsite resources, while making it more convenient and timely for patients to receive their care."

RICHARD BAKALAR, MD. KPMG MANAGING DIRECTOR AND MEMBER OF THE FIRM'S GLOBAL HEALTHCARE CENTER OF EXCELLENCE
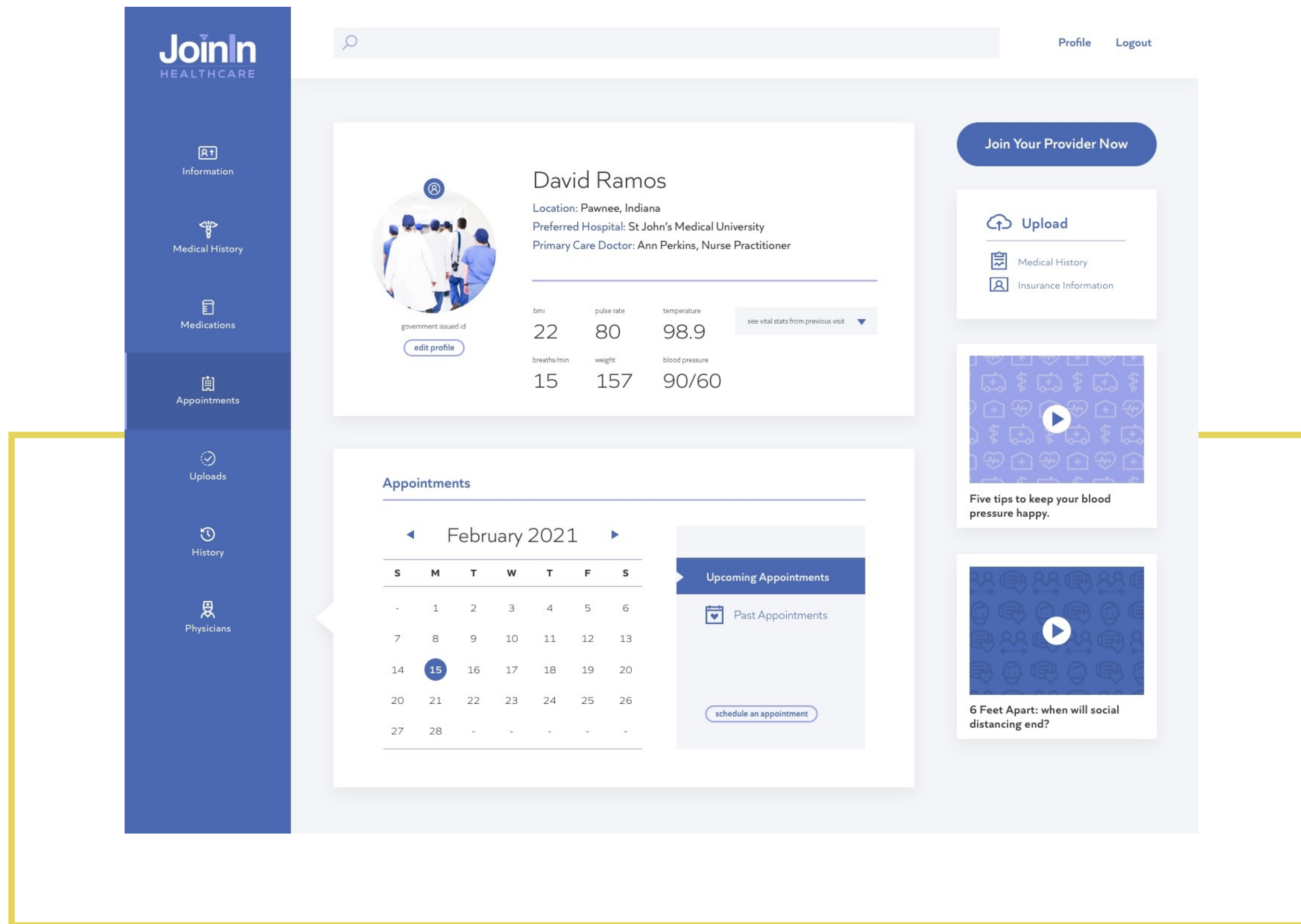
The JoinIn Technology

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TECHNOLOGY

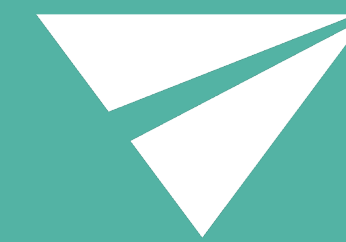# SECURITY ASSET 1

SECURITY ASSET 2

SECURITY ASSET 3

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Sed ut perspiciatis unde omnis iste natus error sit voluptatem accusantium doloremque laudantium, totam rem aperiam.

The JoinIn Technology is safe and reliable.

Going Global

OUR CONNECTED WORLD

The future of a virtual healthcare experience is now. Technology has enabled the rapid delivery of services and remote monitoring of conditions. Across the globe, patients are adopting wearable devices that track their medical data and allow providers to make faster determinations while care teams devise strategic health plans from anywhere in the world.

A GLOBAL IMPERATIVE

With the COVID-19 pandemic opening our eyes to the connectivity of our world, we can no longer turn a blind eye to the inefficiencies of healthcare systems outside of the us. JoinIn healthcare is committed to achieving superior healthcare results for populations outside of the US, and in emerging markets.

Mission

Our Mission is to transform healthcare by joining providers and patients together within a seamless technology experience that impacts the global community for good.

A JoinIn Experience

Our goal is to strengthen the patient/provider relationship by reducing the inefficiencies of daily healthcare delivery with secure, EMR friendly telehealth solutions. The result? Better decision making for providers, and better health outcomes for patients.

Our Experience by Numbers

Combined 20 years in event production

15 years of healthcare experience

1 Accredited Nurse practitioner

2 healthcare researchers

NOTEWORTHY PROJECTS BY THE NUMBERS

PROJECT NAME

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