

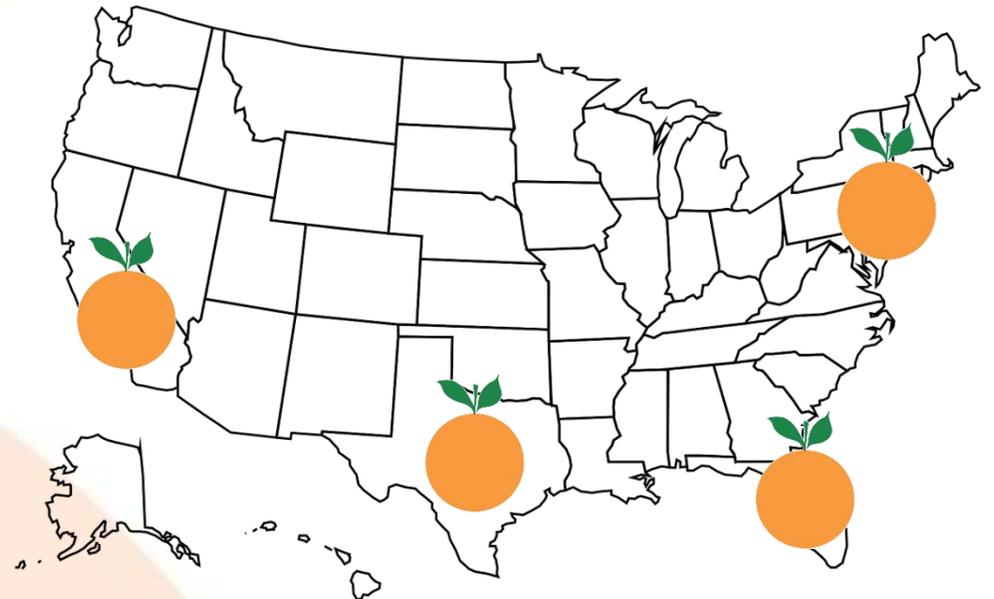


KidzDoc**NOW**

The Leader In
Pediatric
Telemedicine

Borne From America's Leading Pediatric Group

- 1955: founded in Hollywood, FL
- 1970's: first Managed Care arrangement
- Now 50+ locations in FL
- 300+ clinicians
- PCMH accreditation
- Leading HEDIS metrics
- Robust VBC programs
- National expansion w/ recent partnerships in TX, CA, NY, NJ
- Total Enterprise now
 - 140+ locations
 - 600+ clinicians
 - 3mm+ annual visits
- Focused VBC strategy



Where We Came From

2016

- VBC initiative for PA of FL (ED Diversion)
- Telephonic Telemedicine Pilot

2017

- KidzDocNow brand borne
- Weekday video visits by appointment

2018

- Expanded hours of operation
- Video visits 7-days a week by appt.

2019

- On-demand video visits added
- Expanded to 24/7 availability

2020

- Proven ability to scale rapidly (COVID)
- PA PCP practice enters multiple states

Where We're Going



Multi-state pediatric provider network



Expansive growth fueled by payor partnerships



The leading national brand for pediatric telemedicine

KidzDoc**NOW**

KDN Leads the Way In Pediatric Telemedicine

Pediatric Focus



Dedicated Clinicians



On-Demand Availability

24/7



Every child visits with a board-certified pediatrician or pediatric trained APP

We employ and train every clinician in-house, and Telemedicine is a full-time job for most

Connect directly to our pediatricians within minutes via video, any time of day or night



Others

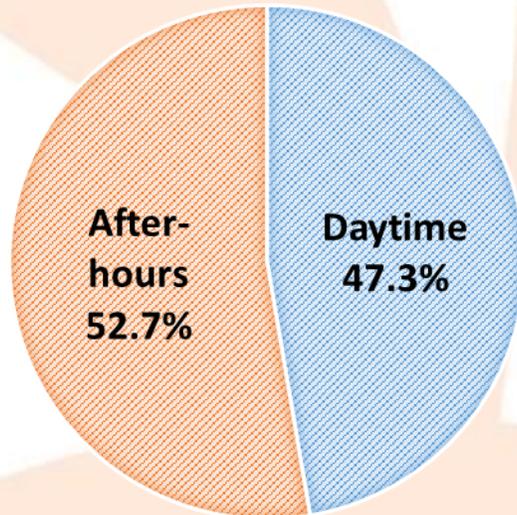
Children are often paired with general adult practitioners

Many clinicians contracted to moonlight on Telemedicine outside of their day jobs

Many services unavailable, outsourced to third-parties, or available only on-call

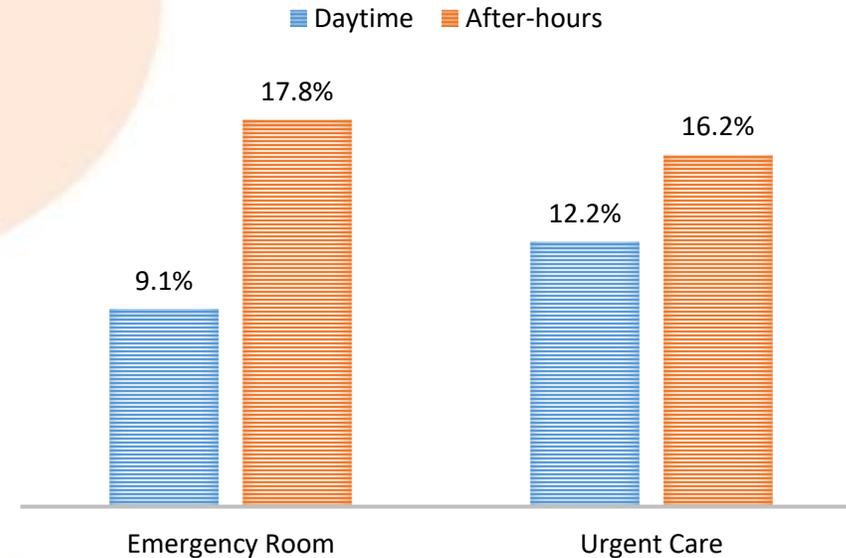
After-Hours Availability Matters

More than half of all KDN visits occur outside of normal office hours



Daytime = 8a-5p Mon-Fri
After Hours = 5p-8a & Weekends

Patients are nearly 2x as likely to seek emergency care after-hours

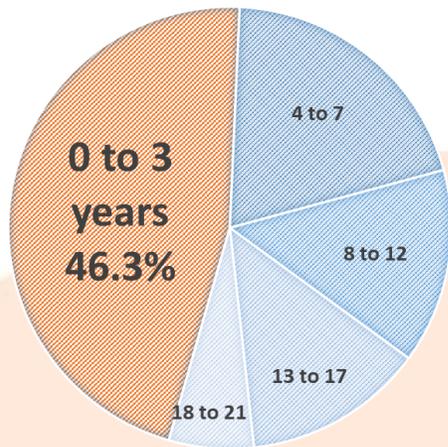


% Patients indicating where they would have sought care if KDN was not available

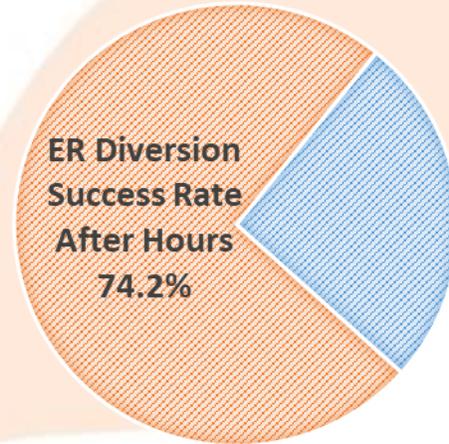
Pediatric Expertise Matters

Pediatric-focused Telemedicine significantly drives down ER utilization when it matters most

Kids 0-3 years old account for nearly half of all pediatric ER visits

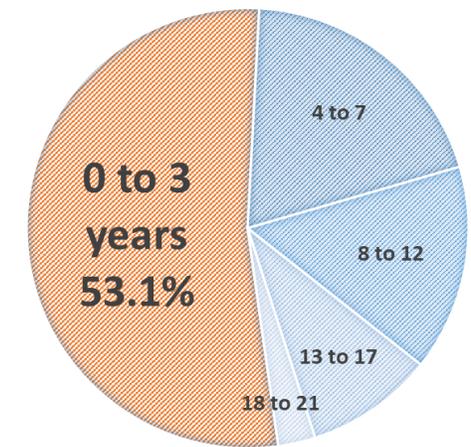


% of total ER visits by age of patient. Data from participating payor claims data.



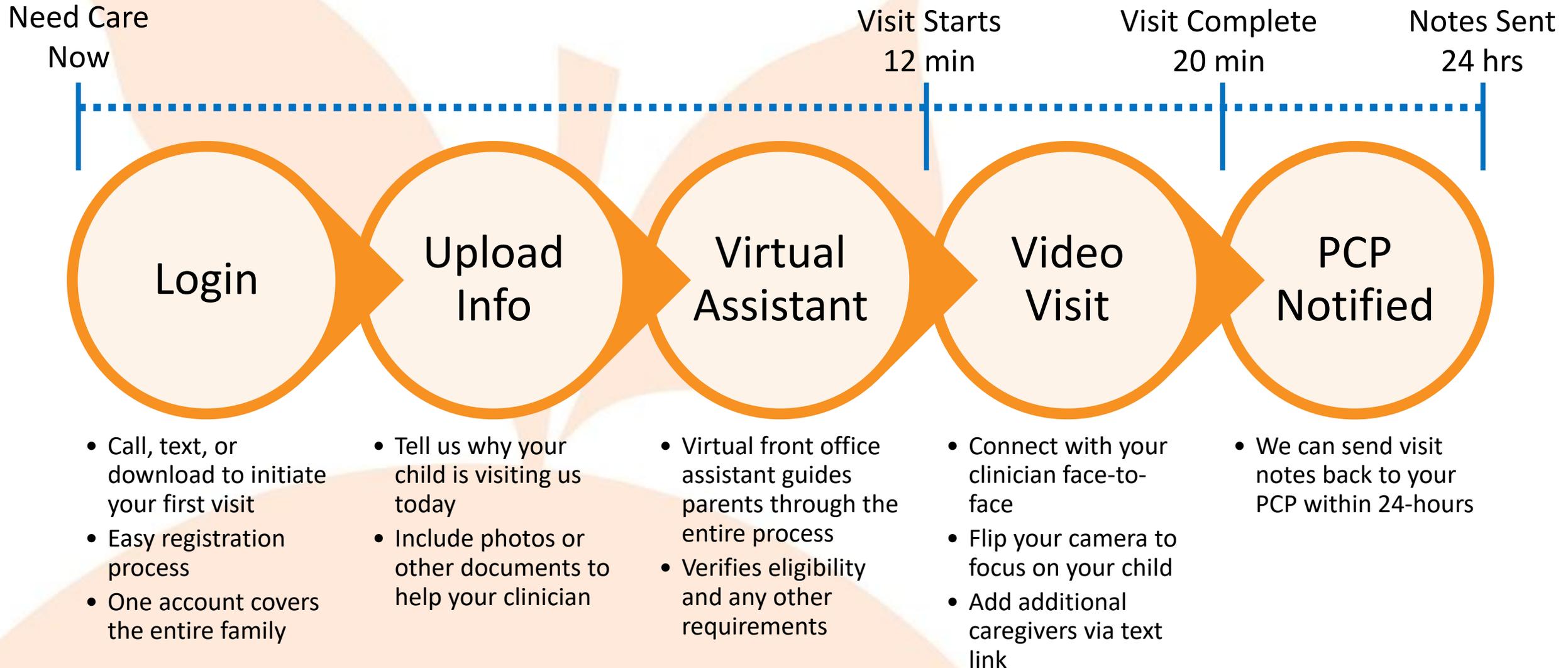
% of after-hours patients who do not visit ER after KDN visit v. those who indicated they would have if KDN was not available.

KDN clinicians specialize in treating kids 0-3 years old



% of total KDN visits by age of patient.

Smooth Workflows Close The Loop



Product Demo

KidzDoc**NO**W

KDN Delivers for Health Plans

A 5-Star Service Offering for Members



App Store Rating: **5.0** out of 5
12k ratings



Average Time to
Start Visit: **12** minutes



Return Visitors: **1 in 2**

Improved Quality & Reduced Cost

% KDN patients who otherwise
would have gone to ER/Urgent Care: **27%**

% KDN patients who otherwise
would have had in-office sick visit: **64%**

Patients visiting ER within
7-days after KDN visit: **2.9%**

A Complement to Existing Telemedicine Relationships

We don't mingle in adult medicine. Parents are thrilled to have KDN for their little ones.

Keys To Successful Partnership

Joint Marketing



- Let parents know this is available to them
- Increase utilization of KDN

Data Sharing



- Focus marketing/outreach toward high/recent ER utilizers
- Increase % of ER diversions through KDN

VBC Arrangement



- Shared Savings component of service agreement
- Align incentives on cost and quality

↑ Utilization

+

↑ % Diversion

=

↑ Savings

We Are Ready To Grow With You!

- Build on our success caring for your Pediatric Associates patients
- Expand KDN access to ALL the plan's pediatric lives in Florida

	PA / KDN (actual)	Plan FL MCD (potential)
Plan Members*	100,000	1,000,000
Monthly Utilization**	4.0%	3.0%
Monthly TM Visits	4,000	30,000
ER Diversions	12.7%	12.7%
UC Diversions	13.9%	13.9%
Annual Savings	\$3,468,000	\$26,010,000

*Membership includes Sunshine + WellCare

**Assumes lower KDN utilization rate for members not currently assigned to PA. \$350 per ER visit, \$200 per Urgent Care visit



- Explore hybrid pricing model

We Appreciate Your Partnership!

KidzDoc**N**OW