A Voluntary Diabetes Management Program Offered To IRC Employees and their eligible dependents

IRC has contracted with Kannact Inc. to offer their diabetic management program (DMP) at no cost to you. The DMP provides the following:

- A glucometer that automatically sends your readings to your cell phone or laptop – no need to log your readings anymore
- Diabetes strips & lancets shipped to your doorstep
- Diabetes self-management tools and even a personal diabetes coach if you choose to have one

To know more about or register with Kannact for your ‘no cost to you supplies’ you may call or write Kannact directly.

Ph: 855 - 722 – 5513   email: support@kannact.com
Improve Employee Health, Not Cost
Mobile delivery of patient-centric care for individuals with chronic conditions.

Krishna Rao CEO
about Kannact

- Kannact is an Oregon based company
- We specialize in diabetes management and other chronic diseases – our contract with IRC is limited to diabetes management
- This voluntary program consists of delivering supplies, instant access to your sugar monitoring data and diabetes coaching – our coaches are US based
- All of the above is brought "FREE" to you. IRC pays for the program
Currently 30 million adults have diabetes

On average, the cost of healthcare for people with diabetes is $15,000 per individual per year compared to those without diabetes at $4,300 per year

and by 2040

46 million adults will have diabetes and their per capita health costs is expected to increase every year
unmanaged diabetes leads to health complications

<table>
<thead>
<tr>
<th>Condition</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>ER visit w/o hospitalization</td>
<td>Top 2 causes are hypoglycemia &amp; diabetes related</td>
</tr>
<tr>
<td>Hypertension</td>
<td>71% of people with diabetes</td>
</tr>
<tr>
<td>Heart Attack</td>
<td>1.8x higher for people with diabetes</td>
</tr>
<tr>
<td>Stroke</td>
<td>1.5x higher for people with diabetes</td>
</tr>
<tr>
<td>Kidney Failure</td>
<td>Diabetes is the primary cause</td>
</tr>
<tr>
<td>Non-traumatic Amputation</td>
<td>60% of lower-limb amputations on diabetics</td>
</tr>
<tr>
<td>Death</td>
<td>Diabetes is the 7th leading cause</td>
</tr>
</tbody>
</table>

![Diagram of Major diabetes complications](image-url)
CMS estimates about 40% of healthcare costs are avoidable.

98.3% of the avoidable costs are attributable to Diabetes Related
Study compared year on year performance.

Same 60 diabetic patients for 270 days on the program.

Participants had the same health plan for 3 years.

Dramatic cost reduction.

**Healthcare Costs**

- **Kannact Implemented in May 2015**

**% Change in Costs**

- **Kannact Implemented in May 2015**

This information is confidential and proprietary to Kannact.
People With Diabetes Must Adjust Their Lifestyles

Complex habits require lifestyle changes

- **Eating healthy foods**
- **Exercising daily**
- **Managing stress levels**
- **Getting 7-9 hours of uninterrupted sleep**
- **Monitoring blood sugar**
- **Taking medications as prescribed**
- **Seeing physician each year**
How Kannact Works

https://www.youtube.com/watch?v=BtLX--4Rhfw
### 3 quick Kannact case histories

#### Ryan
- **68 years old**
- Family history of diabetes
- Likes: ability to log, chart and store his readings
- Weight Lost: 20 lbs
- Lowered A1c to: 5.2
- Decreased out of pocket costs by 40%

> "Kannact is my barometer for when I need to make changes, it gives me the information I need to reach my goals."

#### Susan
- Diabetic for 8 years
- History of elevated A1c levels
- Likes: The home delivery and knowing she won’t run out of strips
- Missed only 3 readings in the past year
- Decreased out of pocket costs by 75%

> "I love the check-ins with my coach and talking about what works for others with diabetes to keep up their goals."

#### Tony
- Borderline diabetic
- Multiple knee surgeries were an excuse to stay inactive
- Likes: Printing reports from his computer to take to his appointments
- Is now tracking steps and is over 60,000 weekly
- Decreased out of pocket costs by 90%

> "Wow, this is really cool, the glucometer sent my results to my phone app."
so what is the Kannact value proposition

Maximizing the power of the “human touch” to achieve extraordinary results in population health and cost outcomes
Kannact produces measurable health outcomes

Six months after adopting Kannact

✓ Average reduction in Blood Glucose (BG): 35 mg/dl
✓ 1% reduction in hemoglobin A1C
✓ 37% reduction of long-term microvascular complications
✓ 87% adherence compared to the national average of 42%
✓ Over 70% actively engaged in the coaching program
Solution Detail
Supplies, shipping and coaching are all absolutely free to you and your dependents if you and they are covered by the Indian River County Health Plan.

IRC pays Kannact for the program.

Kannact is confident that if you enroll and adhere to our program, IRC will see a significant improvement in the health of their covered enrollees and a substantial cost reduction related to their healthcare expenses.
Kannact process is frictionless

Kannact acquires the prescription for BG monitoring, and ships supplies directly to your door.

Coach trains and supports the patient on how to use the system. The System monitors and tracks patient progress creating accountability for the patient and coach.

*Enrollment to Supplies at your doorstep takes 5 to 8 days!*

This information is confidential and proprietary to Kannact Inc.
onboarding timeline

Outreach to potential enrollees

Patient enrolls online; Enrollment success email sent by system

A Health Coach calls patient to welcome and administer KMVA

Patient receives welcome package. Glucometer is attached to patient profile and ready to send readings immediately

Account setup email sent by assigned Personal Health Coach. Patient clicks link to create password and log into account. Downloads mobile app.

1 Day

3-8 Days

1 Day

1 Day

Coach begins working with patient
how do the members know how they are doing?

They can see their BG activity instantly on their smart mobile devices.

They can even download customized reports in a format that clinician’s typically prefer.
we leverage the member’s social circle

Once enrolled friends and family receive notifications and help encourage the patient to be successful.

By increasing the patient’s community and thus accountability, their success rate increases.

*Note: Patient needs to provide authorization to share information*
Enrollment is Easy
two options for enrolling

- Call us at 1-844-4Kannact and we will enroll you over the phone.
- You may call us to know more about our program even if you do not wish to enroll !!

or

- Enroll online by yourself at www.kannact.com - call us if you need assistance
INRODUCTION TO ENROLLING ONLINE
Enter [www.kannact.com](http://www.kannact.com) in your browser’s address bar

1. Hover over English or Espanol
2. Click on Enroll Now
Enter your first name, last name and DOB

1. Scroll down the employer list and pick your employer
2. Agree to the Terms of Service
Enter your shipping address

Shipping address
Where should we send your no cost glucometer and testing supplies?

Mailing address

12712 Park Central Drive, Suite 100

City
Dallas

State
TX

Zip Code
75251

Having trouble? Get help enrolling.
Enter your doctors name, city, state

Prescription

Where can we confirm your blood glucose monitoring prescription?

Doctor's name

Dr Who

City          State
Portland      OR

We need your doctor's info to ensure your prescription and supplies are up-to-date.

☐ Please confirm with my pharmacy.

BACK

Having trouble? Get help enrolling.
Enter your contact information

**Contact information**

How should we get in touch with you?

**Email address**

t1p1@yahoo.com

**Confirm email address**

t1p1@yahoo.com

**Phone number**

9081239087

- Email preferred.
- Phone calls preferred.

**Special instructions**

Having trouble? Get help enrolling.
Review & confirm what you entered

Confirmation

Please review your information:
TestDev1 Pet1
January 1, 1986
Release

Shipping address
12712 Park Central Drive, Suite 100
Dallas, TX, 75251

Prescription
Dr. Who
Portland, OR

Contact information
t1p1@yahoo.com - Preferred
9081239087

BACK

Having trouble? Get help enrolling.

Confirm
Kannact Program Summarized

Employees and their dependents (covered by the Indian River County) who have been diagnosed with diabetes or who have a valid prescription for diabetes supplies may enroll for the Kannact Diabetes Management Program.

You may enroll online by yourself or if you prefer call Kannact and a coach will help you enroll. If there is a successful match for coverage, a Kannact coach will contact you for an appointment schedule.

Supplies will arrive at your doorstep typically within 5 to 7 days of successful enrollment. This time is for procuring your prescription and for shipping.

The Kannact program including all diabetic supplies, shipping charges for supplies and the health coaching are free to you.

You are ready to take readings and actually see your readings on your portable device or desktop as soon as you have the time to take your first reading – it’s really that simple!
A flyer with contact information and a list of FAQs and answers are provided to take with you.
Thank You!
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