

# Envita BioMed

## The Future of Personalized Healthcare

Presentation – 2024



Visit Our Website  
**EnvitaHealth.com**

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# What is Envita BioMed?

Envita BioMed is an innovative medical program designed for businesses and **built by physicians**. It seamlessly **complements a company's health plan**, enhancing employee health while simultaneously working to **reduce costs and the severity of claims** for employers. What sets Envita BioMed apart is its integration of the latest advancements in medicine, a distinctive feature not found in other programs.

## Key Features

- Built by Physicians to Focus on Health Outcomes of Employees
- Works to Reduce Cost and Frequency of Health Plan Claims
- First-Ever Nationwide Personalized Integrative Medical Program
- Incorporates Integrative, Genetic-Based, and Regenerative Medicine
- Complements Companies' Existing Health Plan
- Can Be Offered to Employees Not Currently Enrolled in a Health Plan



# How Does BioMed Work?



## Integration With Current Plans

BioMed seamlessly merges with your current health plan, identifying individuals for personalized care based on their needs. This collaborative approach optimizes health outcomes while working to control costs.



## Proactive Employee Intercept

BioMed uses advanced algorithms to identify employees who need early intervention and improved care. Data-driven insights guide individuals to tailored healthcare options, enhancing well-being and preventing health complications.



## Top Tier Concierge Experience

Patients receive personalized care options through a streamlined concierge service, led by experienced physicians. This high-touch approach ensures smooth navigation through the healthcare journey.



## Custom Tailored to the Employee

BioMed designs customized treatment plans for each employee, considering their unique needs, genetics, and medical history. This individualized approach maximizes effectiveness and promotes long-term health improvements.

# BioMed Focuses on changing the Health of the Employees



## Chronic Conditions

### Navigation

We utilize second-opinion access to centers of excellence, individual biometrics, and guidance and navigation to enhance the management of chronic conditions



## Unhealthy Employees

### Customization

In this phase, we utilize precise metrics to pinpoint individuals and proactively mitigate high-cost claims or potential chronic conditions



## Healthy Employees

### Proactiveness

We proactively monitor the health of employees, aiming to identify and address any medical concerns early on to mitigate future expenses.

# Envita BioMed Specialty Programs

Below are only a few of the specialty programs included within the Envita BioMed Program



## **Nutrition and Blood Optimization Testing**

Provides personalized wellness programs that optimize individual health through targeted laboratory tests and recommendations for diet, lifestyle, nutrition, and supplementation.



## **Hormone Replacement Program**

A specialized program that not only focuses on hormone replacement but also offers personalized bioavailable and bioidentical hormones customized to each individual.



## **Genetic Medication Screening**

Members undergoing testing for drug metabolism can receive personalized medication recommendations based on their genetic profile, potentially mitigating the risks.



## **Oncology Second Opinion**

Envita Second Opinion provides telemedicine consultations for oncology patients, allowing members to discuss personalized integrative options and review their current treatment program with a COE doctor.



## **Personalized Pregnancy Program**

This program supports women throughout all stages of pregnancy, offering personalized coaching and guidance beyond traditional OB office care, with the goal of achieving optimal maternal and fetal health outcomes and reducing high-cost claims related to complications.

*All services are tailored to the individuals needs!*



# Case Examples of Envita Health Technology



*"I can't imagine not being here, not coming through the treatment here. I would 100% recommend it."*



*"They have a great approach and I just love that!"*



## Carol – Stage 4 Breast Cancer

Carol, who faced stage 4 metastatic breast cancer with limited treatment options and severe side effects from traditional chemotherapy. Disenchanted with standard oncology, Carol traveled to Envita, where she found a personalized precision oncology approach utilizing advanced genomic analysis and proprietary testing. Envita's innovative treatments, alongside personalized immunotherapies, targeted her cancer effectively while minimizing side effects. Carol's experience at Envita was transformative, marked by a supportive environment and detailed, compassionate care from doctors who helped her understand and embrace her comprehensive treatment plan.



## Garret – Stage 4 Prostate Cancer

Garret, who faced stage 4 metastatic prostate cancer that had metastasized to his bones. Disheartened by conventional treatments, Garret and his wife turned to Envita's integrative approach, combining conventional medicine with natural and research-based options. This precise, patient-specific approach resulted in dramatic improvements for Garret, whose PSA levels decreased from 2,500 to a normal range of 1.2 ng/ml. Envita's comprehensive personalized strategy extends beyond chemotherapy, incorporating personalized immunotherapies and custom compounded adjuvants to strengthen the immune system, proving crucial in Garret's recovery.

See hundreds more testimonials at [www.Envita.com](http://www.Envita.com) or scan the QR code on this page!



# What is the Cost of the Program?

- ✓ Program is paid via pre tax funds
- ✓ Zero cost to the employer or employee
- ✓ Plans are customized to the company and employees
- ✓ Employees may see increase in their take home pay
- ✓ Employer May see savings in payroll taxes

The Plan is an employer-sponsored plan that allows employees to cover specific qualified medical expenses using pre-tax funds.

By using pre-tax funds to cover the BioMed program, the premium cost is excluded from wage evaluation, benefiting both the employer and employee by reducing their payroll burden.

These tax incentives not only enable employers to offer BioMed's personalized medicine options to their employees without any out-of-pocket costs but also frequently result in increased take-home pay for the employee and payroll savings for the employer.

Example on Next Slide





# Semi Monthly Paycheck Example

ABC Group - 20 Employees

Potential Annual Savings

\$34,783.38

Company Gross Savings

\$2,898.62

Less Admin Fee

\$-

NET Savings Per-Pay-Period

\$2,898.62

Employee Paycheck Increase Per Pay Period

\$34.70

Employee Paycheck Increase Per Month

True

Current Paycheck Example

Name 3

Semi-Monthly

Pay Period

Gross Pay

Marital Status

Allowances

Dependents Amount

Additional Withholding

Pre-tax

After-Tax

401k

NET PAY

Required Deductions

Federal Income Tax

State Tax

Medicare

Social Security

SDI

NET PAY

Envita Health Benefit

Name 3

Semi-Monthly

Pay Period

Gross Pay

Marital Status

Allowances

Dependents Amount

Additional Withholding

Pre-tax

Premium

After-Tax

401k

NET PAY

Required Deductions

Federal Income Tax

State Tax

Medicare

Social Security

SDI

Claim Payment

Premium withheld pre-tax

NET PAY

Savings

Average Employee Increase Per Pay

\$34.70

Average Employee Increase Annually

\$416.40

Percentage of Qualified Employees

94%

Average Employer Savings PEPPY

\$1,739.17

The difference between the premium and the claim payment is used to fund the plan.

Notice the difference in payroll tax between paychecks

Select an employee via the drop down list immediately below.

Name 3		Required Deductions	
Pay Period	Semi-Monthly	Federal Income Tax	\$ (171.36)
Gross Pay	\$ 2,240.00	State Tax	\$ (69.98)
Marital Status	Single	Medicare	\$ (32.48)
Allowances	0	Social Security	\$ (138.88)
Dependents Amount		SDI	\$ (20.16)
Additional Withholding	\$ -		
Pre-tax	\$ -		
After-Tax	\$ -		
401k	\$ -		
		NET PAY	\$ 1,792.37

1234

PAY TO THE ORDER OF: Name 3

\$ 1,792.37

Memo: ABC GROUP

Envita Health Benefit		Required Deductions	
Pay Period	Semi-Monthly	Federal Income Tax	\$ (113.99)
Gross Pay	\$ 2,240.00	State Tax	\$ (46.55)
Marital Status	Single	Medicare	\$ (21.61)
Allowances	0	Social Security	\$ (92.38)
Dependents Amount		SDI	\$ (13.41)
Additional Withholding	\$ -	Claim Payment	\$ 625.00
Pre-tax	\$ -		
Premium	\$ (750.00)	Premium withheld pre-tax	
After-Tax	\$ -		
401k	\$ -		
		NET PAY	\$ 1,827.07

1234

PAY TO THE ORDER OF: Name 3

\$ 1,827.07

Memo: ABC GROUP



# Employee Benefits and Coverages

- ✓ Plan is customized per employee
- ✓ Plan is provided at no out-of-pocket cost
- ✓ Employee does not need to be on a health plan

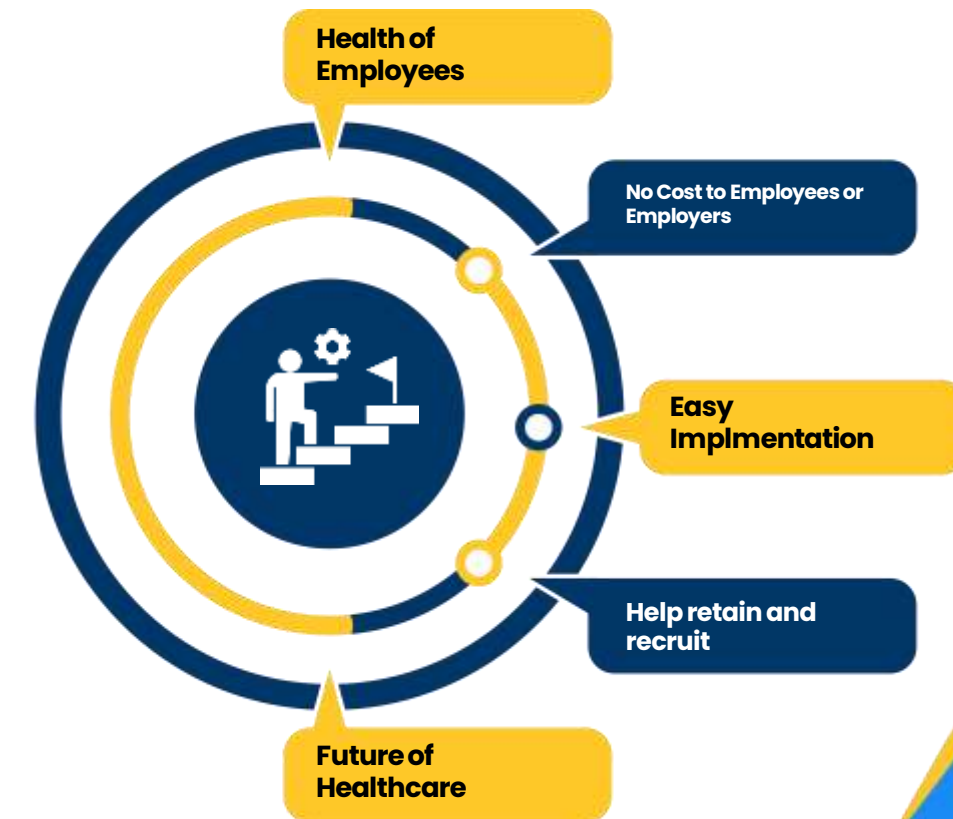
Benefit Service	Basic	Standard	Prime	Enhanced	Optimal
Hospital Indemnity Plan	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Envita Virtual Care (24/7/365)	Included	Included	Included	Included	Included
Envita RX Plan (Discount)	Included	Included	Included	Included	Included
Envita 2nd Opinion (Personalized Care for Cancer and Autoimmune Disease)	—	Included	Included	Included	Included
Envita Lasers (A Specialty High-Cost Intercept Service)	—	Included	Included	Included	Included
Envita BioLytics* (1 per year)	—	—	\$40 Copay	\$20 Copay	\$0 Copay
Center of Excellence*	—	—	Up to \$8,000 Discount	Up to \$10,000 Discount	Up to \$12,000 Discount
Envita IR Center of Excellence*	—	—	Up to \$1,000 Discount	Up to \$1,250 Discount	Up to \$1,500 Discount
Envita Personalized Concierge Care Navigation (Physician Directed)	—	—	Included	Included	Included
Vision, Dental, & Chiropractic Discount Benefits	—	—	Included	Included	Included
Specialty Lab Program*	—	—	—	10%, 20%, or 30% Discount	10%, 20%, or 30% Discount
Optimal Health Program* (3 per year)	—	—	—	\$20 Copay	\$20 Copay
Envita RX Plan (Program)	—	—	—	Included	Included
Hormone Replacement Program* (2 per year)	—	—	—	—	\$40 Copay
Pre-Natal and Pregnancy Program	—	—	—	—	\$0 Copay
Pharmacogenomics Program*	—	—	—	—	\$20 Copay
*Envita COE, additional service appointments, and additional labs are subject to the following fee schedule.			Medical Appointments - \$195 Lab Reviews - \$125 Physician Grade Supplement Discounts - 30% Labs - 10%/20%/30% Discounts (determined by lab specialty)		

## Additional Employee Benefits

- Personalized wellness programs
- Concierge care navigation
- Second opinions for chronic conditions
- Access to Centers of Excellence
- 1,300+ generic prescriptions at \$0 copay
- Extensive prescription formulary
- Discount Rx plan
- Genetic testing for medications
- Unlimited virtual primary care
- Unlimited virtual urgent care
- Unlimited virtual behavioral health
- Hospital indemnity plan
- Discount vision
- Discount dental
- Discount chiropractic
- Discount hearing
- Employee assistance program
- Possible increased take-home pay

# Key Employer Benefits

- ✓ Improves the healthcare outcomes for your employees
- ✓ Funded with no out-of-pocket cost to the employer
- ✓ Easy and seamless integration with payroll
- ✓ Potential tax savings up to \$1,000 per employee per year
- ✓ Provides benefits regardless of participation in health plan
- ✓ Creates a healthier employee population
- ✓ Helps to retain and recruit employees with integrative medicine



BioMed is designed to address the  
**1% of members**  
Responsible for  
**40% of claims**







# What are the next steps?

We've streamlined our quoting process to seamlessly integrate with your company's payroll system, simplifying the task of gathering data. This enables us to furnish a comprehensive performance report illustrating the effects on both employees and the company.

## Obtain company census information

To conduct a census, we require payroll data such as compensation amounts, tax withholdings, and tax elections



## Submit for Detailed Analysis

Please submit the census data via a customized HIPAA-secure SFTP link provided by Envita Health's operational team.



## Receive Proforma

Receive your custom detailed performance report, illustrating how individual employees and the company are benefiting from the program.





# Contact Us

Envita BioMed, designed by physicians, provides a significant opportunity to alleviate the financial impact of health claims and promote a culture of wellness within your organization. By focusing on reducing both the cost and severity of claims in your health plan, we are prepared to support you, your company, and your employees on a transformative journey toward improved health and financial resilience.



877-214-8660



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# Thank You



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