

BETTER CARE, NOT MORE CARE

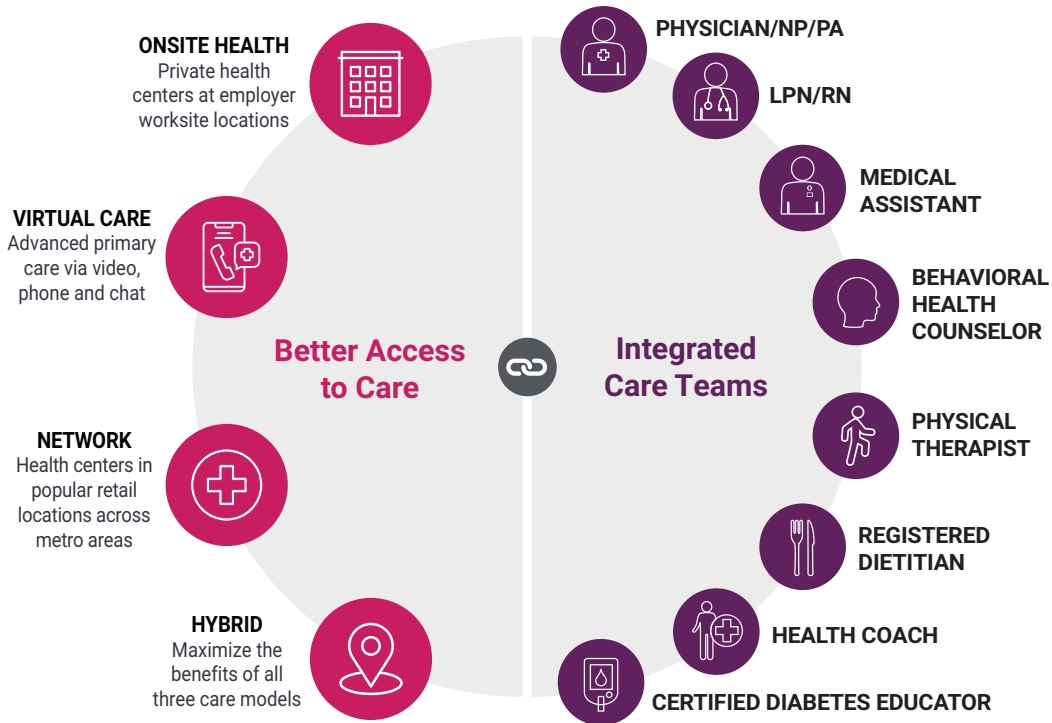
Your Guide to Employer
Healthcare Services

EMPLOYEE HEALTHCARE



MARATHON HEALTH SERVICES FOR EVERY EMPLOYEE'S NEED

Lighting the Way to Healthier Living





Marathon Health partners with employers across the U.S. to make healthcare work better for employees. Our care model gives your team better access to care, resulting in better health outcomes and financial savings.

We're driven by our mission to improve lives every single day. Longer healthcare appointment times allow for better patient-provider moments to dig in deep to truly understand your employees' health and lead them on a path to a better life.

Our care teams – including doctors, nurses, health coaches and behavioral health specialists – focus on creating profound relationships through trust and transparency to inspire and empower your employees to prioritize their health.

Better experiences lead to higher patient engagement and ultimately better health that matter to your employees, while making an impact on your bottom dollar. Read on to find out about the types of services available to employees through Marathon Health.

	<p>95% Patients who rate Marathon Health providers as Excellent or Good</p>		<p>30 Minutes Average time spent per visit</p>
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MORE CARE OPTIONS TO IMPROVE PATIENT HEALTH

From Sick Care to Managing High-Risk Health Conditions: Marathon Health Has Your Team Covered

✔ Primary Care Plus

- Sick care & preventive services
- Routine physicals & wellness visits
- Work-related injury triage
- Concierge referral coordination

✔ Lab & Pharmacy Services

- 150+ cost-saving medications
- 3,000+ labs
- Work-related immunizations
- EKG & PFT diagnostic tests

✔ Behavioral Health

- Treatment for stress, anxiety, depression, grief and substance abuse
- Couples, family and group counseling
- Collaboration with health center providers
- Available onsite or virtually

✔ Chronic Condition Management

- Chronic condition care
 - Diabetes
 - High blood pressure
 - High cholesterol
 - Anxiety
 - Asthma
- Care coordination & case management
- Health advocacy
- After-hours care

✔ Integrated Wellness

- Comprehensive Health Review
- Biometric screenings
 - Cholesterol
 - Blood Sugar
 - Height, weight, BMI
 - Blood Pressure
 - Body fat/waist circumference
- 1:1 health coaching
- Group wellness programs

✔ Care Navigation

- Referral coordination
- Coordination of patient benefits
- Medication reconciliation
- Educational resources
- Social determinants of health support

✔ Virtual Care

- After-hours triage line
- Video-based telemedicine
- Online member portal

✔ Add-on Services

- Physical therapy
- Occupational health
- Incentive program management & design
- Customized wellness portal



Most of our folks didn't have a family physician. A lot of them weren't getting physicals or biometric screenings and their normal course of treatment was to go to the emergency room. If they have a cold, need a blood pressure check, or have labs drawn, they can go right across the street. They don't need to take time off work.

NICK ERWIN, SENIOR DIRECTOR OF OPERATIONS, BELLISIO FOODS

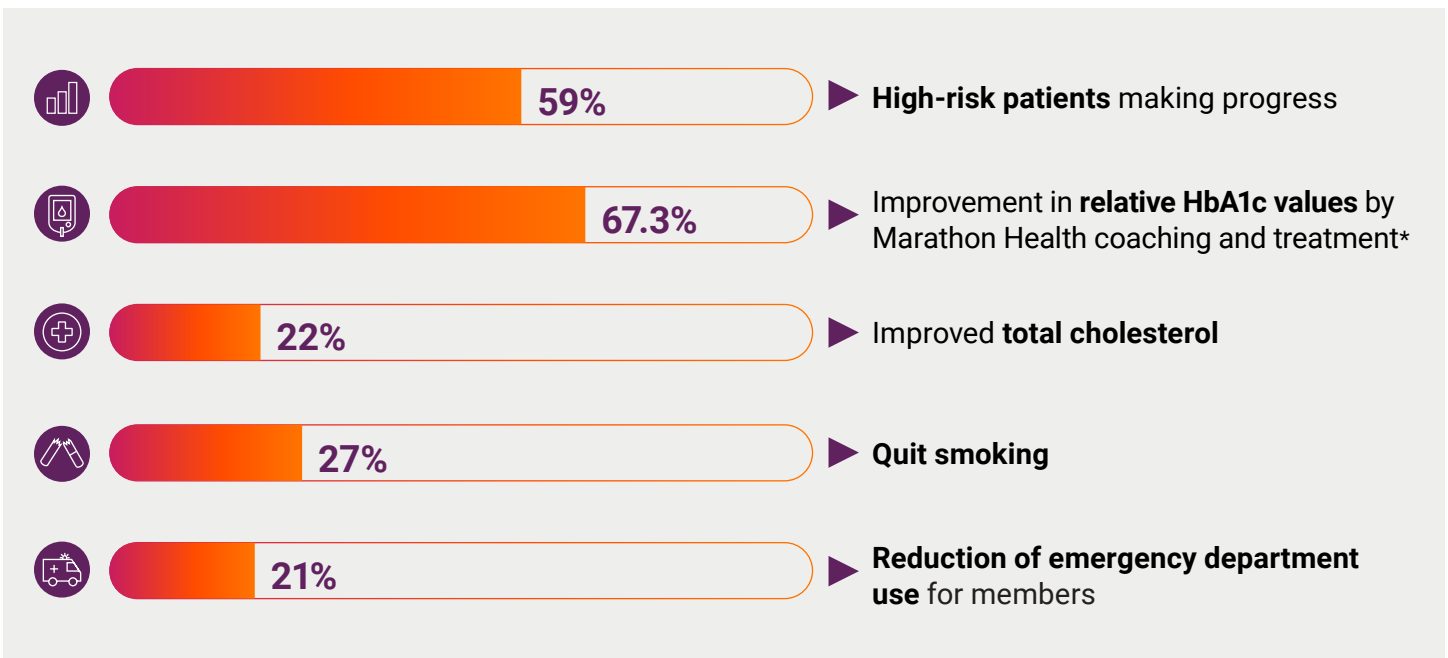
CARE DELIVERY ROOTED IN PATIENT-PROVIDER RELATIONSHIPS

Primary Care Plus

With one-fourth of adults and almost half of adults under 30 lacking a primary care physician, convenient access to quality care is more important than ever. Marathon Health's advanced primary care focuses on patient-centered care that is continuous, comprehensive and collaborative allowing for seamless navigation throughout the care process.

"Our model makes it easy and convenient for the patient to schedule an appointment. The most valuable thing we give patients is time and that's what we do. We have the tools to provide the best possible care to patients," says Michael Huang, Medical Director at Marathon Health.

Our health centers exist to improve employee health and are staffed based on the needs of your employee population. Our integrated care teams are all trained to motivate your employees to want to make healthy lifestyle changes.



**Data from 3 client populations of different sizes*



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We've seen real clinical results, blood pressures dropping and BMI dropping. We're seeing these numbers improve over time and that's just fantastic. From a clinical perspective, I've been pleased with the results. And anecdotally, we have dozens of stories of employees who have lost 75 pounds, who can now pick up a grandchild, or walk upstairs. All these stories are heartwarming.

GLENN HASKELL, BENEFITS DIRECTOR, NEW BALANCE



STRENGTHENING HEALTH AND REDUCING RISK

Physical Therapy

Taking care of the whole person includes services beyond Primary Care. With 1 in 2 Americans experiencing a musculoskeletal disorder such as back pain, fractures, strains and sprains, odds are your employees need care to reduce pain and improve mobility.

Including physical therapy for your employees not only provides convenience, but also improves productivity and absenteeism. Employers lost 264 million work days in one year due to back pain alone.

“Physical therapy is an important piece of the pie as the primary care providers for the mechanics of the body,” says Jon Strychasz, National Director of Physical Therapy at Marathon Health. “Not only do physical therapists treat injuries, but we promote self-management to the patient allowing them to get back to the things they want to do while saving costs downstream and producing better outcomes.”

Our physical therapists treat ongoing and urgent conditions while also working to prevent injury or pain. And, they work with patients to develop personalized health plans. With the care team in one place, providers collaborate on care coordination, medication management and referrals.

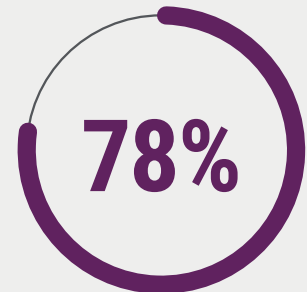


Reduction in per capita musculoskeletal costs for patients receiving physical therapy at MH worksite health center vs those who did not



\$1,828

Savings patients with musculoskeletal disorders see on total healthcare costs when they get physical therapy first



of patients looking for a drug-free pain relief option, and 41% found physical therapy to be the most effective alternative treatment



✔ Physical Therapy Services

- Chronic and acute strains and injuries
- Physical assessment
- Personal health plan
- Teach self-treatment techniques for home treatment program
- Wellness assessments
- Injury prevention education
- Musculoskeletal and ergonomic worksite assessment

Want to learn more about our physical therapy services? Email us at hello@marathon-health.com

After shoulder surgery, I found out I could do my post-op physical therapy at the Marathon Health run Union Trades Medical Center. Not only did the health center help with my recovery, but they also helped me with my diabetes. With the support of the health center and my family, I feel like I have my life back! It changed my life and most likely saved my life.

ANN BABINYEZ
THE INTERNATIONAL BROTHERHOOD OF
ELECTRICAL WORKERS UNION LOCAL 38



WORKING HARDER TO PREVENT WORKPLACE INJURIES

Occupational Health

People are your most important asset, and our job is keeping your employees healthy at work. Unhealthy employees can lead to more accidents, turnover and increased claims costs. In 2019, illness-related lost productivity cost employers \$575 billion.

Occupational health services reduce workplace injury and disability, while helping workers learn to prevent injuries through education. Marathon Health adapts our occupational service options to fit the needs of your organization, workforce and your state's worker-compensation laws.

Along with a variety of occupational healthcare services, physical therapists can improve employee mobility and reduce, or even eliminate, pain. Along with physical assessments, our team treats strains and injuries, performs wellness assessments, and creates treatment plans ensuring the best health outcomes.



In 2019, illness-related lost productivity cost employers

\$575 billion





The drivers were concerned that visiting the health center would uncover conditions that would keep them off the road. Now the message is, 'People have conditions, and we will uncover things, but our goal is to keep you on the road safely. It's not to take away your license.' Drivers are now one of our most engaged departments.

**TRAVIS (TJ) ECKELS, SENIOR
MANAGER OF EMPLOYEE BENEFITS
AND WELLNESS, SHEETZ**

✔ Occupational Health Services

- **Physical Exams and Screenings**
 - Physicals
 - Preemployment physicals
 - Drug screens
 - Breath alcohol tests
 - Lift tests
 - Injury
 - Disability
 - Evaluation
 - Training
 - Workers' compensation*
 - Return to work medical clearance*
 - Ergonomic assessments
 - Respirator clearance exams
 - Travel medicine
 - Medical surveillance
 - Vision testing
 - Spirometry
 - Audiometry

**Varies by state regulation*

Want to work harder with smarter health? [Learn more.](#)



TREATING THE WHOLE PERSON

Behavioral Health

The body and mind are connected — improving health includes treating the whole person. Physical conditions can cause depression or anxiety, while mental health issues can cause high blood pressure and increased stress hormones. Whether a patient comes in for a behavioral health issue or a physical one, our integrated primary care teams seamlessly support your employees.

With 1 in 4 adults experiencing a diagnosable mental health disorder each year, employees benefit from behavioral specialists, especially as provider demand is high and supply is low across the country.

“You don’t have to have something dreadfully wrong or have trauma in your past to benefit from meeting with the behavioral health provider,” says Denise Myers, National Director of Behavioral Health Services for Marathon Health. “Behavioral health services should be like you going to the dentist for dental hygiene. We should all do it. Even if it’s just three or four sessions, it’s a health-promoting experience.”

With access to a connected care team, your employees don’t need to go elsewhere to get the behavioral healthcare they need. Our providers coordinate care, medication and additional tests if needed. Our care teams are committed to improving health and supporting patients.



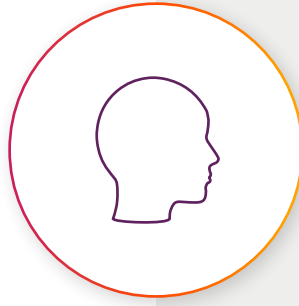
60% of adults with mental health conditions and **90%** with substance-abuse disorders do not receive treatment.

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For first responders, especially after a year of racial injustice and COVID, we saw a lot of substance abuse and PTSD. Including a behavioral health specialist with experience in public safety – embedded in their needs and the uniqueness of the job – is an enhancement.

**CHRISTINA FATH, BENEFITS MANAGER
THE CITY OF CHARLOTTE**





✔ Behavioral Health Treats:

- Stress
- Anxiety
- Depression
- Grief
- Relationship issues
- PTSD
- Substance abuse

We provide counseling for:

- Individuals
- Couples
- Families

Read our [Q&A with City of Charlotte](#) to learn about the value they see in offering behavioral health services.



If somebody goes in and talks to a doctor or shares something [related to mental health], they aren't necessarily going to make another phone call. It's just much easier for the doctor at Marathon Health to bring in a behavioral specialist who is part of the care team and set up an appointment.

**DENNIS MEANEY, BUSINESS MANAGER
AND FINANCIAL SECRETARY,
INTERNATIONAL BROTHERHOOD OF
ELECTRICAL WORKERS LOCAL UNION 38**



WANT TO LEARN MORE?

Improve the health of your employees and your bottom dollar. Visit marathon-health.com or schedule a time to chat at marathon-health.com/partner.

