



**Marathon**  
Health™



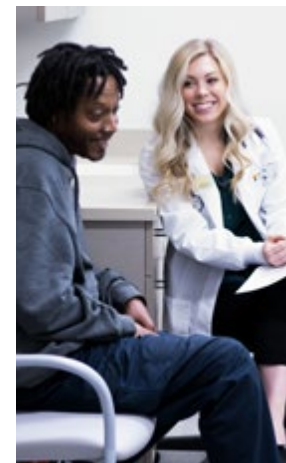
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# Our Commitment to Better Health

Marathon Health simplifies healthcare for employers by providing independent primary care solutions that deliver cost savings and better health outcomes. We have health centers across the U.S. and offer virtual care no matter where your workforce is located.

Our value-based care model, which includes in-person care teams, virtual access, population health management tools and care navigation, focuses on developing trusted relationships with our members so they can live their healthiest lives.



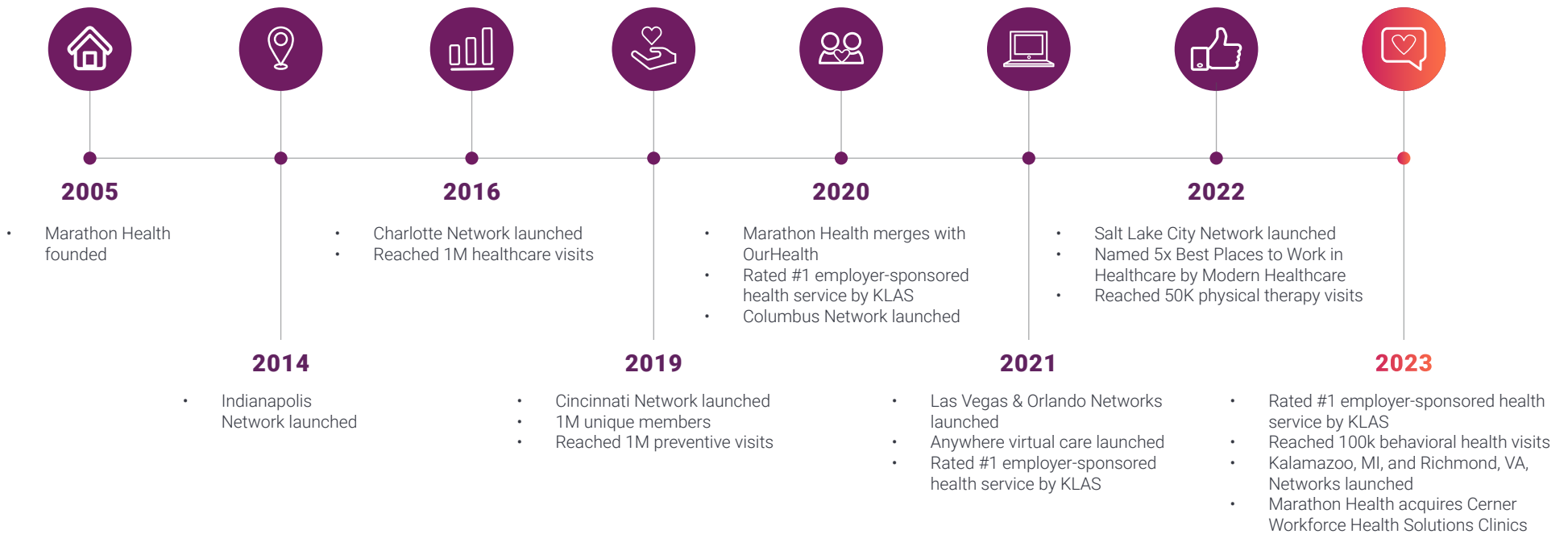
# Get to Know Us

As a privately held company in operation since 2005, we're one of the most respected employer-sponsored healthcare solutions. We integrate our care teams with your workplace culture and help members prevent, manage and improve chronic health conditions.

We're the only company in our category to achieve the No. 1 ranking for Best in KLAS three times, which is based exclusively on client feedback in four key areas: loyalty, product, value and relationship. We're extremely proud of our **97% client retention rate**.

In early 2020, OurHealth merged with Marathon Health to deliver the most comprehensive patient-focused primary care model on the market.

Today, we employ more than **1,500 employees**, who we call ambassadors, across the country, with our field support offices based in Indianapolis, Indiana, and Burlington, Vermont. We have **230+ client partners**, **over 1.2 million members** and operate more than **300 health centers** using our onsite, near-site and Network models.



# We're Delivering Better Health Outcomes Together

## Our Mission

**Transform millions of lives for the better, one member at a time.**

We partner with employers to simplify healthcare by combining independent primary care with value-driven population health management to deliver healthier members and meaningful savings.

## Our Vision

**Be the most trusted healthcare company.**

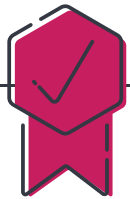
Our goal is to inspire members to lead healthier lives. In turn, we help employers stabilize healthcare costs. It's a simple equation that yields powerful results and it's all backed by the Ambassadors Code.

## Living the Mission – The Ambassadors Code

We follow five core values that we believe are essential to excel in our careers and thrive as an organization.

# THE AMBASSADORS CODE

L I V E T H E M I S S I O N



**Integrity**



**Compassion**



**Respect**



**Exceptional Service**



**Teamwork**



# Humanizing Healthcare

## Meet Our Leadership Team

Marathon Health's CEO and Co-founder, Jeff Wells, MD, believes when healthcare gets more immediate, engaging and personal, costs go down, health outcomes improve and everyone wins.



## Jeff Wells, MD

Jeff is passionate about partnering with employers to fix the broken healthcare system through independent advanced primary care health centers across the U.S. Prior to Marathon Health, he served as President and co-founder of OurHealth, where he spent 10 years designing and scaling an innovative primary care model, launching the country's largest near-site clinic network called MyClinic. He holds his internal medicine degree from Indiana University and is also the former director of Indiana's Office of Medicaid Policy and Planning.

**“ By shifting our focus on advanced primary care and preventive care, we can truly deliver the outcomes that matter most to our members and help them get healthy. This in turn delivers cost savings across the board.”**

# Humanizing Healthcare

## Meet Our Leadership Team



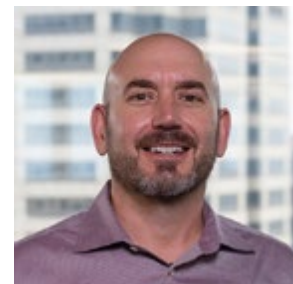
**Chad Ashcraft**  
Chief Growth Officer



**Venkat Chittoor**  
Chief Product &  
Technology Officer



**Pierce Graham-Jones**  
Chief Strategy Officer & Interim  
Chief Marketing Officer



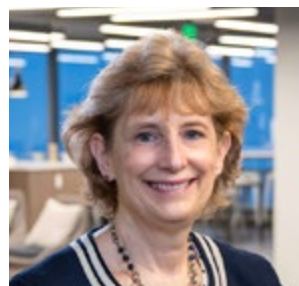
**Terry Layman, MD**  
Executive Vice President,  
Corporate Medical Director



**Meghan MacDerment**  
Acting Chief  
Operating Officer



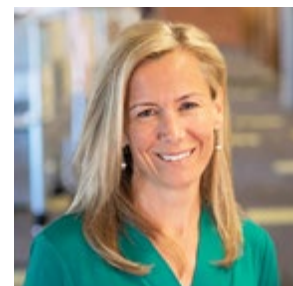
**Pat Murphy**  
Chief Financial Officer



**Debby Routt**  
Chief People  
Experience Officer















**Katie Vicars**  
Executive Vice President,  
Client Development



**Christina Wahlig**  
General Counsel

# The Industries We Serve

-  City and county municipalities
-  School districts
-  Retail product manufacturing and distribution companies
-  Legal and financial services
-  Professional services
-  Defense contractors
-  Food processing
-  Unions and labor groups
-  Technology manufacturing and service providers
-  Medical device manufacturing
-  Professional construction and engineering services
-  Healthcare and medical
- And more!

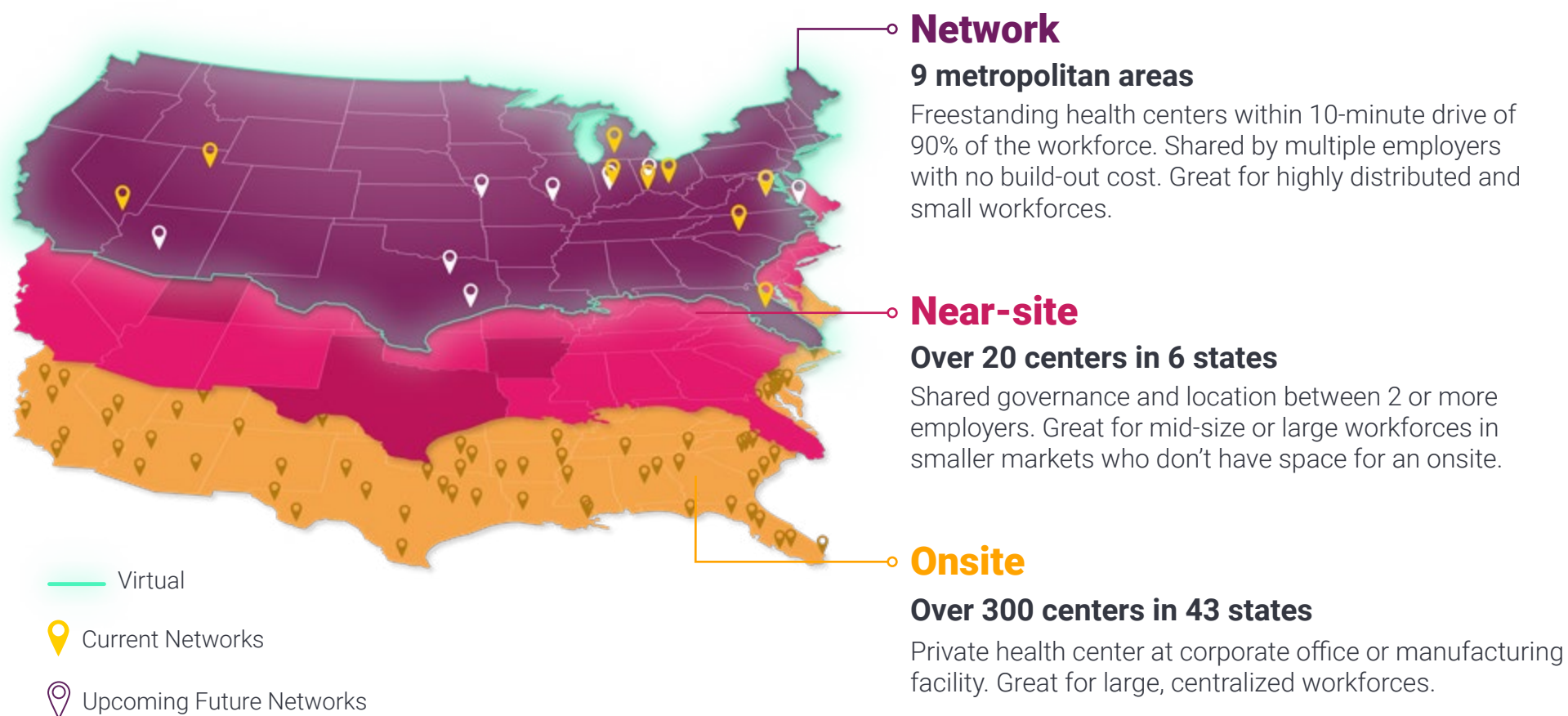
“Marathon Health was a great match for us, especially in this time where we’re trying to compete with other employers and differentiate ourselves.”

Doug Reys | Manager of Compensation and Benefits at Franklin International





# Health Center Solutions For Every Workforce



# High-Quality Care For Your Population

Our care teams focus on building trusted relationships with our members, inspiring and empowering them to live healthier lives. Our average appointment time is 32 minutes, and we spend even more time with members as needed.



## Primary Care

- Preventive care
- Sick visits
- Chronic condition management
- Annual exams



## Physical Therapy

- Sprains/strains
- Tendonitis/tendinosis
- Post-fracture care
- Repetitive stress injuries



## Health Coaching

- Weight loss
- Chronic condition management
- Smoking cessation
- Healthy eating



## Lab and Medication

- Diagnostic tests
- In-center and home delivery for medications
- 300+ cost-saving labs
- Travel medicine



## Behavioral Health

- Stress and anxiety
- Relationship/family issues
- Depression
- Grief and trauma



## Occupational Health

- Work-related injuries
- Drug screens
- Complex physicals
- Workers' compensation care



## Advanced Virtual Primary Care

- Preventive care
- Sick visits
- Behavioral health
- Health coaching



## Value-Driven Referral Management

- Provider-ordered referrals
- Recommendations to high-quality, low cost specialist
- Appointments scheduled for members
- Integrated test results



# The Quadruple Aim

## Marathon Health's Operational Framework

We're motivating members to engage in their healthcare, celebrating care team excellence and driving real behavior change that results in healthier populations and reduced spend. The quadruple aim drives everything we do.



### Empower Care Teams

Change members' lives for the better



### Member Engagement

Create amazing member experiences



### Improve Health Outcomes

Improve lives through impactful whole-health management



### Reduce Healthcare Costs

Lower healthcare costs for members and payors, now and in the future



# Member Engagement

## Four Levers that Drive Engagement



### Leadership Support

#### Operational policies that encourage engagement:

- No clock-out policies or wellness hours
- Visit fees that are low or no cost
- Consistent internal promotion of services, such as town halls, meetings, newsletters, open enrollment and new hire orientation



### Incentives

#### Wellness incentive programs that drive members to use the health center:

- Biometric screening
- Health coaching
- Annual physical
- Comprehensive health review
- Behavioral Health counseling



Incentive programs are easy for members to access through the Marathon Health Portal app or online.



### Member Communications

- Opt into member marketing campaigns
- Or provide Marathon Health permission to send marketing to members



### Care Team Outreach

- Permission for clinical teams to proactively reach out to members to engage them in services







Marathon Health clients see

**42%** higher engagement when they offer incentives for healthy behavior

# Member Engagement

## Member Engagement Activities

We work with our clients to understand the communication strategies and tools that will work best to engage members with the health center and our providers. Beyond the traditional emails and postcard mailings, we leverage:

-  In-person, phone and mail outreach to at-risk participants
-  Health fairs and open house events
-  Webinars and lunch and learns
-  Group workshops
-  Health awareness topics on the member portal homepage
-  Workplace signage (posters, flyers and digital signage)

**67%**

of engaged members use **Marathon Health** as their primary care provider

**54%**

engagement for high-risk members

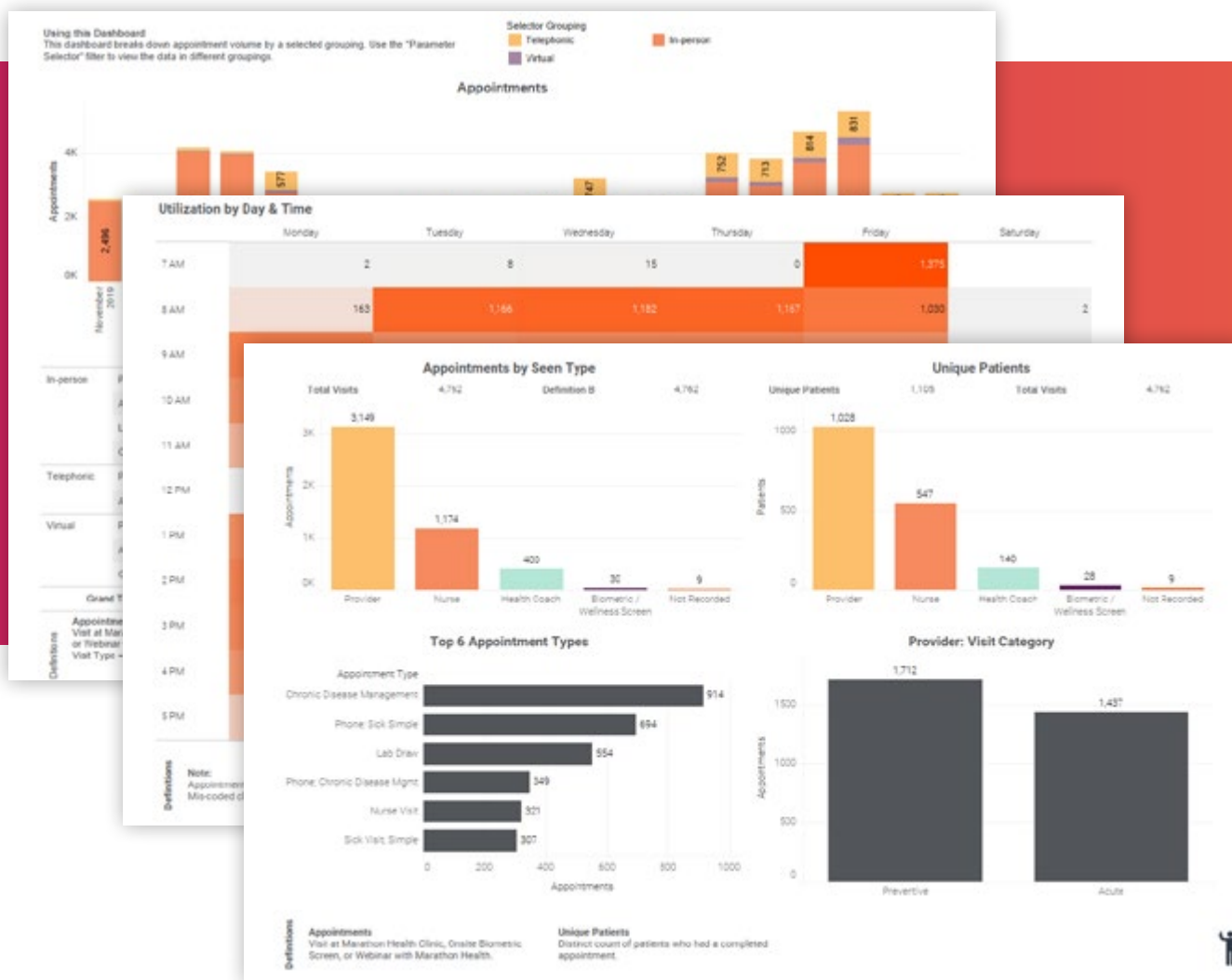
**28%**

less PMPY spend for engaged members



# Measuring Success

Marathon Health's reporting capabilities give us access to hundreds of real-time client and operational reports. We analyze robust data to identify, monitor and reduce the impact of high-cost conditions and improve member outcomes.



- ✓ Overview of health center activity
- ✓ Progress on engagement
- ✓ Member satisfaction
- ✓ Risk identification
- ✓ Key stats by risk cohort
- ✓ Care quality and risk reduction
- ✓ Cost outcomes
- ✓ Activity detail by procedure and diagnosis code
- ✓ Medication detail
- ✓ Referrals detail
- ✓ Labs
- ✓ Engaged vs unengaged savings

# Healthy Outcomes

We're proud of all the healthy outcomes we've achieved through our partnerships.



**98%**

of members are satisfied or very satisfied with Marathon Health



**59%**

of high-risk members make improvements on quality measures



**19%**

reduction in high risk blood pressure



**31%**

cost decrease for members with a high risk or chronic condition



**31%**

decrease in moderate to severe anxiety



**67%**

improvements in upper extremity function with physical therapy



*"Marathon Health has worked to build strong connections with our associates. Their presence on site has allowed them to have increased meaningful interactions that support greater care overall."*

Glenn Haskell | Benefits Director, New Balance



*"They have a number of experts ready to help. There's marketing communications support. You have your incentives team, and you have your client advocate, who's really your partner in helping you to promote and engage folks about Marathon Health."*

Aldrea Tembo | Senior Benefits Consultant, Mecklenburg County

# Healthy Outcomes

## Member Success Stories



**LaShaunda**  
Marathon Health Member

*“The family nurse practitioner empowered me to make realistic health changes and praised my efforts. Improving my health gave me the motivation to maintain a healthy lifestyle. At Marathon, I don’t feel like another number. I feel like a normal person with important needs.*



**Megan**  
Marathon Health Member

*“Before, I was working more hours, but never recharging enough. Today, I’m living a much healthier, happier life thanks to behavioral health specialist Kristen Orlando. I no longer feel like I have a weight on my chest. I have the energy I need to be the best teacher for my students.*



[Read more Member Success Stories like these!](#)

# Engaging With Our Clients

Together, we're partners in improving employee health. It's why we're committed to keeping our clients updated on what's happening with Marathon Health, industry trends and best practices.

## Collaboration is key to success! What to expect:



Regular strategy check-in meetings to help our clients succeed



Quarterly and annual reviews



Reporting packages



Quarterly newsletters



Virtual town halls



Thought leadership webinar series



Annual client events



Pictured: Engage 2022



Be sure to follow us on [LinkedIn](#) for the latest news!

Still have questions about **Marathon Health** and want to learn more?

[Contact Us](#)



[marathon-health.com](https://marathon-health.com)