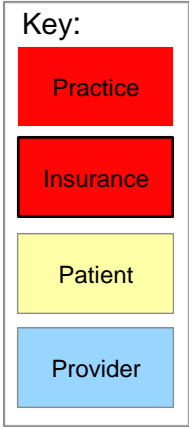
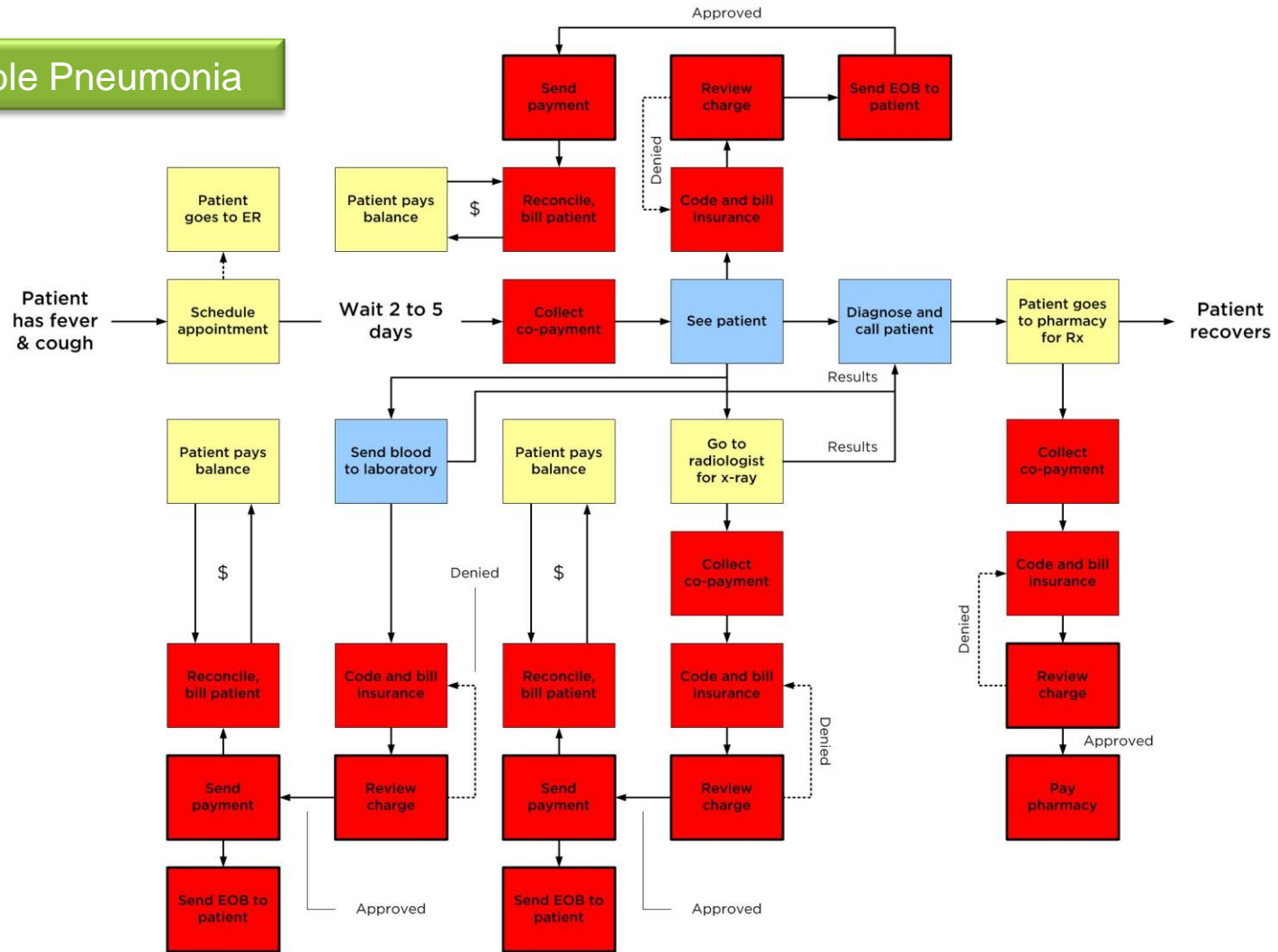




Qliance

Fee-for-service creates waste & dysfunction in traditional primary care

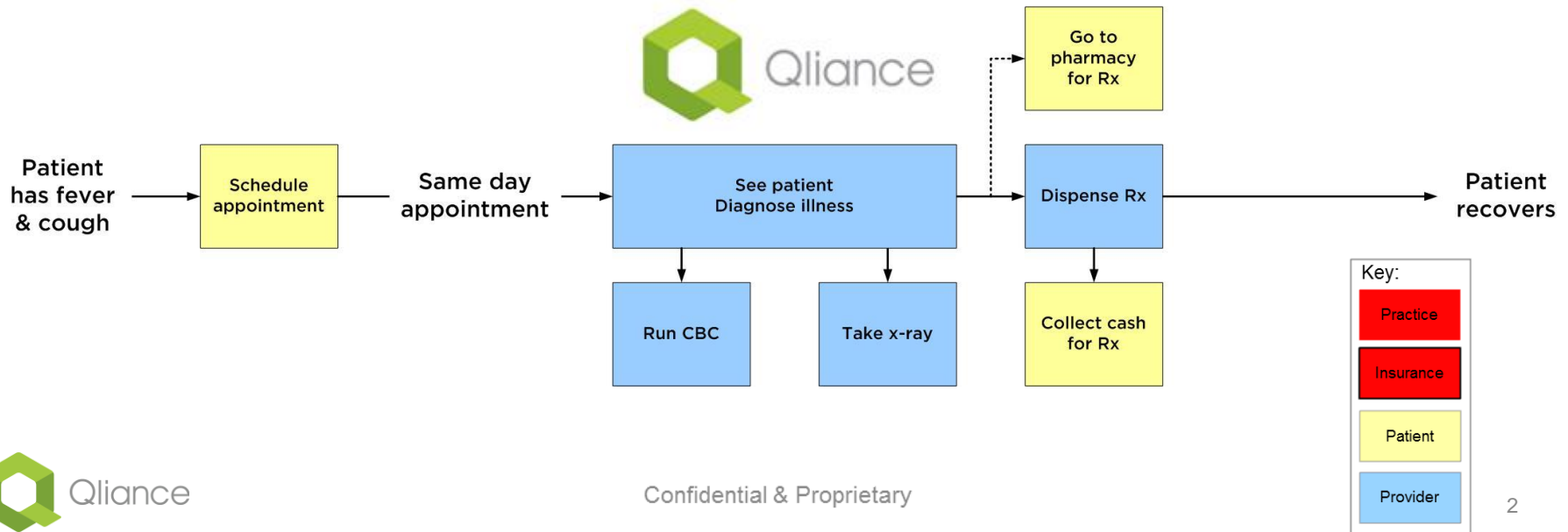
Possible Pneumonia



Direct Primary Care Changes the Dynamic

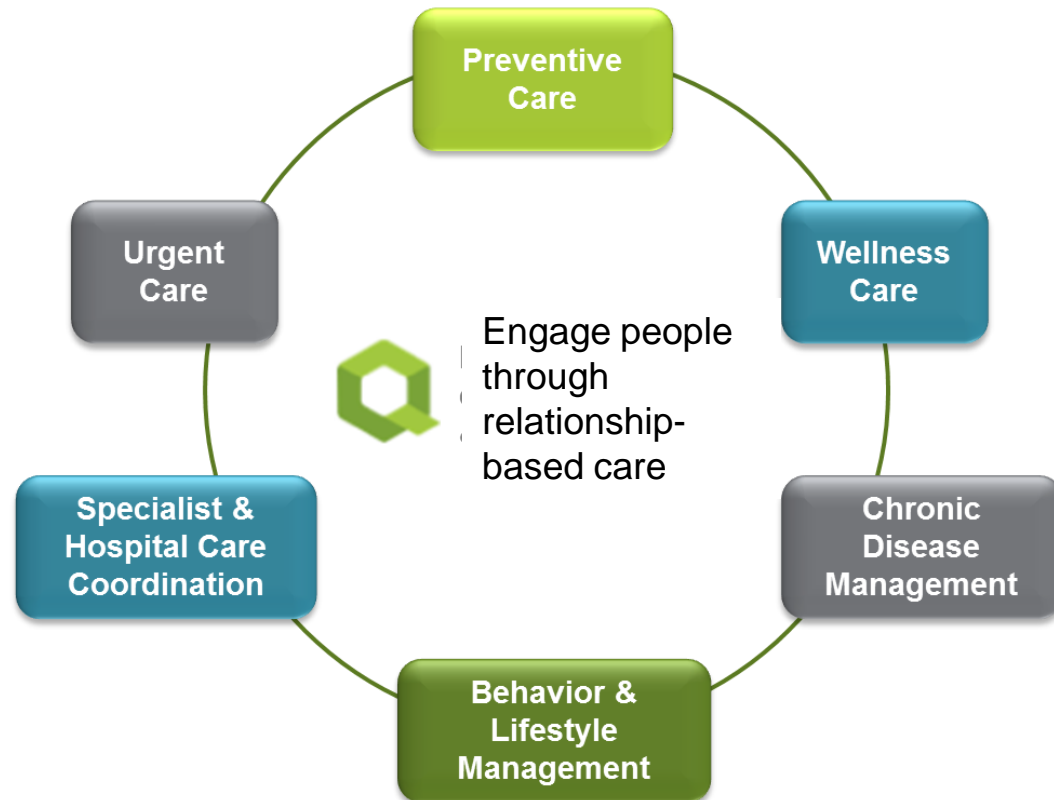
- Direct Primary Care (DPC) provides primary care services directly to patients using a PMPM model
- Operates either outside or alongside traditional insurance
 - Reserves insurance for undesirable, costly events
 - Lowers practice costs by eliminating fee-for-service billing

Possible Pneumonia



Qliance Direct Primary Care Model

- Doctors are employed, salaried; encourages focus on holistic care
- Limited patient panel size
- Flat monthly fee for unrestricted, 7 day a week access
- Own and operate our own clinics
- Proprietary IT platform tailored to care delivery model, supports data integration with carriers, purchasers, and other systems
- Providers & staff focused on stewarding healthcare resources from the primary care level



Who are our customers?

- Medicaid managed care
- Health benefits exchange (ACA)
- Large employers (Expedia, Comcast)
- Insurance Carriers
- Unions (Seattle Fire Fighters, Sheetmetal Workers)
- Small employers
- Individuals

Qliance vs. Non-Qliance Costs – Employer Data for 2015 vs. 2013

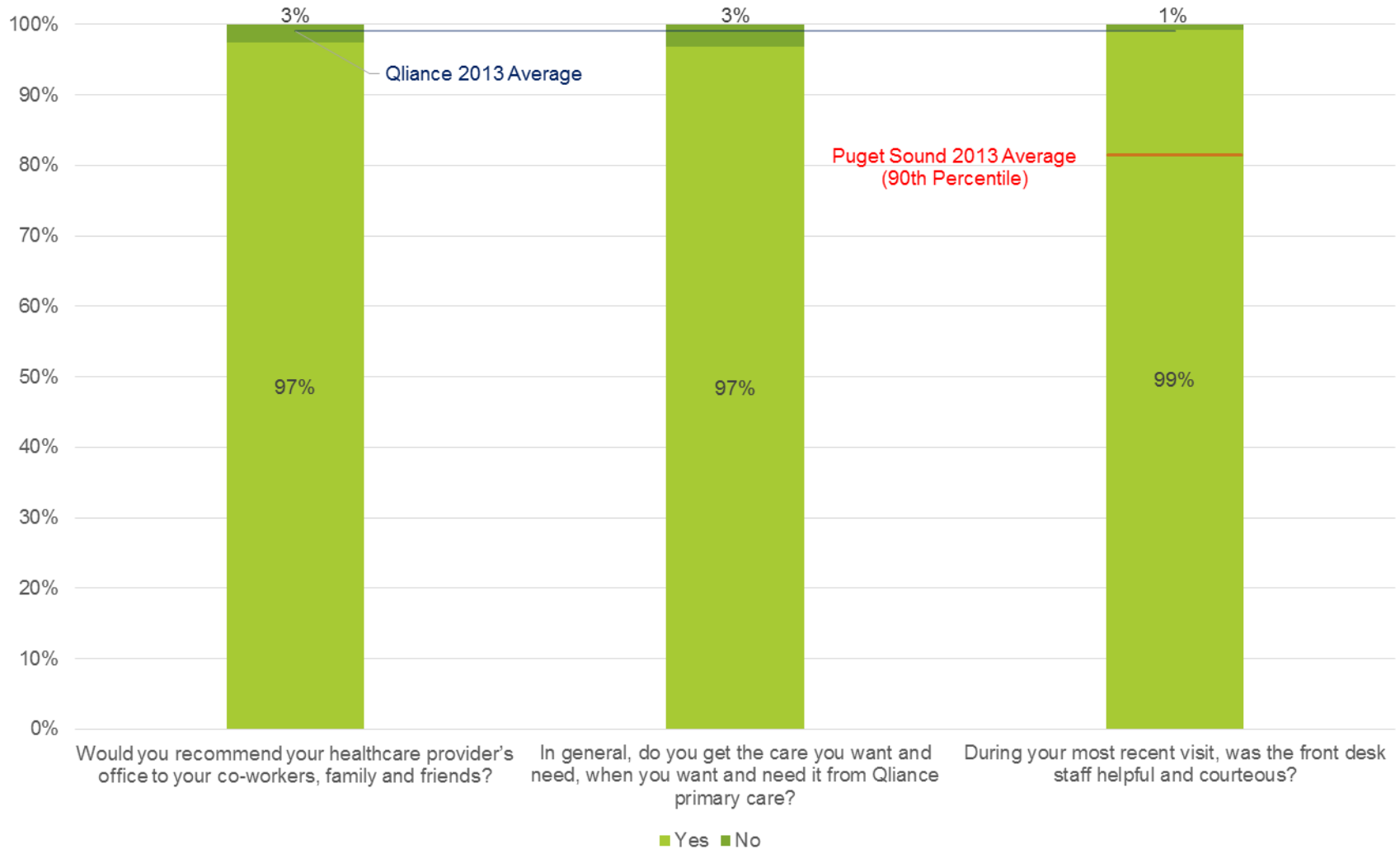
				2015	2013
	Utilization Per 1,000 Qliance Patients ¹	Utilization Per 1,000 Non Qliance Patients ¹	Utilization Per 1,000 Qliance vs Others	Savings Per Patient Per Year ²	Savings Per Patient Per Year ²
ER Visits	98	134	-27%	\$11.00	(\$5.00)
Inpatient Days	105	263	-60%	\$410.00	\$417.00
Specialist Visits	5,041	5,589	-10%	\$230.00	\$436.00
Advanced Radiology	281	433.5	-35%	\$77.00	\$82.00
Primary Care Visits	3,670	1969	86%	(\$40.00)	(\$251.00)
Savings Per Patient				\$688.00	\$679.00
Total savings per 1000 patients				\$688,000.00	\$679,000.00
% Saved Per Patient				20.5%	\$20%

ER Visits	# of encounters originating in the ER, per 1000 patients
Inpatient Days	# inpatient days in a hospital setting, excluding maternity, per 1000 patients
Specialist Visits	# encounters with specialists, excluding surgery, per 1000 patients
Advanced Radiology	# encounters of MRI, CAT, PET, Ultrasound, etc., per 1000 patients
Primary Care Visits	# encounters associated with Primary Care physicians and or preventative care procedure codes (includes Qliance encounters where applicable)
Savings Per Patient	Summative total of savings per patient per year per category
Total savings per 1000 patients	Above value adjusted per 1000
% Saved Per Patient	% saved per year per 1000 Qliance patients VS non Qliance patients.

¹numerator(total encounters)/denominator(total patients) * 1000

²Difference between Qliance and Non-Qliance incurred claims cost, per 1000, per patient

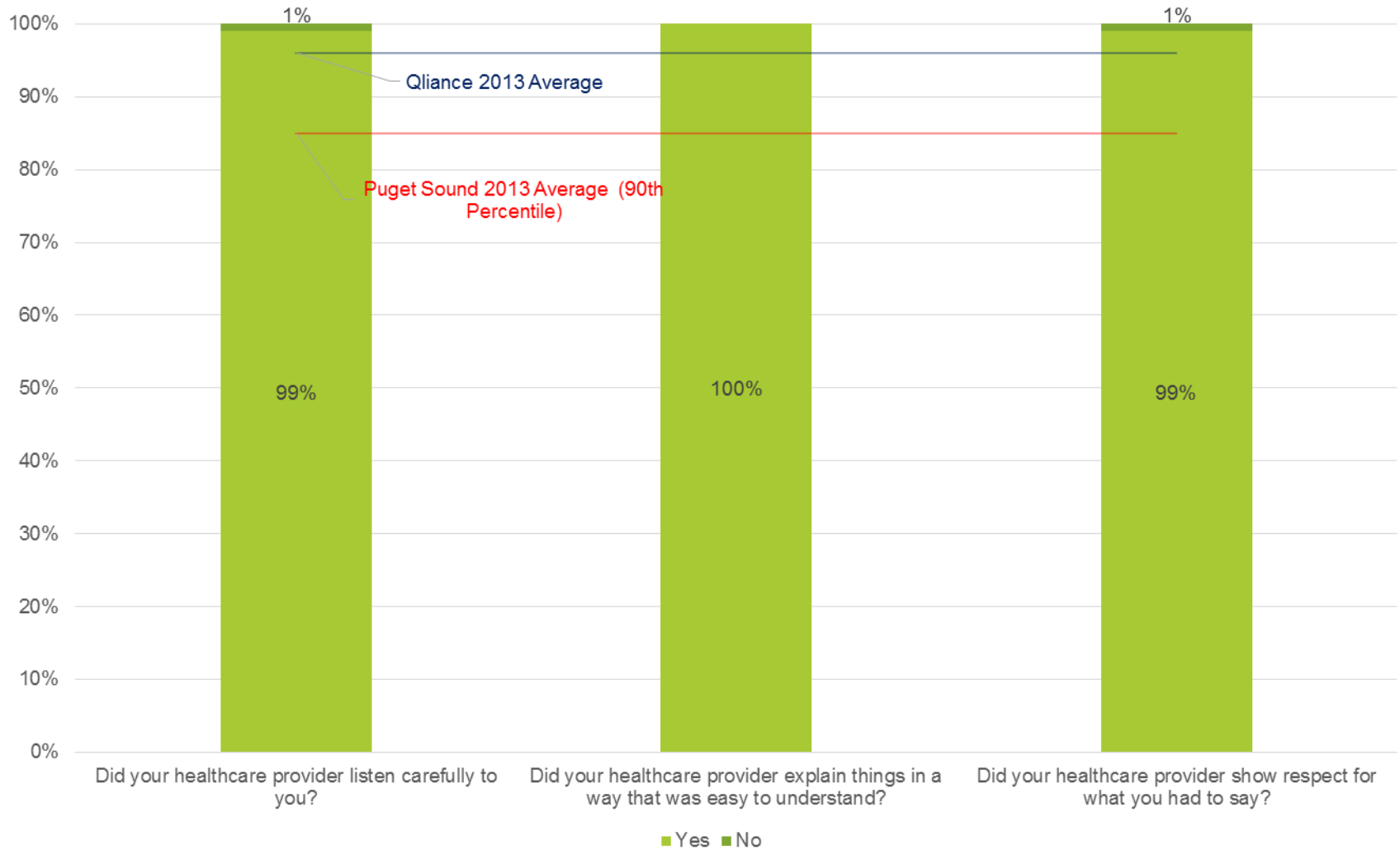
2014 Patient Experience Survey - Overall



2014 Patient Experience Survey - Timeliness



2014 Patient Experience Survey - Communication



Patient Experience Comments

- Truly a wonderful healthcare experience!
- I am impressed with the care and time that the Qliance practitioners take with each client.
- Love the Qliance model! Really appreciate not feeling rushed during appointments, and like I can bring up all concerns that I have. And also feeling like I can generally get the care I need when I need it.
- My provider responded to my emails promptly and with clarity - very appreciative of this service.

- I love the fact that my doctor is able to spend the time to get to know me, and that I feel well cared for there! I have recommended Qliance to my friends and family!
- I've been a diabetic for 18 years, and for the first time I feel that my Dr. cared about my medical problems. He was very understanding and took the time to explain every single thing about it.

- I am 53 years old and can honestly say that my doctor is the best Dr. I have ever seen - I have never felt more comfortable, listened to and understood. Thank you so much.
- I thought it was really great that he took his time with me and we also talked a lot about nutrition and exercise influencing health which I found to be refreshing.
- If I use a rating, I would give the highest rating to the clinic and the provider. I feel I have received the best care and health services with a warm and personable approach.
- Wonderful Doctor. Wonderful Assistant. Really, really pleased. Refreshing.





Qliance

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