

PremiumAssist Enhanced Reimbursement Solutions

Maximizes Payment for Medicare Advantage Members

- Focus on dual eligibility and clinical comorbidities and capitation drivers
- Supports retention efforts that addresses new in-year capitation model putting plans at higher risk if members leave

Benefits for Payers

Maximize Rewards

Immediate eligibility uplift of up to 5% for active members with 94%+ re-enrolling after the first year

Minimize Expenses

Requires zero investment in personnel and equipment with an assured annuity income stream

Increase Member Loyalty

Increases capitation for social security checks yields loyalty and retention from enrolled members

Benefits for Members that Drive Retention

Attain Higher Capitation Rates

Increases income for members now dual eligible (\$1,000+ in added income PMPY)

Enhance Member Access

Provides members information about access to government and community assistance programs

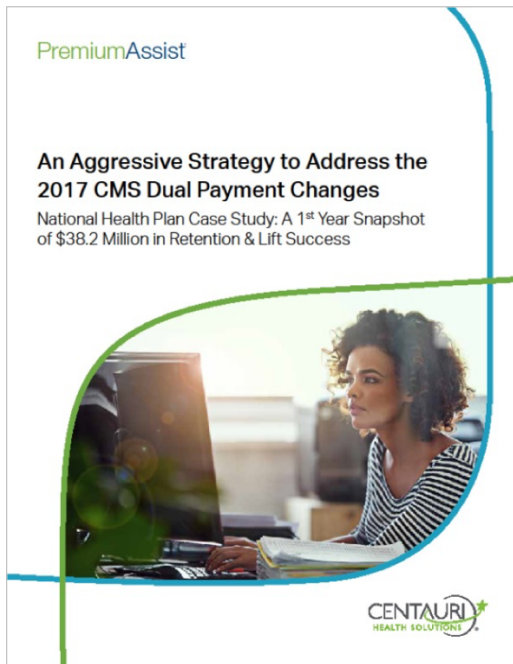
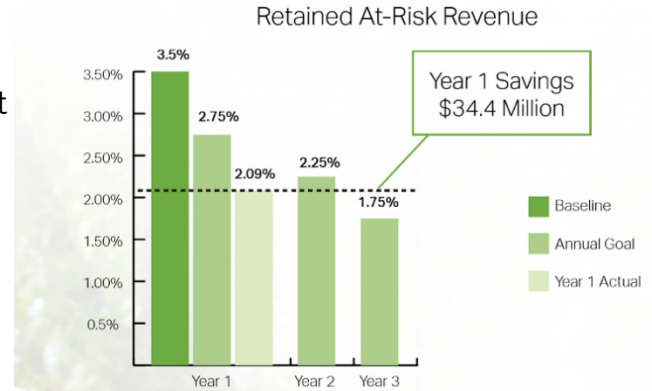
Key Competitive Differentiators

- Leading retention methods keep members enrolled in the benefit
- Unique system to efficiently identify medical and financial conditions related to dual eligibility
- Proprietary predictive models leverage CMS, internal and census data sources to identify dual eligible targets
- 100% accurate reporting and compliance with all requirements for handling and exchanging patient information
- Consistent and predictable outstanding return on investment

Effective Retention Strategies

Benefits

- Continuous 90-day member outreach to monitor changes in the member's situation and/or current dual eligibility
- Partial to Full Conversion - Integrated with the 90-day retention cycle
- Decrease monthly fall-off rate by half over three years
- Decrease number of fall-off months



PremiumAssist Case Study Results

- In 2017 we moved 1,542 members from Partial Dual to Full Dual. This 1% lift resulted in nearly \$3.8 million in additional revenue for the health plan.
- We proposed reducing the dual fall off from 3.5% to 1.75% over 3 years – with a first year goal of 2.75%. We exceeded the first year goal with a 2.098% fall off rate. Reduced the lapse time from 5.62 months to 3.24 months. This resulted in a \$34.4 million savings for the plan.
- In the first year of a multi-year strategy, our actions have already brought a total savings of \$38.2 million to our client

To Schedule a Demo Contact:

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