## The Leading Provider of In-Home Addiction Treatment



NCOIL | July 2023

Brian Holzer MD, MBA CEO, Aware Recovery Care

## Only scaled provider of in-home addiction treatment services

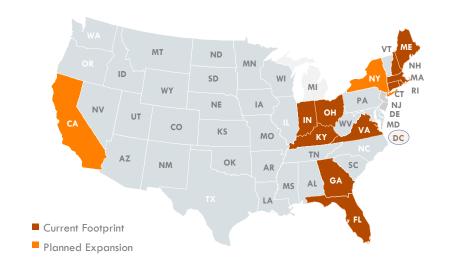
### **Differentiated In-Home Care Model**

**52-week, high-touch, longitudinal** model that transforms the **home** into a treatment center

Minimizes disruptions to **work** / **school** / **childcare**; eliminates extended **leaves** / **absences**, reduces employee **turnover** and increases **productivity** 

Treats addiction as a chronic disease through an ASAM-based program; customized Medical, Behavioral and Peer Support care model

#### **Geographic Roadmap**



### Aware Recovery Care – By the Numbers



Uniquely **broad inclusion criteria** across individuals with **primary SUD**, including those often not a fit for residential or community settings

**24 / 7 admissions** with bespoke, white glove client engagement model

## Aware's care model is distinct from traditional home health

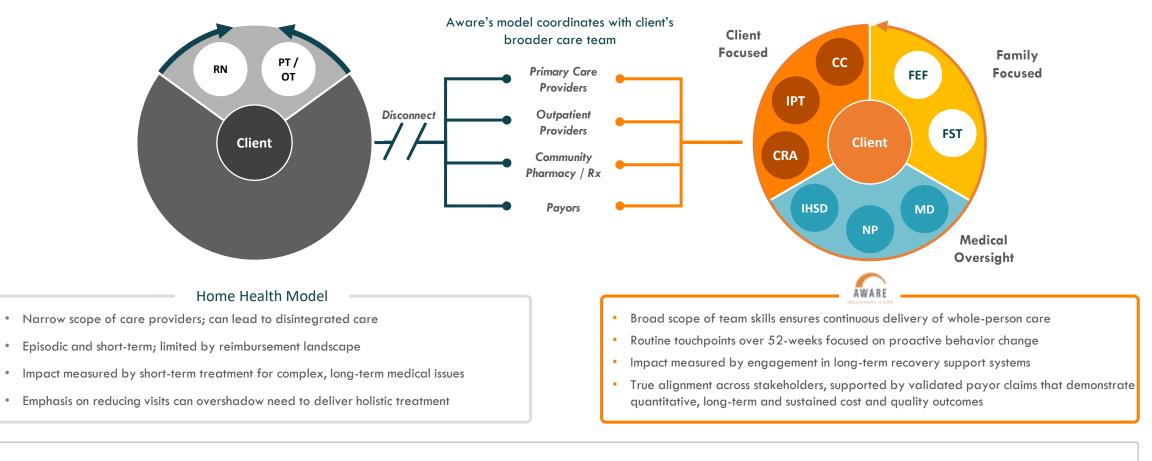
### **Traditional Approach in Home Health**

•

•

.

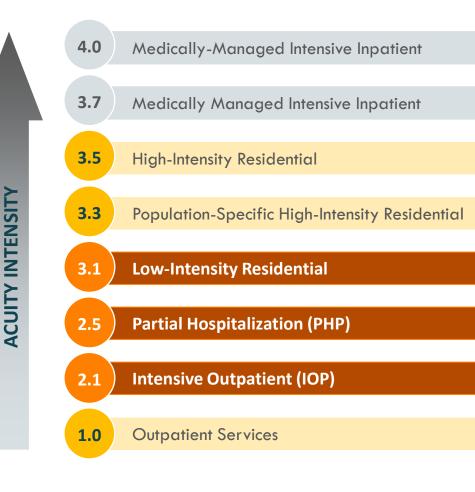
**Connected Staff Enable Longitudinal Care** 



Care	CRA = Certified Recovery Advisor	FEF = Family Education Facilitators	IPT = Psychotherapist	FST = Family Systems Therapist
Legend	CC = Care Coordinators	IHSD = Integrated Health Service Director	NP = Nurse Practitioner	MD = Medical Director

### **Current client focus on 2.1-3.1 ASAM levels**

### American Society of Addiction Medicine (ASAM) Levels of Care

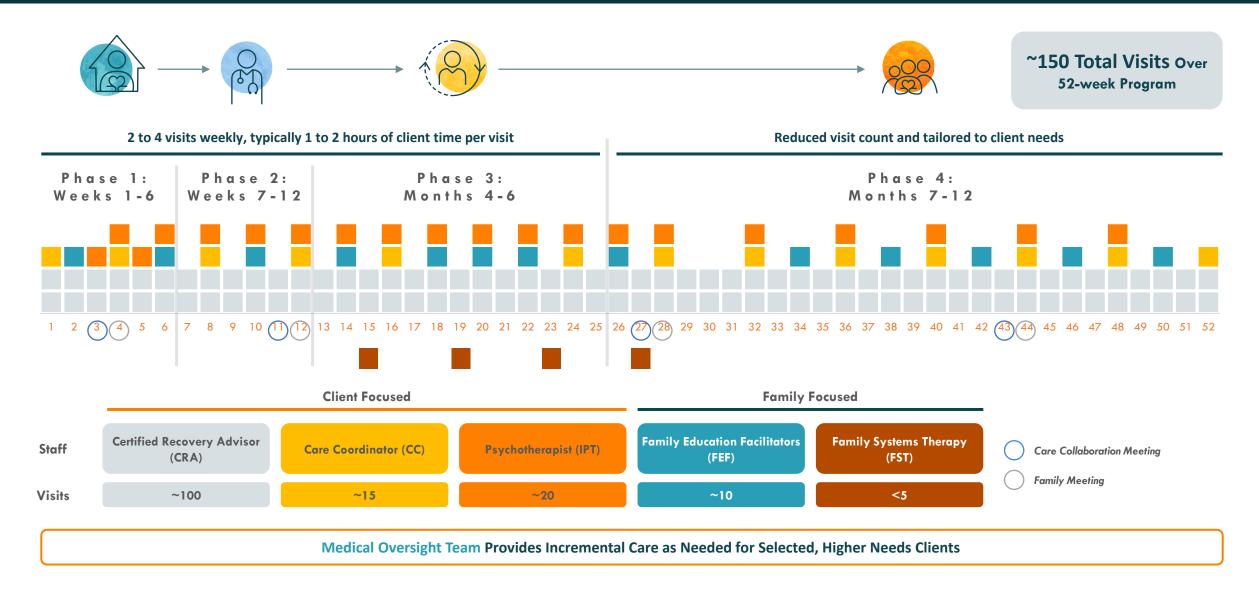


### **Aware's Client Focus**

- Most clients enter Aware's 52-week program between ASAM 2.1 and 3.1 levels (IOP, PHP and low-intensity residential)
- Aware's intake process identifies clients that should (1) enroll directly into the flagship 52-week program or (2) first require detox treatment prior to enrollment, and initiate a ~1 to 2 week In-Home Withdrawal Management (IHWM) program for detox, prior to initiating into the 52-week program
- Aware seeks to discharge clients once they reach the 1.0 level, at program completion
- There are opportunities to build internal capabilities to serve adjacent levels of care, pending clinical delivery capacity

# Current Service Footprint Longer-Term Expansion Opportunity Out of Scope

## **Coordinated treatment through standardized four-phase cadence**



## **Differentiated high-touch medical, behavioral & peer model**



## We know home: payor contracting framework

### Value based – bundled payments

- Structured monthly case rate with a transition after first year to value-based contract
- Higher case rate in first 3 months (compared to last 9 months) reflects highest intensity of services provided

### Sharing risk/reward

- If a member doesn't stay post 14 days no billing for services
- Program cost spread over 12-month period monthly billing
- ✓ Upside reward is **shared savings** in year 2

### In network payors

15 Value Based Agreement Contracts | 2 National Contracts Pending





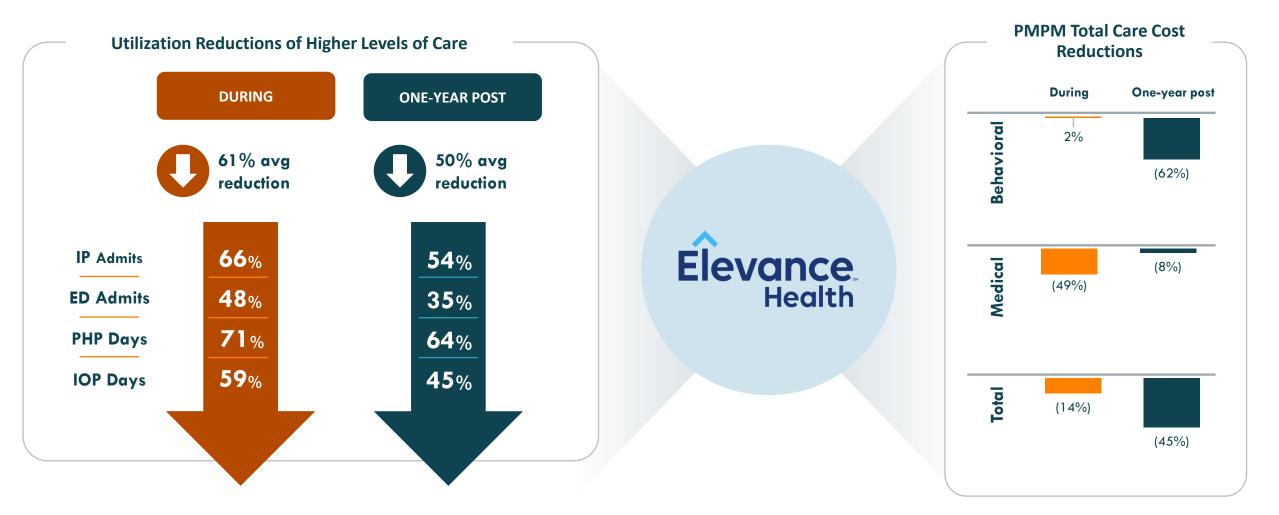
## Unparalleled outcomes from longitudinal care model



1) Internal data through Q4 '22; excludes clients not able to complete program due to financial issues, loss of insurance, death, incarceration and moving out of the state as these discharges are unavoidable. Retention rates without exclusions represent 91% after 6 weeks, 78% after 12 weeks, 59% after 24 weeks and 41% after 52 weeks; ALOS without exclusions is 236 days.

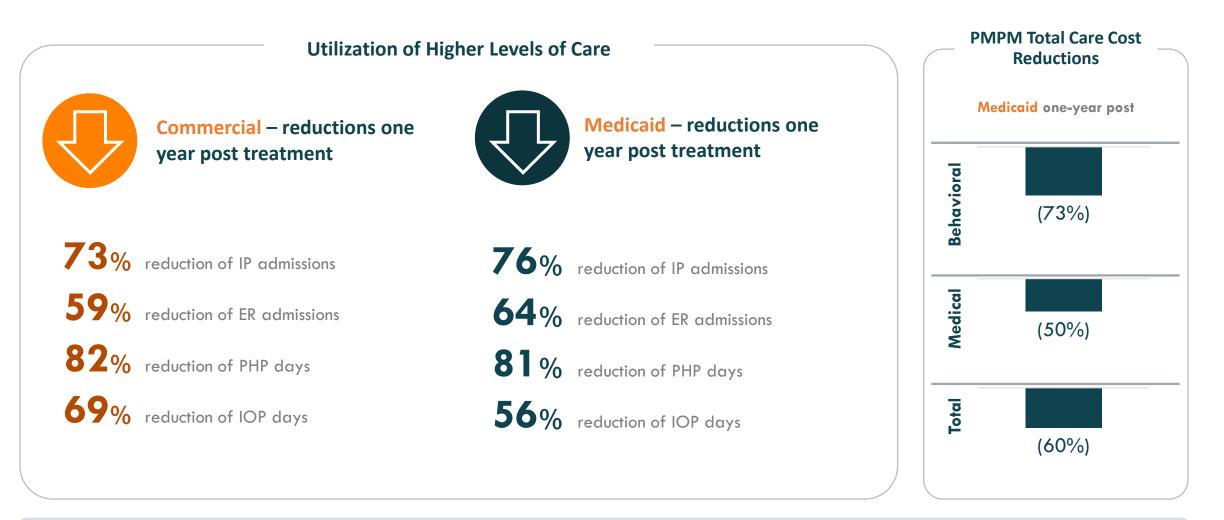
<sup>2)</sup> Client self-reported data 6 months post-treatment; based on internal '17-'19 study

## Unparalleled outcomes from third-party commercial payor claims



Note: Data source from 3rd-party claims data from Elevance (CT, NH, ME); IP is defined as inpatient program; ED is defined as emergency department. Represents 3<sup>rd</sup>-party claims data (including spend on Aware's program) tracked by Elevance for members thru 2021; n=385.

## **Proven outcomes in managing diverse populations**



Aware Historically Managed ~100 NH Medicaid Members with Significant TCOC Reductions and Outcomes Improvements

Note: Data source from 3rd-party claims data from Elevance (CT, NH, ME); IP is defined as inpatient program; ED is defined as emergency department. Represents 3<sup>rd</sup>-party claims data (including spend on Aware's program) tracked by Elevance for members 2016-2018; commercial lives represents NH clients; Medicaid represents ~100 NH clients



