



Strada Healthcare Continues Demonstrating The Superiority of Direct Primary Care to Burton Plumbing

Burton Plumbing is a plumbing, HVAC, and electrical service company in Nebraska. As a growing company, Burton needed to manage their spending on health insurance and chose to address the root cause of the issue by a self-funded insurance plan paired with Direct Primary Care (DPC). Since making this move in 2017, their employees have experienced positive health outcomes and they have seen incredible savings on their health plan.

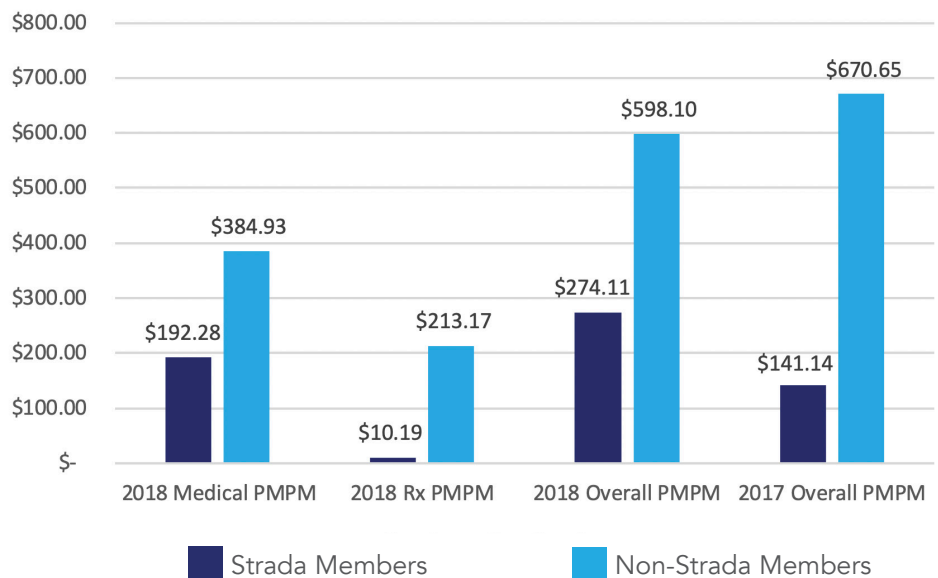
Strada Healthcare, Nebraska's largest Direct Primary Care organization, has partnered with KPI Ninja, a Nebraska-based analytics firm, to track a variety of metrics. Strada regularly reports to Burton's leadership team to show data on utilization, overall spend, and cost savings. This case study shows metrics from Burton between January 1st and December 31st, 2018.

Key Highlights:

- Strada members averaged 6.4 primary care visits which is over five-times the U.S. National average of 1.61.
- Fewer claims for Strada members translated to cost savings to Burton.
- Non-Strada employees at Burton experienced higher utilization of urgent cares, emergency rooms and specialists.

PMPM SPEND

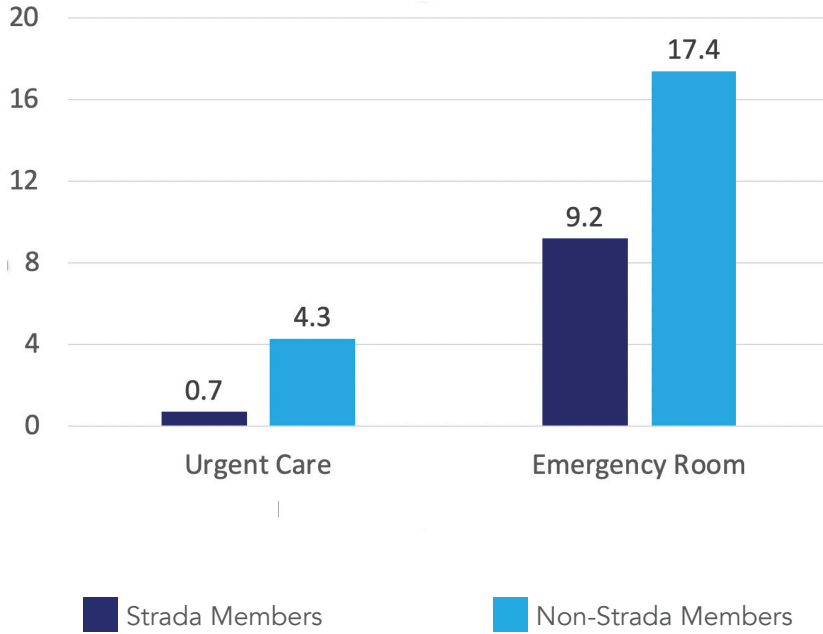
PER MEMBER PER MONTH HEALTHCARE CLAIMS SPEND (2017 & 2018)



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UTILIZATION DATA

PER 1,000 MEMBERS (01/18-12/18)



STRADA MEMBERS BY THE NUMBERS

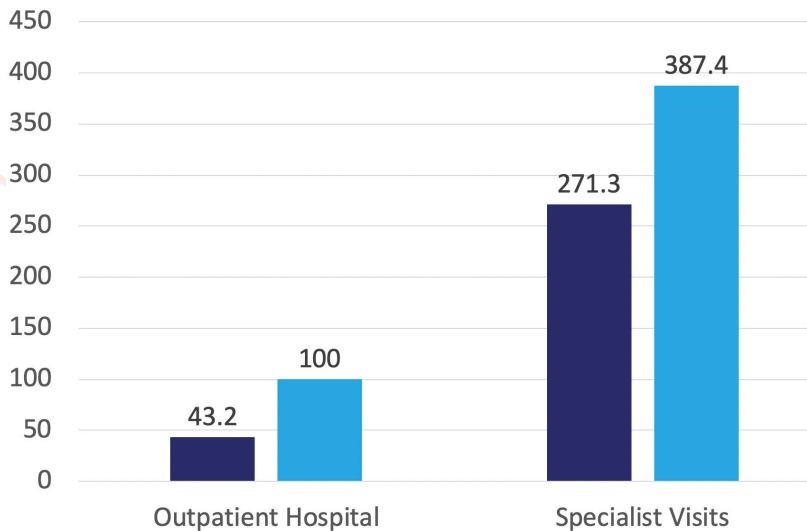
100% have a healthy triglyceride level

86% have a healthy HDL level

83% of members with hypertension now have healthy blood pressure numbers

75% of high cholesterol patients reduced their LDL

66% of obese patients managed to lose weight



IN CONCLUSION

Members on the Strada Healthcare DPC health plan are accessing primary care services more often while improving key health metrics. This approach has directly led to decreased utilization of high-cost services, and significant cost savings in both drug and medical spend. This follow-up study demonstrates both improved quality of care and cost savings continue to be realized over time for Strada Healthcare's client, Burton Plumbing.



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