

5HSRUW WR 3XEOLF 7UXVW %R	\$JHQGD 6)7 LWHP
'DWH RI 0HHL	FFPEHU

5HSRUW 7L\!H Chc°! À tshg™ Äs) # sh WL... Å H 6H 6H UQJV8öÄs) 3€ # sh!' cf H

	'LVFXVV	\$VXXUDG	\$SSURYDO
3UHSDUHG E\	&KULVWLQH %ODQVKDUG 0HGLFDO 'LUHFWRU		
([HFXWLYH 6S SUHVHQWLQJ	&KULVWLQH %ODQVKDUG 0HGLFDO 'LUHFWRU		
\$SSHQGLGHVW DSSOLFDEOH	3URMHFW +LJKOLJKW 5HSRUW 3URMHFW ,QLWLDWLRQ 'RFXPHQW 6WDNHKROGHU \$QDO\VLV		

5HFRPPHQGDWLRQ
7KH %RDUG VNHG WR FRPHQVWVQ GUDIW RI WKH 7UXVW &OLQF

([HFXWLYH 6XPPDU\
)XUWKHU WR WKH EULHILQJ JLYHQ WR WKH &RPPLWWHH LQ ODV &OLQLFDO 6WUDWHLQIRVDDWLRQK BGGRRU FRPPHQW
7KH VWUDWHJ\ KDV EHHQ GHYHORSHGUHQ FDQV &QWDLV DRQ HZLV WKH 7UXVW DQG RWKHU VWDNHKROGHUV LQFOXGLQJ SDWLHQW FRPPLVVLRQHUV DQG RWKHUVRKDYEHUQLFKDSSURGYE\ WKH LQG VHUYLFLH VWUDWHJLHV GHYHORSHG E\ HDEG RDVFEURNO FOLQLFD UHIHUHQFHG ZLWK WKH 673 FOLQLFDO VWUDWHJ\ DQG WKDW R :LOWVKLUH FDUH PRGHO UHYLHZ

%RDUG \$VXXUDQFH±6WUDPHZRJNF 3ULRULWLHV
/RFDO 6HUHLZLDO PHHW WKH QHHGV RI WKH ORFDQ SRSXODW QHZ ZD\ RI ZRUNLQJ ZKLFK DOZDQWSDXWRSDDOCH
6SHFLDOLVW GHZYOQHSURYLGH LQQRWDWLYH KLJK;TXDOLW\ VS GHOLYHULQJ RXWVWDQGLQJ RXWFRPHV IRU D ZL

,QQRYDWHLRQOO SURPRWH QHZ DQG EHWWHU ZD\ V RI	3 ●
DFKLHYH H\FHOOHQFH DQG VXVWDLQDELOLW\ LQ	
&DUHH ZLOO WUHDW RXU SDWLHQWV DQG WKHLU IDP	
FRPSDVVLRQ DQG NHPDWRULRQV D\DOH KDUP	

3HRSOH ZLOO PDNH 6)7 D SODFH WR ZRUN ZKHUH VWDII IHHO Y

&RQWHQWV

%DFNJURXQG DQG FRQWH[W	3DJH
7UXVW YDOXH	3DJH
'HYHORSPHQW RI RXU FOLQLFDO VWU	3DJH
&OLQLFDOWKMBW HJ\	3DJH
\$SSHQGLFHV	3DJH

\$GYDQFHV LQ FOLQLFDO WUHDWPHQW

1HZ WHFKQRORJ\ DQG WKHUDSHXWLFV DOORZV FRQGLWLRQV Z
WUHDWHG 0RUH DGYDQFHG WUHDWPHQWV ± IRU H[DPSOH SHU
RQ JHQRPLF WHVWLQJ URERW DVVLVWHG SURD\W\ VXUJHU\
H[SHQVLYH DQG UHTXLUH KLJK OHYHOV RI WHFKQRORJLFDO H[

7KH QHHG IRU VHUFLFHV WR EH SURYLGHG LQ D PRUH FR
ZD\

3DWLHQWV RIWHQ GHVFULEH WKHLU H[SHULHQFH RI FDUH DV I
EHWZHHQ GLIIHUHQW SHRSOH RU RUJDQLVDWLRQV LQYROYHG
VWRU\ PRUH WKDQ RQFH DQG FDQ EH FRQIXVHG DERXW WKH G
KRZ WR DFFHVV WKHP %HWZHHQ VHUFLFHV WKHUH FDQ EH FR
SDWLHQWV¶ QHHGV EHLQJ DVVHVHVG VHYHUDO WLPHV DQG D I
RUGHU WR DFFHVV FDUH

3DUWQHUVKLSV DQG WHDP ZRUNLQJ

2XU 6XVWDLQDELOLW\ DQG 7UDQVIRUPDWLRQ 3DUWQHUVKLS 6

%DWK 6ZLQGRQ DQG :LOWVKLUH %6: 673 KDV GHYHORSHG D
GHFULEHG LQ WKH GLDJUDP RQ WKH QH[W SDJH ,Q RUGHU WR
VHUFLFHV DW D WLPH ZKHQ ILQDQFHV DUH WLJKW ZH ZLOO
QHHG WR LQYHVW LQ SUHYHQWLRQ DQG HDUO\
LQWHUYHQWLRQ VHUFLFHV UDLVLQJ DZDUHQHV RI WKH
LPSRUWDQFH RI OLYLQJ D KHDOWK\ OLIHVW\OH LPSURYH
VRFLDO FRQQHFWHGQHVV WR FRPEDW ORQHOLQHVV DQG
LPSURYH PHQWDO KHDOWK WKURXJK WKH 7KULYH
LQLWLDWLYH :H ZLOO SURYLG PRUH FDUH FORVHU WR
KRPH ZKHUH DSSURSULDWH UHGXFH KRVSLWDO
DGPLVVLRQV DQG OHQJWK RI VWD\ DQG UHGXFH
UHOLDQFH RQ LQVWLWXWLRQDOLVHG FDUH ,Q SDUWQHUVKLS
ZH ZLOO LPSURYH TXDOLW\ RI FDUH DQG RXWFRPHV LQ
SDUWLFXODU WDFNOLQJ WKH OHDGLQJ FDXVHV RI GHDWK LQ
WKH XQGHU V FDQFHU KHDUW GLVHDVH VWURNH DQG
OXQJ GLVHDVH

1HLJKERXULQJ DFXWH KRVSLWDOV

:H KDYH GHYHORSHG DQ \$FXWH +RVSLWDO \$OOLDQFH ZLWK RX
+RVSLWDO DQG *UHDW :HVWHUQ +RVSLWDO ZLWK WKH DLP RI
SUDFWLFH HOLPLQDWLQJ XQZDUUDQWHG YDULDWLRQ DQG VXS
:H KDYH QR SODQV WR IRUP D IRUPDO QHWZRUN RU KRVSLWDO

:H FRQWLQXH WR ZRUN ZLWK RXU QHDUHVW WHUWLDU\ KRVSLV
LPSURYH SDWLHQW IORZV DQG SDWKZD\V EHWZHHQ WKH WZR 7
SURLGHUV LQ :HVH[WKH VRXWK SDWKRORJ\ QHWZRUN WF
GLDJQRVWLF VHUYLFHV IRU RXU SRSXODWLRQ

7KH 'RUVHW &OLQLFDO 6HUYLFHV 5HYLHZ

2YHU WKH ODVW WKUHH \HDUV KHDOWK FDUH SURLGHUV DQG
XQGHUWDLQJ D UHYLHZ RI WKH SURLVLRQ RI KHDOWK FDUH
VWDNHKROGHUV DQG WKH SXEOLF ,W VHHPV OLNHO\ WKDW WK
VHUYLFHV DIIHFWLQJ DFXWH HOHFWLYH FRPPXQLW\ DQG SUL
LPSDFW RQ WKH IORZ RI SDWLHQWV WR 6DOLVEXU\ IURP WKH V

:LOWVKLUH +HDOWK DQG &DUH

:LOWVKLUH +HDOWK DQG &DUH LV D SDUWQHUVKLS EHWZHHQ 6
:HVWHUQ +RVSLWDO DQG WKH 5R\DO 8QLWHG +RVSLWDO SURLY
:LOWVKLUH :H DUH ZRUNLQJ ZLWK :LOWVKLUH +HDOWK DQG &D
GHYHORS D PRGHO RI LQWHJUDWHG KHDOWK DQG FDUH VHUYLF
VHDPOHVV GHOLYHU\ RI FDUH LQ SDWLHQWV¶ KRPHV JHQHUDO

\$YRQ DQG :LOWVKLUH 3DUWQHUV \$:3 DQG 2[IRUG 8QLYHUVLW

\$:3 DOUHDG\ SURLGH OLDLVRQ SV\FKLDWU\ VHUYLFHG IRU DG
28+ SURLGH FKLOG DQG DGROHVFHQW PHQWDO KHDOWK &\$0+

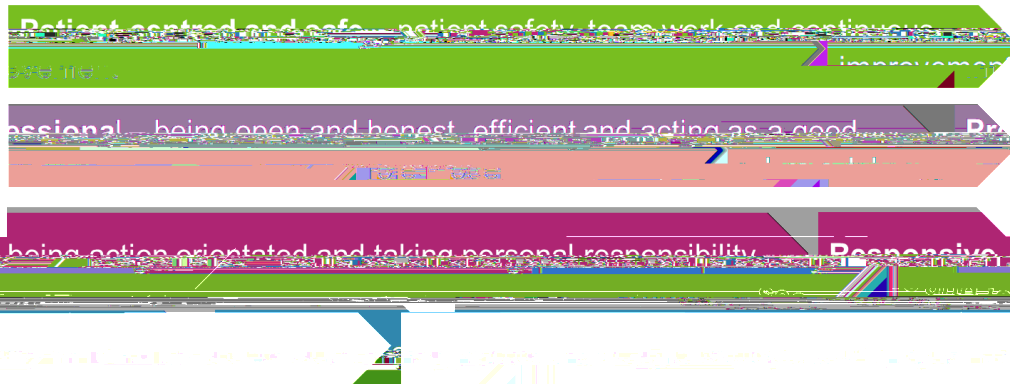
7KH TXDOLW\ SHUIRUPDQFH DQG VXVWDLQDELOLW\ RI RX

:H DUH FXUUHQWO\ XQGHUWDLQLQJ D V\VWHPDWLF UHYLHZ RI W
VXVWDLQDELOLW\ RI DOO RI RXU FOLQLFDO VHUYLFHV DQG WK
LQGLYLGXDO VWUDWHJ\ IRU HDFK VHUYLFH DOLJQHG ZLWK WK

7UXVW YDOXH



2XU FOLQLFDO VWUDWHJ\ LV XQGHUSLQQHG E\ RXU 7UXVW YDO



'HYHORSPHQW RI RXU FOLQLFDO VWUDWHJ\



7KH VWUDWHJ\ KDV EHHQ GHYHORSHG LQ FRQVXOWDWLRQ ZLW
7UXVW DQG RWKHU VWDNHKROGHUV LQFOXGLQJ SDWLHQWV DQ
FRPPLVLRQHUV DQG RWKHU ORFDO VHUYLFH SURYLGHUV ,W
VHUYLFH VWUDWHJLVHV GHYHORSHG E\ HDFK RI RXU FOLQLFDO
H[WHQW E\ D VHPL REMHFWLYH DVVHVVPHQW RI WKH TXDOLW\
DSSHQGL[7KH VWUDWHJ\ ZDV FURVV UHIHUHQFHG ZLWK WK
QHLJKERXULQJ SURYLGHUV DV ZHOO DV WKH :LOWVLUH FDUH

&OLQLFDO VWUDWHJ\ 7KHPHV



Easy access for patients and GPs :H ZLOO PDNH RXU VHUYLFHV DFFHVVLEO
ZLWK FOHDU VLQJOH SRLQWV RI FRQWDFW YLD WHOHSKRQH RU
ZLOO EH VHQW HOHFWURQLFDOO\ ZKHUH SRVVLEOH :H ZLOO H
SHRSOH ZLWK VSHFLDO QHHGV 2XU GLDJQRVWLF VHUYLFHV ZL
SULPDU\ FDUH DQG RSHQ DW WLPHV FRQYHQLHQW IRU SDWLHQ
DYDLODEOH DW VDWHOOLWH VLWHV UHGXFHQJ WUDYHOOLQJ W

Face to face only when necessary :H ZLOO HPEUDFH GLJLWDO WHFKQRORJ\
SDWLHQWV GR QRW KDYH WR WUDYHO WR WKH KRSSLWDO H[FH
SK\VLFDO H[DPLQDWLRQ RU WUHDWPHQW LV QHFHVVDU\ :H ZL



WR IXUWKHU GHYHORS 3GLVFKDUJH WR DVVHV' ZKHUH SDWLH
DVVHVHG LQ WKHLU RZQ KRPH UDWKHU WKDQ LQ KRVSLWDO
SHULRG RI UH HQDEOHPHQW RU ZKRVH KRPH QHHGV DGDSWDW
WKH DLP EHLQJ QRW WR SURYLGH ORQJ WHUP FDUH EXW WR H
UHWXUQ WR WKHLU RZQ KRPHV

:H ZLOO FRQWLQXH WR GHYHORS DPEXODWRU\ FDUH IRU DFXW
WKURPERVLV DOORZLQJ SDWLHQWV WR EH WUHDWHG LQ D GD\
6RPH SDWLHQWV PD\ EH XQGHU RXU FDUH EXW RXWVLGH WKH

:LWKLQ RXU VXUJLFDQ VHUFLFHV ZH ZLOO VHSUDUDWH HPHUJH
HQVXUH WKDW SODQQHG RSHUDWLRQV DUH QRW FDQFHOOHG Z
HPHUJHQF\ DGPLVVLRQV (OHFWLYH VXUJHU\ ZLOO EH SURYLGH
WR PD[LPLVH WKH XVH RI RXU RSHUDWLQJ WKHDWUHV (PHUJH
LPPHGLDWHO\ E\ DQ H[SHULHQFH VXUJHRQ ± WKLV KDV EHHQ
DGPLVVLRQV DQG H[SHGLWH WKH SDWKZD\ WR RSHUDWLRQ IRU
VXUJHU\ (PHUJHQF\ RSHUDWLRQV SDUWLFXODUO\ KLJK ULVN
SURYLGHG E\ D FRQVXOWDQW VXUJHRQ ZRUNLQJ ZLWK D FRQV

3ULRULW\ FOLQLFDO SDWKZD\

7KH GHPDQG RQ RXU VHUFLFHV DQG ORFDO SRSXODWLRQ UHTX
RQ WKH IROORZLQJ SULRULW\ DUHDV

IUDLO HOGHUO\ SDWLHQWV

:H ZLOO ZRUN ZLWK ORFDO SDUWQHUV LQ SULPDU\ FDUH FRPP
DGPLVVLRQ ,QLWLDWLYHV VXFK DV SURYLGHQJ OLQN QXUVHV
YLVWLWLRQJ WR QXUVLQJ KRPHV DQ LQLWLDWLYH VXSSRUWHG E
UHJLVWHUV LQ SULPDU\ FDUH VRFLDO SUHVFULELQJ WR UHGX
EHHQ VKRZQ WR UHGXFH DGPLVVLRQ LQ IUDLO ROGHU SDWLHQ
ZLOO HQWDLO SURYLGHQJ VXSSRUW DQG WUDLQLQJ IRU VWDII
FRPPXQLW\ DQG KRVSLWDO VHWLQJ V KDULQJ LQIRUPDWLRQ
SURYLGHQJ UDSLQ DFFHVVLEOH DGYLFH DQG JXLGDQFH LQ D Y
HPDLO VN\SH DQG FRPPXQLW\ YLVLWV

,I D IUDLO HOGHUO\ SDWLHQW DWWHQGV WKH KRVSLWDO DV D
FRPSUHKHQVLYH DVVHVPHQW E\ D VNLOOHG PXOWLGLVFLSOL
DVVHVPHQW DQG OLDLVRQ RU 23\$/ WHDP VHYHQ GD\ D ZHH
KRPH DV TXLFNO\ DV SRVVLEOH LI QHFHVVDU\ ZLWK DGGLWLR
FRPPXQLW\ :H HVWLPDWH WKDW DGPLVVLRQ FDQ EH DYRLGHG
D IUDLO ROGHU SHUVRQ LV DGPLWWHG WR KRVSLWDO WKH\ ZL
DQG QXUVLQJ DQG WKHUDS\ WHDPV ZLWK SDUWLFXODU H[SHUV
RXW RI EHG DQG GUHVHG ZKHUH SRVVLEOH WR UHGXFH GHFR
SODQQHG IURP WKH GD\ RI DGPLVVLRQ ZLWK WKH DLP RI NHHS
WKDQ ILYH GD\

:H ZLOO XVH RXU HVWDWH EHWWHU WR SURYLGH GURS LQ DQG
UHPLQLVFLHQFH WKHUDS\ H[HUFLVH FODVVHV DQG VXSSRUW IR

\$SSHQGLFHV



)ROORZ XV



#VDOLVEXU\QKV

