

CareSource Life Services

- Population Health
- JobConnect



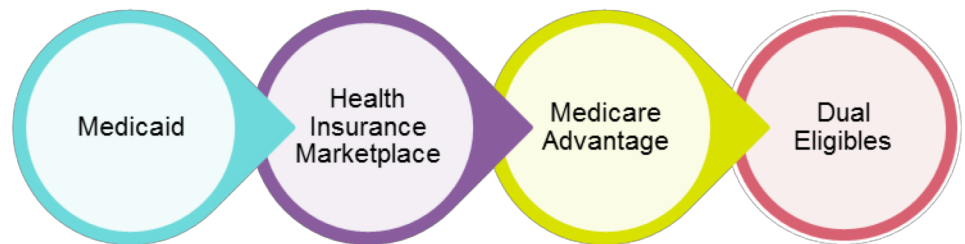
Our MISSION

To make a lasting difference in our members' lives by improving their health and well-being.



CARESOURCE

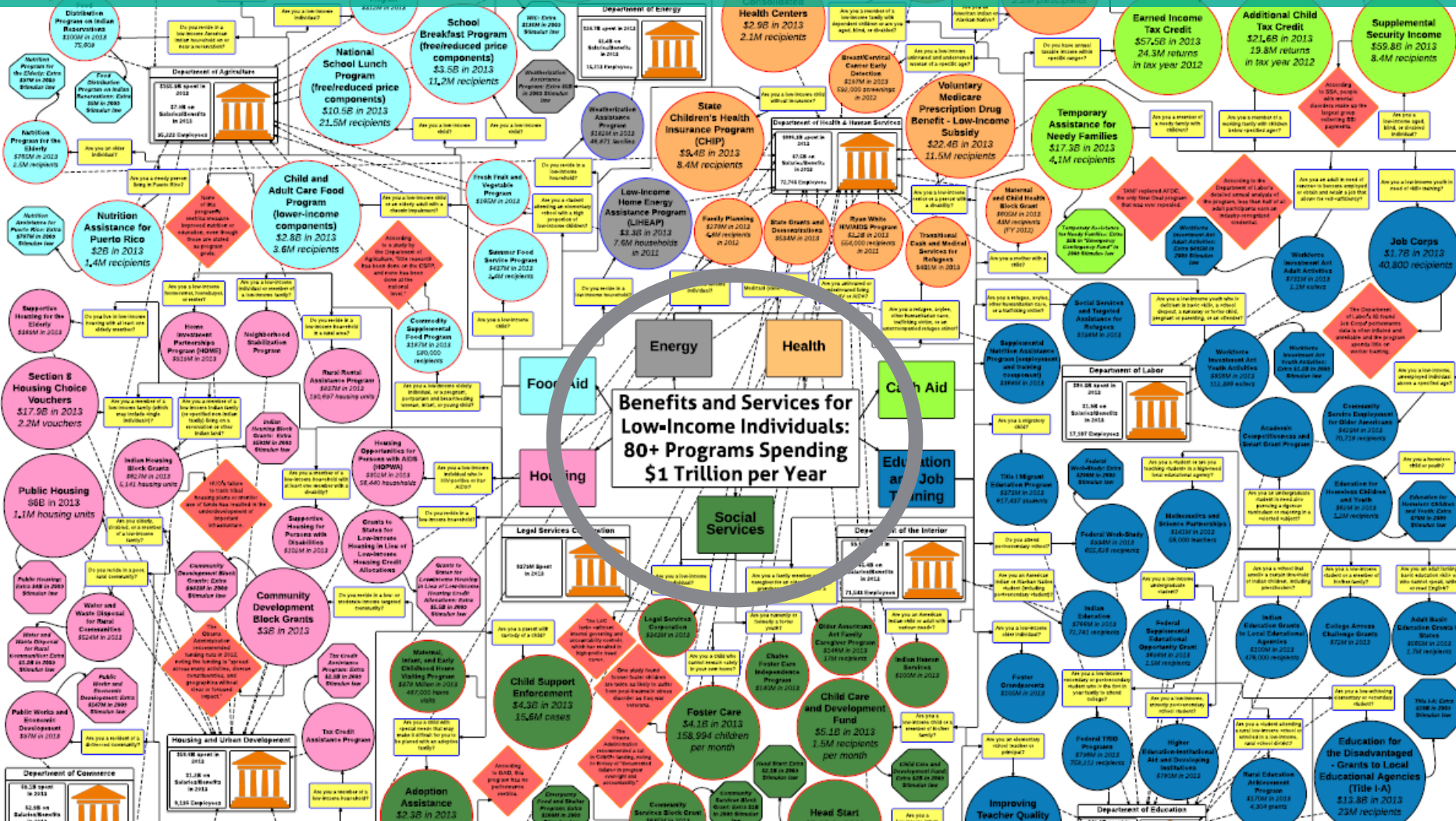
- One of the fastest growing non-profit managed care plans in the country.
- 28-year history of serving low-income populations across multiple states and insurance products, coordinating their care as their eligibility changes.
- Using comprehensive, member-centric models of care to address our entire population's health and social needs.
- Currently serving members in Ohio, Kentucky, Indiana, West Virginia, and Georgia.



2M
members



Current U.S. Poverty Programs

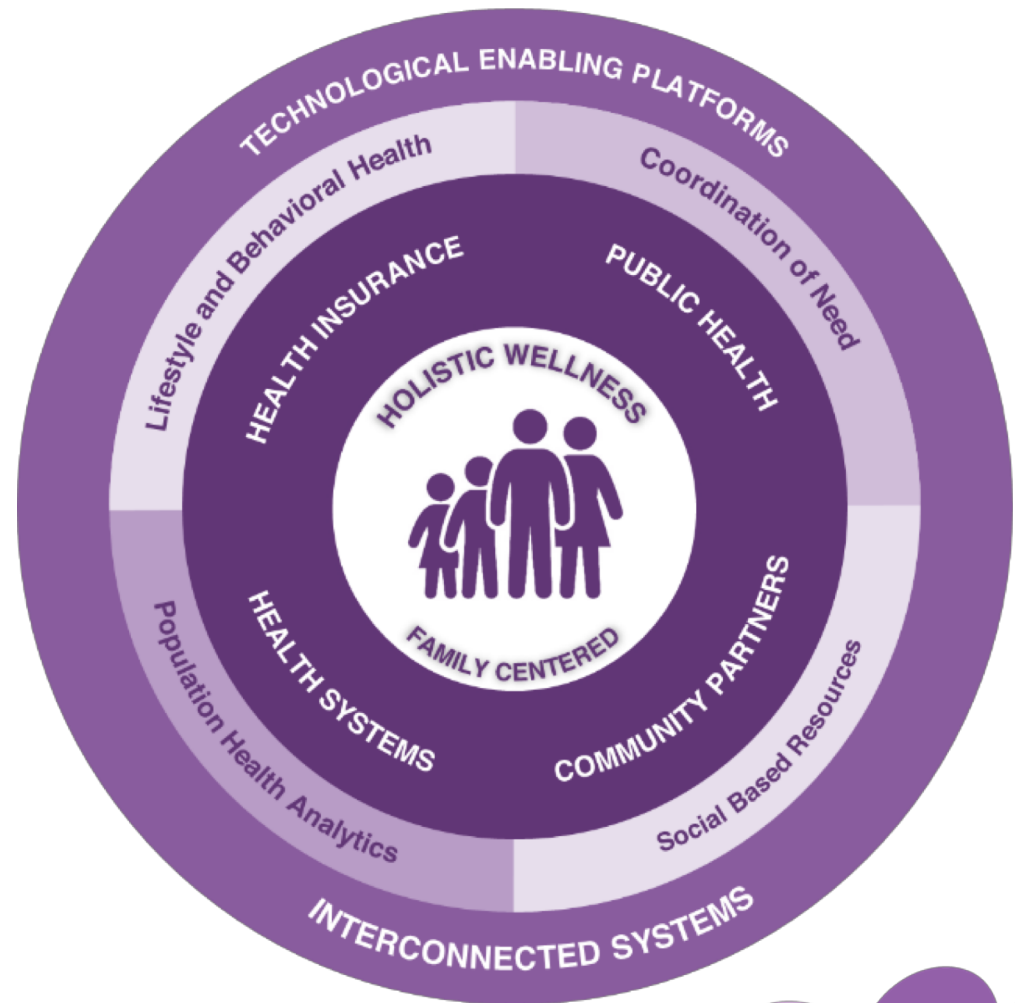


Though well-intentioned, government subsidy programs are structured to help beneficiaries maintain, not overcome, their level of poverty.

Source: House Ways and Means Committee staff, using Congressional Research Service reports and other data.

CareSource Population Health Strategy

- Helping members attain a healthy and purposeful life and well-being
- Achieving health equality and eliminating disparities
- Promoting nurturing environments for children to prevent serious health problems later in life
- Promoting healthy development, balanced behaviors, and optimal well-being across all life stages





Our Approach

CareSource JobConnect™

WHAT MAKES OUR EMPLOYMENT PROGRAM UNIQUE?

- **Leverages an integrated population health model and social determinants of health program**, which re-envisioning CareSource's role in its members' lives.
- **Provides individualized risk assessment, case management and coaching assistance** to stabilize members by addressing their member-specific health and social obstacles before attaining (and retaining) long-term employment and self-sufficiency.
- **Partners with employers over the long-term** to provide a pipeline of work-ready candidates for real world positions and to support employee advancement for 24 months post hire.

OUR MEMBERS NEED REAL SUPPORT

We do more than find our members a job.

CareSource JobConnect provides the support members need through a holistic and individually prescriptive approach. We are **coordinating an off-ramp** from government subsidies and **creating a pathway** to better health and self sufficiency.



Life Coach

1:1 RELATIONSHIP
INDIVIDUAL LIFE PLAN
COACHING
COUNSELING

Health Care	Assessment	Stabilization
Affordable child care Adult care In-house health Monitoring Dependent care Dental	Holistic life aspects analysis Motivation & commitment quotient	Bus passes Housing
WAGE	\$8	\$12-13
FEDERAL POVERTY LEVEL	65%	
SURVIVING		

GAP

Education	Job Training	Empowerment	Soft Skills	Employment	Financial Assistance	Support
Skill development Customized curriculum Training	Job shadowing Align jobs Local & national jobs	Interviewing Skill development Clothing & cosmetics	Workforce employment support Managing conflicts	On-going full-time employment	Income/expense bridge Loans Scholarships	Mentoring Stress management
WAGE			\$20-21	\$28		
FEDERAL POVERTY LEVEL			100%	MEDICAID	138%	MARKETPLACE PLAN
			160%	200%		
STABLE			THRIVING			



CONSUMER IMPACTS

*As of 12/4/2018

13,960

Members who have interacted with Life Services.

2,933

Members who have opted into Life Services.

Active participants working with Coaches.

2,861

1,264

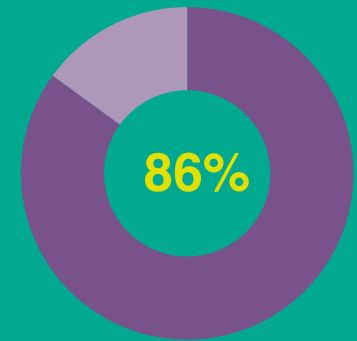
Employed Members

Employer Partners

396

10,286

Total Community Referrals



Members who have retained employment.

No comparable program in America is yielding these results.

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HEALTHCARE IMPACTS



While we are in the very early stages of research and data collection, with our limited data we've seen to as of 12/17: (New data will be available 3/19)

18% reduction in ED use

Expected Outcome

28% decreased outpatient spend

Expected Outcome

29% increased Rx spend

7% increased Rx volume

Is this going up because people are more engaged, Rx adherence? We are continuing to evaluate this. Studies support lower medical spend over time as a result of increased Rx adherence.¹

¹11% increase in medication adherence was associated with significant decrease in total, non-drug medical costs
Increased use of prescription drugs reduces medical costs in Medicaid populations. Robuck, M. C., Dougherty, J. S., Kaestner, R., & Miller, L. M. (2015). *Health Affairs*, 34(9), 1586-1593.




CareSource[™]
LIFE SERVICES