



## How RelyMD Helps Employers

### The Challenge:

“Employers have spent years struggling to manage rapidly increasing health care costs . . . the cost of providing health care benefits to employees and their dependents continues to increase.”<sup>1</sup>

- WSJ article

- Annual premiums paid by employers have increased over 170% over the past ten years, from an average of \$2,412 in 2003 to \$11,786 in 2013.

<sup>1</sup><http://online.wsj.com/ad/article/employeebenefits-tough>

### What is RelyMD and how does it help my company?

**RelyMD** is an online urgent care service founded by Wake Emergency Physicians, PA, a group of over 95 emergency medicine doctors that treat over 300,000 patients each year in the greater Raleigh area. We have developed a HIPAA-compliant and HITECH secure video platform (online and mobile app) that can provide your employees and their family members immediate, 24-7 access to high-quality medical treatment in the lowest-cost facility possible (from their home or office).

“Analysts Say Telemedicine Can Cut Costs, Boost Productivity by Reducing Doctor Visits”<sup>2</sup>

-Bloomberg News

### We benefit your company in 3 ways:

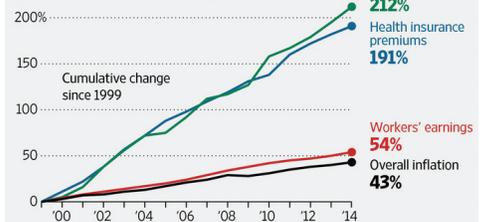
**1** **Lowers your company's health care costs by providing your employees a low-cost option for high-quality medical treatment.**

RelyMD's program can save your company out-of-pocket healthcare costs and help mitigate the rising cost of health insurance premiums that you pay each year.

- There were over **136 million emergency room visits** in the U.S. last year.<sup>3</sup> The N.E. Health Institute estimates that over half of these were not emergencies.<sup>4</sup> In fact, nearly 1/3 of these visits occurred on the weekends, when most people's doctor's offices are closed.<sup>5</sup>
- On average, emergency room visits cost employers **well over \$1,000**. Even an urgent care visit averages \$140 to employers.<sup>6</sup> By encouraging your employees to seek non-emergency care via RelyMD, **a much lower cost option,**

### Growing Tab

Employer health premiums have increased at a faster clip than inflation and wages, though their growth rate has slowed recently...



...while the share of firms offering health benefits has declined over time.

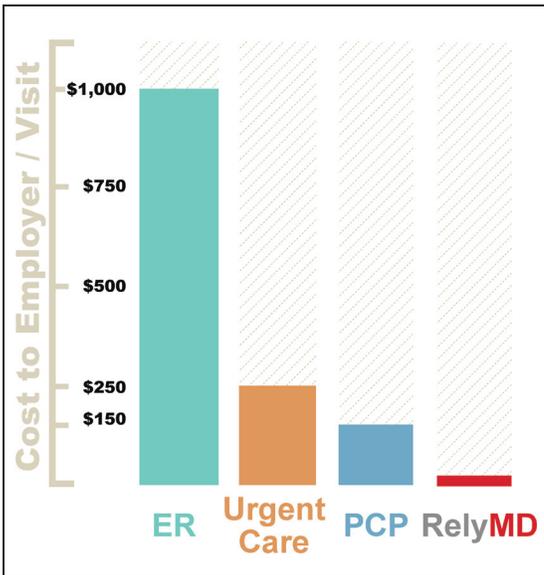


Sources: Kaiser/HRET Survey of Employer-Sponsored Health Benefits; Labor Department (earnings, inflation) The Wall Street Journal



we help your company avoid paying unnecessarily high healthcare bills. For each visit to the ER that we prevent, **your company saves about \$850**. For each visit to an urgent care center that we prevent, your company saves about \$90.

- **RelyMD's** program can lead to fewer and less expensive health insurance claims submitted by your employees. To your company, this directly translates into **lower insurance premiums** than you would otherwise owe.



“Telemedicine will certainly deliver significant financial benefits and efficiencies for players in the health care space . . . For example, virtual health has the potential to reduce all doctor visits by 93 percent at a savings of \$103 per visit (\$1,067 per emergency room visit). Fifty percent of all doctor visits can be conducted virtually . . .”<sup>7</sup>

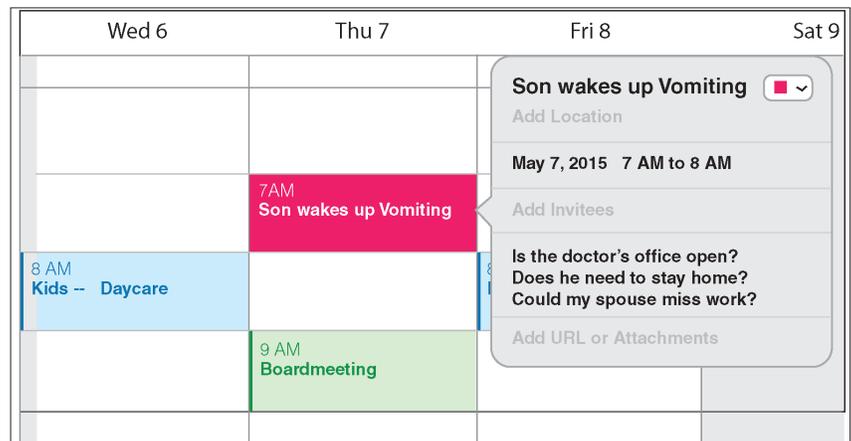
– Venture Beat

“Telemedicine is a Game-Changer for Patients, the System”

– Forbes

## 2 Increases your workforce productivity by reducing employees’ time away from work.

With RelyMD, when your employees get sick, they no longer have to waste time coordinating schedules, making appointments, then travelling to the doctor’s office (time that is often absorbed by you, the employer, with late arrivals, early departures, or long lunches). If one of your employees doesn’t feel well, he or she has instant access to a RelyMD doctor via his or her computer, smart phone, or tablet. RelyMD is also available to all eligible dependents, so we can help reduce missed days of work by parents who would otherwise be taking their child to an appointment.



“The big winner in the rise of virtual healthcare, however, is the patient. With new technology and capabilities, the patient can receive faster, better quality care with superior outcomes.”<sup>8</sup>

– Venture Beat

## 3 Provides early diagnoses of potentially serious medical problems for your employees to avoid costly hospitalizations.

There are times with **RelyMD**, just like in the hospital, when a patient may not require emergency care, but a follow-up appointment with the appropriate specialist is needed. For busy employees who have a lingering ailment that may be serious, but have delayed seeing a doctor due to busy schedules, **RelyMD** is a perfect solution. The **RelyMD** doctors are actively practicing and well-established in the North Carolina medical community. When one of your

employees needs follow-on treatment, we can expedite the process, ensuring that your employees are proactively receiving the medical care they need.

As an employer, this saves you money, as more serious illnesses and injuries are diagnosed and treated sooner, avoiding costly hospitalizations for ailments left untreated.

### Ready, Set, Save!

Towers Watson projects that 75% of employers are expected to offer online urgent care services by 2017.

Staffed by Wake Emergency Physicians, PA

“Telemedicine could potentially deliver more than \$6 billion a year in health care savings to U.S. companies . . .”

– Towers Watson

Visit [www.relymd.com/employers](http://www.relymd.com/employers) to learn more.

<sup>2</sup><http://www.bna.com/analysts-say-telemedicine-n17179894561/>

<sup>3</sup><http://www.cdc.gov/nchs/fastats/emergency-department.htm>

<sup>4</sup>[http://www.bizjournals.com/triangle/news/2015/01/29/raleigh-telemedicine-service-er-doctors.html?ana=e\\_du\\_pap&s=article\\_du&ed=2015-01-29&u=pi2E8rXJBtnt9hROuWUO+3vpkr&t=1422563985](http://www.bizjournals.com/triangle/news/2015/01/29/raleigh-telemedicine-service-er-doctors.html?ana=e_du_pap&s=article_du&ed=2015-01-29&u=pi2E8rXJBtnt9hROuWUO+3vpkr&t=1422563985)

<sup>5</sup>“Wake Emergency Physicians, PA analysis of Blue Cross Blue Shield of NC members. 2013-2014”

<sup>6</sup><http://m.mhealthnews.com/news/patients-telehealth-tops-doctors-office>

<sup>7</sup><http://venturebeat.com/2014/12/28/will-2015-deliver-the-promise-of-telemedicine/>

<sup>8</sup><http://venturebeat.com/2014/12/28/will-2015-deliver-the-promise-of-telemedicine/>