



Accelerate Adoption of Value-Based Care Through Access to Specialist Consults

Medicare Advantage plans continue to invest in and design benefits offerings based on value-based care models with over 35% of payments being capitated or at risk.² Data show that primary care physicians in capitated arrangements provide higher quality care, including better performance on measures of chronic care management and preventive care.³

Technical and clinical support from health plans is the leading facilitator of primary care adoption of capitation and risk-based payment. Providing fast access to specialty care consults via text, phone and video extends the capabilities of primary care physicians, allowing them to provide high-quality care without the need to refer the patient externally.

Why Summus Peer-to-Peer

- ▶ **Improve primary care satisfaction.** 9.3 / 10 physician satisfaction score among physicians who use the Summus platform
- ▶ **Reduce delays in treatment by 2–4 weeks,** with an average specialist turnaround time of 4 hours
- ▶ **Decrease in costly specialty referrals,** an average savings of up to \$550 per consult

WHY IT MATTERS

- ▶ **Reduce wait times and delays** in care for MA populations
- ▶ **Primary care providers need support from health plans** to reduce costly referrals and adopt value-based payment
- ▶ **40% of specialty care visits can be avoided** through PCP access to specialty consults¹

The Summus Difference

- ▶ **Physician-first design**, prioritizing simplicity and physician ease-of-use
- ▶ **Escalation workflows** to accommodate varying levels of patient complexity
- ▶ **5,100+ top specialists** from medical institutions
- ▶ A **customizable specialist network** to coordinate with existing plan networks and geographic considerations
- ▶ **Ability to add direct-to-member support** with Summus MDs specializing in geriatrics

Escalation workflow

Escalation workflow ensures efficiency and industry-leading response time.

Within

eConsultation Asynchronous, text-based interactions for a streamlined question.	4 hours
Curbside Consultation Synchronous or asynchronous interaction for more involved cases requiring a live, contextual discussion.	12-24 hours
SummusMD Synchronous consultation for patients with Summus MDs specializing in clinical guidance and navigation support.	4-24 hours
Expert Consultation Synchronous consultation or remote written opinion for discussion and record review with a leading specialist.	24-72 hours
Vetted Provider Referrals A curated list of providers for in-patient care.	24-72 hours

1 <https://hbr.org/2022/05/the-telehealth-era-is-just-beginning>
2 <https://hcp-lan.org/apm-measurement-effort/2022-apm/2022-infographic/>
3 <https://www.unitedhealthgroup.com/content/dam/UHG/PDF/2020/UHG-Global-Capitation-Research.pdf>