



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

Medicare Advantage and Managed Medicaid plans continue to invest in and design benefits offerings based on value-based care models with over 35% of Medicare and 16% of Medicaid 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 vulnerable 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, geographic considerations, and state licensure
- ▶ **Ability to add direct-to-member support** with Summus MDs specializing in geriatrics, pediatrics, or internal medicine

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>