



Key Condition Management Performance Metrics

Average Severity Acuity Level	Overall measure of enrolled population acuity (based on a scale of 1 to 4, where 4 is the highest level)	1.71 <i>(Reduced from 1.97 in 2007)</i>
Penetration	The number of enrollees as a percentage of eligible lives with a qualifying condition	18%
Engagement Rate	Percentage of enrollees who start and complete a FHS program in a 12-month period	61%
Total Cholesterol	Percentage improvement in total cholesterol level before and after FHS Coronary Artery Disease Program; based on HEDIS clinical measure guidelines	36%
Hypertension	Percentage improvement in blood pressure before and after FHS Hypertension Program; based on HEDIS clinical measure guidelines	51%
Hemoglobin A1c Level	Percentage improvement in Hb A1c level before and after FHS Diabetes Program; based on HEDIS clinical measure guidelines	21%
Overall Program Satisfaction	Percentage of enrollees who "strongly agreed" with being satisfied with the FHS program	93%
Aggregate ROI (from medical claims only)	Net savings divided by the aggregate period investment	15.7%
Aggregate ROI (from medical claims reduction and productivity improvement)	Net savings divided by the aggregate period investment	30.8%

About Us

Focused Health Solutions is a leading national provider of customized condition management and wellness services to large, self-insured employers. Founded in 1999, the Deerfield, IL based company has a senior management team with over 100 years of collective experience in the healthcare industry and boasts a blue chip customer base. FHS combines innovative data analysis tools, condition-specific clinical pathways, proprietary telehealth technology, Health Risk Assessment surveys, health coaches and deep clinical expertise to reduce client healthcare costs for employees, dependents, and pre-Medicare retirees. The FHS condition and wellness management model integrates sophisticated and proprietary systems with care management algorithms and experienced personnel organized to produce quantifiable health and economic benefits for its program participants and employer clients. Focused Health Solutions is a member of DMAA, NCQA and MWA. For more information, visit www.focusedhealthsolutions.com.

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