



**Out to change the face
of employer health costs.**



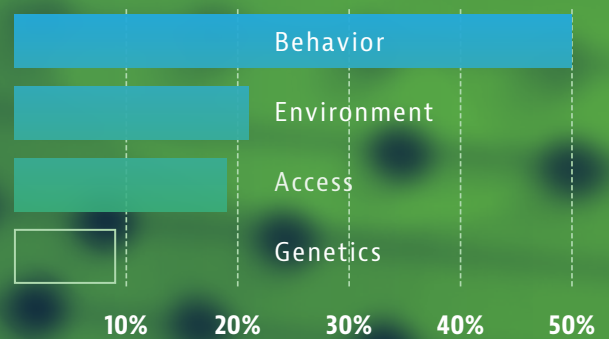
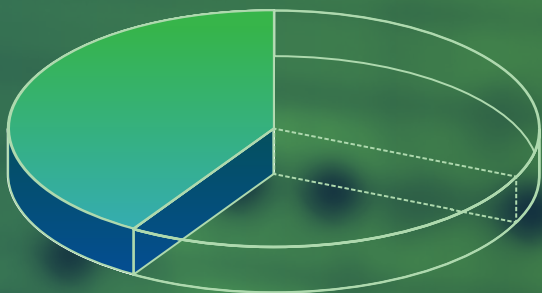
VITALincite
making health an asset

**Most companies waste between
35% to 65% of their medical
spend each year, and 90% of
healthcare is preventable.**

Do we have your attention?

**We've helped every one of
our clients reduce that.**

How about now?



Research shows that 35%-65% of medical spend is completely wasted, and 90% of healthcare demand is preventable.

Most data analytics companies should come with a warning label.

Who we are, is why we're different.

Vital Incite is known for using a plan's healthcare data to make the company as healthy as its employees. That's because no one has the skill or drive to go as deep as we do. In short, most data analytics companies stop short. And consequently, they fall short of providing truly beneficial findings.

Going further is what makes Vital Incite not only different, but better. We know where the real worthwhile data lies. It's far deeper than other firms are willing to look. And it's unearthing these truths about how employees and their families manage or mismanage their health, that will reap big savings for the company.

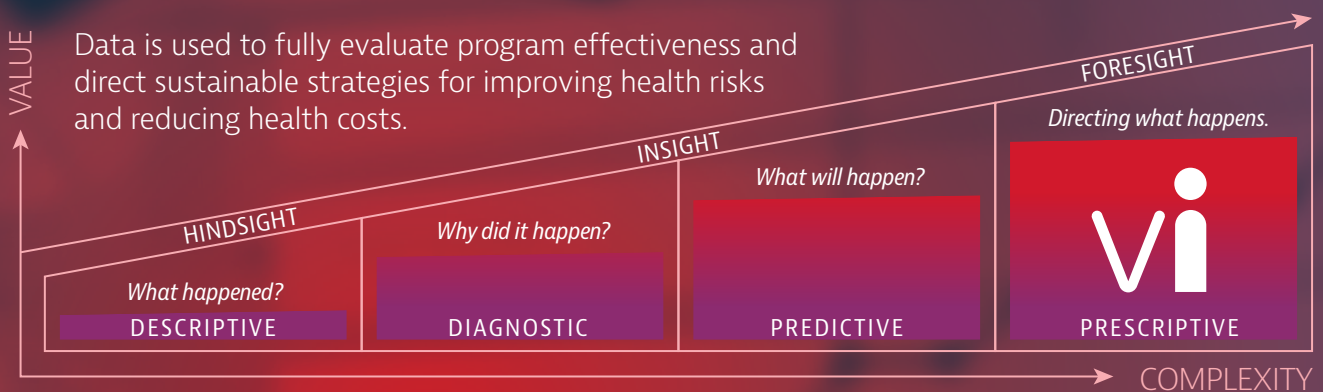
But that's just the beginning. Because after we identify both problems and opportunities, we'll show you how to make sustainable changes. We'll provide actionable items that will lead to improvements, efficiencies and profitability. How's that for hitting the trifecta? Vital Incite is the only firm digging below the surface. Be forewarned of imposters.

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“Vital Incite is essential for self-funded groups. Otherwise, they are throwing darts blindfolded.”

– Erin Faszczeski, BenePro







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Through complete invoicing and data audits of an onsite clinic, Vital Incite was able to find annual savings of \$75k in formulary changes and \$100k in lab procedure edits.

The seven habits of highly ineffective employer health plans.

Corrected by the five features of the Vital Incite plan.

Individual habits can be hard to break. And collectively, they can break a company's profitability. No one, and we mean no one, is better suited to help organizations escape this cycle of medical spend waste than Vital Incite. Here are five ways we do it.

1. The Investigation

Most mysteries can't be solved without an investigation. Vital Incite first identifies the top health concerns within your plan's population. That allows us to gain a clear understanding of who and what are driving the current medical spend. And equally important, how any future spend will be affected. All of this is hugely beneficial in providing suggestions for improving efficiency and effectiveness within your organization. In some cases, it may also highlight certain programs that aren't reaching the proper employees or that aren't delivering the required impact. And all of this information can be measured and validated against real experiences we've had with other clients and vendors.

2. A Warning System

For many, Vital Incite acts as a warning system to keep profitability within reach and expenditures within check. For instance, if out-of-network utilization increases, you'll know about it. Or if services end up costing more than expected, flags are raised so a trend doesn't develop. Imagine an early warning system so that future costs remain under control. And when pharmacy utilization detects that more expensive meds are being requested, you'll be alerted. Vital Incite data is used continuously to audit for expected results. And our constantly evolving Artificial Intelligence is a beacon for new opportunities. It's a checks and balances system so you don't end up writing more checks.



3. Mystery Solved

We integrate all sources of “healthcare” data per plan member. That’s every employee and their enrolled family members, across the organization’s entire population. This provides the employer or advisor with a single, comprehensive report. It’s the summit of the mountain. And your bottom line’s salvation. Think of it as a reference tool that assures you of an accurate and independent, third party evaluation. It will shine a light upon programs that are having both positive and negative influences on plan member health outcomes and company spend. We make it easy to understand and provide you with the confidence to move forward.

4. Answers Promote Action

A spreadsheet full of data is what everyone else delivers. Vital Incite turns data into answers. And answers into suggestions you can actually act upon. How refreshing is that? We lay out the next possible steps for employees to become healthier and for companies to become more profitable. It’s all due to our extensive database, our healthcare industry expertise and our real life experience with clients and vendors all across the country. We use every bit of it to identify opportunities for improved outcomes with carriers, PBMs and vendors. It means you can now take action, instead of another aspirin.

5. Be Strategically Confident

Leading requires confidence and Vital Incite delivers just that at every turn. Our research and results can answer questions from management while also supporting strategic planning initiatives. Expected outcomes can be addressed realistically and objectively. You’ll also find that successes experienced by other Vital Incite clients may work for you as well. Our constant appetite for learning and our involvement with numerous professional organizations are resources we openly share. It’s one of the reasons our consulting acumen is in such high demand. Vital Incite will even meet with your vendors to improve their outcomes while providing our proprietary Clinical Strategy App to help guide their efforts. To us, that’s the true definition of partnership.



Clinical Data



 **Data Integration**
THE JOHNS HOPKINS ACG® SYSTEM

Comprehensive Centralized Report

- Understand the true needs of your population
- Objectively evaluate program effectiveness
- Proactively & strategically manage risks
- Drive accountability & continuous improvement

Individual Risk Profiles





"Vital Incite has been an amazing partner. They have a deep understanding of our data and the unique nuances of having an on-site clinic. We greatly value this relationship."

–Denise Murphy, University of Notre Dame

Ever get the feeling the company's health benefit plan is mocking you?

Real results. Real clients.

It's not a good feeling to hear your health benefit plan snickering every time you check your P&L statement. If you've got the sneaking suspicion that waste within your process has started draining the company's hard earned profit, reach out to Vital Incite. We'll show you dozens of other organizations who thought the same thing and finally said enough is enough. Instead of continuing to live with the liability of waste, why not choose to make health an asset. Choose Vital Incite.



“Vital Incite is a great compliment to the work that a traditional broker firm provides. Having that additional team of internal experts and resources available to us and integrated with our overall strategy plays a critical role in our ongoing decision making and evaluation.”

—Stephanie Kaiser, One America



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“There are a lot of data analytics companies out there...but Vital Incite is the only one I've worked with who can take complicated data, make it easy to understand and then make it actionable.”

- Richard Sutton, Brown & Brown

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