Julie Sullivan, CEBS
Business Process Manager
Welcome

- Importance of preventive care
- Why Catapult Health
- What’s included in each check-up
- Keys to Success
  - Timeline
  - Roles & Responsibilities
- Costs
- TML Well incentives
Jolene Dupnick, CEBS
Director of Marketing and Client Services
Importance of Preventive Care

Undiagnosed and untreated chronic disease leads to serious complications, avoidable medical costs, and extended disability.

Most American adults do not get the recommended preventive care because it is:

- Time consuming
- Don’t have a primary care provider
- Don’t think about it
- Fear of doctors/needles
Challenge with Biometric Events

EMPLOYERS

- Research for the right vendor
- Organize event and track registration
- Manage the event
- Hope their employees use the information to improve their health

EMPLOYEES

- Receive lab results several days after the event
- May not understand how to interpret the biometric results
- May not know how to act upon the biometric results
Why Catapult Health

- More than a biometric event...onsite preventive care visit
- Real time lab results with only a finger stick along with blood pressure & BMI measurements
- Immediate video consultation with nurse practitioner to review results and discuss next steps
- Employee walks away with an Action Plan
- Nurse Practitioner follows up with employees
- Catapult manages the registration process and day-of-event details
- No additional fees for setup/implementation, reporting or data feeds.
The Catapult Experience

THE FUTURE OF PREVENTIVE CARE IS HERE
Jillian Roettker
Director of Sales
What’s Included in each Catapult Checkup?

Values Measured

*Lab-accurate measurements in less than 15 minutes*

- GLU
- TRIG
- CHOL
- HDL
- LDL
- VLDL
- AST
- ALT
- A1C for diabetics
- Blood Pressure
- Height
- Weight
- BMI
- Waist Cir.
- Calculated Framingham Risk
What’s Included in each Catapult Checkup?

Reviewed by the Nurse Practitioner during consultation

Family History
- Diabetes
- Coronary Artery Disease
- Stroke
- Breast Cancer
- Colon Cancer

Medications
- Compliance
- Effectiveness Review
- Potential Reactions among Multiple Meds
- Generic Options

Cancer Screening Evaluated
- Breast Exam
- Colorectal Screening
- Pap Smear

Gaps in Care identified & Addressed
- Asthma
- Coronary Artery Disease
- Chronic Obstructive Pulmonary Disease
- Diabetes
- Hypertension

Depression Screening
- PHQ9 Depression Assessment
- Columbia- Suicide Severity Scale
- Referral into EAP

Personal Action Plan, Real Time Delivery
- Live video consult with a board certified NP
- Referral into employer/plan sponsored programs
- Apple Health Card
- NP Audio Recording of Checkup Summary
What’s Included in each Catapult Checkup?

**Symptoms Captured**
- Aches from Medication Reactions
- Bladder Infections
- Chest Pain
- Circulation Problems
- Foot Ulcers
- Gum Infections
- Pain While Walking
- Seizures
- Shortness of Breath
- Skin Infections
- Sleeping Problems
- Slow Healing Wounds
- Swelling of Hands or Legs

**Personal Health History**
- Allergies
- Asthma
- Cancer
- Coronary Artery Disease
- Diabetes
- Heart Failure
- HIV/AIDS
- Hyperlipidemia
- Hypertension
- Kidney Disease
- Obstructive Sleep Apnea
- Stroke
Personal Health Report Summary

- Cover page of personal health report.
- Available for printing

JANE'S ACTION PLAN

1. Discuss your recent increase in depression with your therapist.
2. As we discussed, also reach out to Stay Calm EAP (see below). They will help you
3. At your next office visit, discuss your blood sugar results with your doctor/provider
4. Be sure to consistently take your blood pressure medication, every day.
5. Follow up with your Provider within 6-12 months

I'm confident you can do this, Jane! Little changes done consistently will make a BIG difference. Thank you for making the decision to participate in this health checkup. I enjoyed speaking with you about ways you can improve your health.

Amanda Hall
Amanda Hall, APRN, FNP-BC

RESOURCES AVAILABLE TO YOU


Never Again Smoking Cessation – All tobacco cessation. Online classes. Nicotine replacement therapy included. 555-909-0087 www.QuitRite.com


National Suicide Hotline – 24/7 private counseling. 555-765-8979 www.SuicidePreventionLifeline.org

tmlwell@tmlhb.org
Defining Success

Catapult’s proven approach to launching and executing an onsite event can result in higher participation levels.

- Our most successful clients achieve > 80% participation.
- Our average clients achieve 20% participation.
- Your goals in 2019.
Key to Success – 4 Easy Steps

1. Prepare
2. Promote
3. Execute
4. Celebrate
1. Prepare

➢ Conduct kickoff call with You, TML Health and Catapult
➢ Select event date(s)
➢ Reserve space
➢ Confirm Communication plan
2. Promote

➢ Multiple channels of communication to reach all eligible employees multiple times

➢ What **TML Health** will do:
  ▪ Provide standard marketing materials
  ▪ Provide eligibility file 30 days before event (large groups will have another file 10 days before event)

➢ What **Catapult** will do:
  ▪ Email invitations and reminders
  ▪ Weekly updates about signup progress

➢ What **You** can do:
  ▪ Verbalize & communicate leadership support
  ▪ Send announcements and post marketing materials
  ▪ Promote in person and at key meetings
3. Execute

➢ What **TML Health** will do:
  ▪ Load results files so members can get credit for their lab results
  ▪ Pool groups – Review and Pay invoice
  ▪ ASO groups – Send invoice to group for payment

➢ What **Catapult** will do:
  ▪ Coordinate with Site Contact prior to clinic day
  ▪ Arrive early and set up equipment (blood analyzers, privacy screens, internet connections, computers)
  ▪ Staff clinic with experienced Catapult professionals

➢ What **You** can do:
  ▪ Provide early access to the space
  ▪ Prepare any necessary security clearances
  ▪ Have room ready – clean, tables, chairs, electrical outlets
The Details – Things to Remember

- Space Requirements
- Scheduling is Important
- Team Sizes for Clinics
- Fasting is strongly encouraged but not required
- Pregnant patients/ double mastectomy – excluded
- Minimum requirements (25 attendees)
- Complete Catapult form
- 90-day advance notice for scheduling

Schedule a call with your Wellness Coordinator TODAY!
tmlwell@tmlhb.org
Required Documents

**EXHIBIT D**

**Scheduling Agreement**

Number of employees eligible to participate in these Catanult Events:
Estimated Total Number of Participants: ___________
Coping Fee = $350 prior to 3/1/28, and $500 beginning 1/1/29. This Coping Fee shall also apply to each unused appointment of Catanult services below the minimum checkup requirements as defined in the Catanult Services Agreement and further documentation below.

Online Event Details:

Lecture Participation Minimum Participation Per Event

This Scheduling Agreement is executed as of the date signed by TML Health and is subject to and governed by the Agreement between Catanult Health and TML Health.

CATANULT HEALTH, LLC

By: ____________________________
Name: David Klisak
Title: President & CEO
Address: 844 South First Street 
Suite 1500
City, State, Zip:

By: ____________________________
Name: 
Title: 
Address: 
City, State, Zip:

TML HEALTH

C-10

**EXHIBIT E**

**Group Online Event Form**

1. Scheduled Online Event: Group and TML Health agree to hold a virtual kickoff meeting with Catanult, Health, LLC ("Catanult") and to be as follows:

   ESTIMATED TOTAL NUMBER OF PARTICIPANTS

2. Date:

   LOCATION:

   [Details of location need to be provided]

3. Cancellation Form: Group acknowledges and agrees that it should be responsible for canceling any Online Event with Catanult within 30 days of the event date. This includes, but is not limited to:

   - [Specific details need to be provided]

4. Interpretation: Group is responsible for ensuring that all interpreters are Catanult approved. Catanult will provide an online form for Group to complete and submit to Catanult.

5. Group Online Event: Group agrees to provide the location for any Online Event:

   - [Specific details need to be provided]

6. Training and Resources: Group agrees to provide training and resources as needed.

   - [Specific details need to be provided]
Julie Sullivan, CEBS
Business Process Manager
2019 TMLWell Incentives

- Launching new program 10/1/19
- Employees and spouses are eligible to earn $150 based on activity retro back to 1/1/2019
- Reward will be in the form of a ‘online shopping mall’ credit or check
- To earn the $150 incentive, you will be asked to complete a combination of activities including completion of biometric screening and /or annual exam
- More information about the TMLWell program will be coming shortly
Helping people lead healthy and happy lives through design.

Questions?