

ARAM
YOUR PARTNER
IN YOUR QUEST FOR
BETTER HEALTH CARE
AT LOWER COST

GAPS IN MEDICAL CARE

- NATIONAL HEDIS DATA ALSO SHOWS THAT MORE THAN 50% PATIENTS WITH A CHRONIC ILLNESS DO NOT GET THE RIGHT CARE RECOMMENDED FOR THEM.
- 25% WOMEN HAVE NOT HAD A BREAST CANCER SCREENING. IN SOME STATES THIS IS EVEN WORSE.
- 40% DIABETICS HAVE POOR CHOLESTROL CONTROL PUTTING THEM AT INCREASED RISK OF A HEART ATTACK AND STROKE.
- 35% INDIVIDUALS HAVE POOR CONTROL OF CHOLESTROL LEVELS EVEN AFTER A CARDIOVASCULAR EVENT.

GAPS IN MEDICAL CARE

- PARTICIPANTS RECEIVED LITTLE MORE THAN HALF (55 PERCENT) OF THE CARE RECOMMENDED. THIS IS DESPITE THE FACT THAT RECOMMENDED CARE FOR THESE CONDITIONS IS WIDELY KNOWN AND ACCEPTED,” DR STEVEN M. ASCH, UNIVERSITY OF CALIFORNIA AT LOS ANGELES.
- “U.S. HEALTHCARE SYSTEM IS UNRELIABLE AND CAN NOT GUARANTEE THAT PATIENTS — RICH, POOR, WHITE OR BLACK, INSURED OR UNINSURED — WILL RECEIVE THE RIGHT CARE AT THE RIGHT TIME.” ELIZABETH MCGLYNN, ASSOCIATE DIRECTOR, RAND HEALTH INSTITUTE.

OUR EXPERIENCE

- LESS THAN 50% OF PATIENTS WITH DIABETES IN SOME GROUPS HAD AN EYE EXAM WITHIN THE PAST ONE YEAR. OVER 70% OF PATIENTS WITH DIABETES HAD NEVER SEEN A PODIATRIST. AS PER OUR OWN EXPERIENCE.
- LESS THAN 50% MEMEBRS ARE ON THE CORRECT ASTHMA MEDICATION. OUR DATA MATCHES THE NATINAL DATA ON ASTHMA TREATMENT OF POPULATION.

WE AT ARAM WANT THE MEMBER

- TO STAY HEALTHY
- STAY OUT OF THE EMERGENCY ROOM
- STAY OUT OF THE HOSPITAL

OUR EVALUATIONS

- ARE PERSONALIZED AND CUSTOMIZED TO THE INDIVIDUAL'S NEEDS
- EVALUATE DISEASE CONDITIONS AND PREVENTIVE CARE STATUS ON THE SAME PLATFORM. SO THERE IS NO OVERLAP AND DUPLICATION OF WORK.
- IDENTIFY SPECIFIC GAPS IN INDIVIDUAL'S MEDICAL CARE
- ARE WRITTEN BY COMMUNICATIONS EXPERTS THAT THEY ARE VERY EASY TO UNDERSTAND AND ANSWER

OUR ACTION CARDS

- ARE INDIVIDUAL PATIENT'S NEED BASED, SPECIFIC, ENDPOINT DEFINED AND WRITTEN IN PLAIN ENGLISH THAT EVERYONE CAN UNDERSTAND
- BASED ON STANDARD NATIONAL GUIDELINES
- CAN BE PRINTED, TAKEN TO THE DOCTOR'S OFFICE, ATTACHED TO THE PATIENT'S CHART TO ENSURE THAT CARE IS OPTIMIZED.

MULTIPLE LEARNING OPPORTUNITIES

- MANY QUESTIONS ARE EDUCATIONAL SO ONE LEARNS EVEN WHEN ANSWERING THE QUESTIONS
- THERE ARE ON THE SPOT EXPLANATIONS TO TELL WHY THAT QUESTION IS BEING ASKED
- AN INDIVIDUAL CAN LEARN ON THE SPOT WITHOUT INTERRUPTING THE FLOW OF QUESTIONS AND ANSWERS
- INDEPENDENT LEARNING ON MANY COMMON MEDICAL AND NON-MEDICAL TOPICS THROUGH EXTENSIVE ARAM LIBRARY

RISK BASED PRIORITY SERVICE

- OUR ABILITY TO PROVIDE RISK STRATIFIED HEALTH COACH SERVICES IS UNIQUE IN THE MARKET
- HEALTH COACH BASED SYSTEM IS VITAL FOR UTILIZING THE FULL POTENTIAL OF OUR PROGRAM.

IN SUMMARY

- OUR PROGRAM IS UNIQUE AS IT IS
 - SPECIFIC NEED BASED FOR THE MEMBER
 - CUSTOMIZED AND FOCUSED
 - AVOIDS UNNECESSARY WEB SEARCHES
THUS SAVING TIME AND EFFORTS
 - COMPACT AND COMPREHENSIVE
 - USER FRIENDLY AND EASY TO WORK WITH
 - KEEPS THE MEMBER ENGAGED
 - NATIONAL GUIDELINES BASED

ARAM

Health Management of America

Are your clients / members enjoying all of the following benefits?

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ARAM PLANS

Your

Silver Plan Gold Plan Diamond Plan

Plan

Plan Plan Plan

Now

Traditional Disease Management

Telephonic Disease Management of Patients only

Regular Mailing of Printed Material

On-site Education Through Lectures For Employees

Web-Based Basic Health and Disease Management

Customized and Individualized Assessment of Member's Health Status

Personalized, Specific, Goal Oriented, Focused Actions for Members

Guidance for Discussion with the Providers on the Next Visit

Extensive, Comprehensive and User-friendly Program

Multiple Learning Opportunities and Formats for Members

Recommendations are Based on Standard National Guidelines

Health Coach Based With Risk Based Priority Support

Interactive, Dynamic, Real time Short and Long Term Risk Stratification for best Resource Utilization

Proactive Prevention of Emergency Room visits and Hospitalization

If answer to any question is no, contact ARAM at 800.941.2726.

OUR RESULTS WITH DIABETIC PATIENTS

- WE INCREASED THE GLUCOMETER RATE FROM 60% TO 98%.
- WE INCREASED THE FOOT EXAM BY THE PODIATRIST FROM BY ALMOST 100%
- WE INCREASED THE EYE EXAM RATE BY 200%.

OUR RESULTS WITH ASTHMA PATIENTS

- WE INCREASED THE RATE OF USE OF PEAK FLOW METER FROM 16% TO 42%
- APPROPRIATE USE OF STEROID INHALER RATE FROM 62% TO 93%

EXCELLENT PATIENT SATISFACTION

- WE HAVE A SATISFACTION SCORE OF OVER 95% WITH NOT A SINGLE COMPLAINT IN OVER 28,000 CALLS THAT WE MADE.

WITH ARAM YOU WILL BE A WINNER

THROUGH OUR
DISEASE MANAGEMENT PROGRAM

WE CAN HELP YOU REDUCE COST
AND ENHANCE QUALITY OF
MEDICAL CARE

**WE WOULD LIKE TO BE
YOUR STRATEGIC
PARTNER TO ACHIEVE
YOUR GOALS FOR
DISEASE MANAGEMENT.**

WHAT WE WILL NEED FROM YOU

- YOUR OBJECTIVES AND GOALS
- MEMBER'S DEMOGRAPHIC DATA
- MEMBER UTILIZATION OF SERVICES
 - EMERGENCY ROOM UTILIZATION
 - HOSPITALIZATION
 - PHARMACY USE
 - DOCTOR VISIT
 - OTHER RELEVANT INFORMATION

**WE WILL PROVIDE A
CUSTOMIZED PROPOSAL
BASED ON YOUR NEEDS
AND PRIORITIES**

CONTACT US AT

- ARAM DISEASE MANAGEMENT
800.941.2726 OR
732.222.2006
- ASK FOR
 - M. MUDALIAR, MS, MBA
 - VP MARKETING AND SALES
 - DR ANUP, MD
 - CEO

THANK YOU

ARAM DISEASE MANAGEMENT OF AMERICA