

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

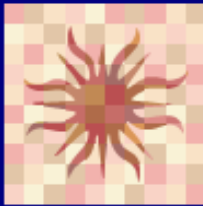
- MANY QUESTIONS ARE EDUCATIONAL SO ONE LEARNS EVEN WHEN ANSWERING THE QUESTIONS
- THERE ARE ON THE SPOT EXPLANATIONS TO TELL WHY THAT QUESTION IS BEING ASKED
- AN INDIVIDUAL CAN LEARN ON THE SPOT WITHOUT INTERRUPTING THE FLOW OF QUESTIONS AND ANSWERS
- INDEPENDENT LEARNING ON MANY COMMON MEDICAL AND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

Silver Gold Diamond
Plan Plan Plan

Traditional Disease Management

Telephonic Disease Management of Patients only	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Regular Mailing of Printed Material	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
On-site Education Through Lectures For Employees	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Web-Based Basic Health and Disease Management

Customized and Individualized Assessment of Member's Health Status		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Personalized, Specific, Goal Oriented, Focused Actions for Members		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Guidance for Discussion with the Providers on the Next Visit		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Extensive, Comprehensive and User-friendly Program		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Multiple Learning Opportunities and Formats for Members		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Recommendations are Based on Standard National Guidelines		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Health Coach Based With Risk Based Priority Support

Interactive, Dynamic, Real time Short and Long Term Risk Stratification			<input checked="" type="checkbox"/>	<input type="checkbox"/>
Priority Based and focused Health Coach and other Resource Utilization			<input checked="" type="checkbox"/>	<input type="checkbox"/>
Proactive Prevention of Emergency Room visits and Hospitalization			<input checked="" type="checkbox"/>	<input type="checkbox"/>

If answer to any question is no, contact ARAM at 800.941.2726 or 732.222.2006

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.

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

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