



**SUMMUS**

# Virtual Care: Lessons Learned & the Road Ahead



**SUMMUS WEBINAR** | February 18, 2022

# Today's Discussion

- Introductions
- The state of virtual care today
- 2022 insights and predictions
- Q&A

# Introductions



**Liz Horgan**  
Chief Marketing Officer  
*Summus Global*



**Nick Razzi**  
Chief Sales Officer  
*Summus Global*

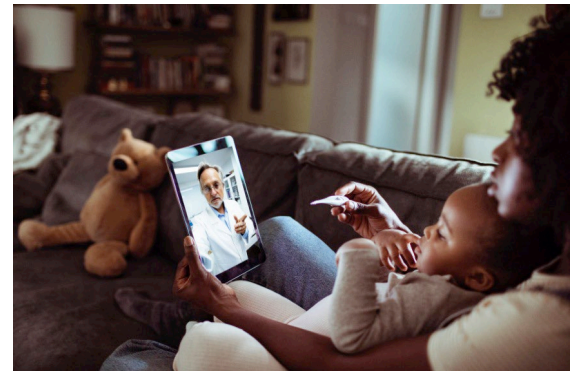
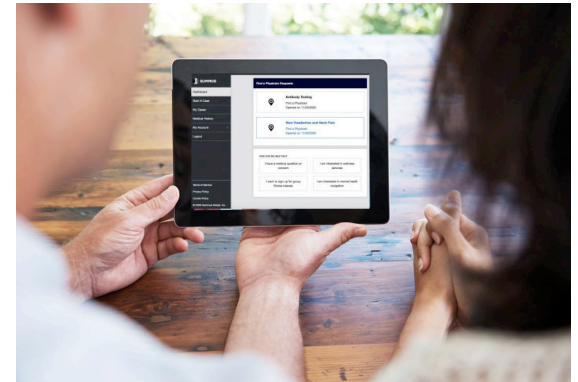
## OUR PURPOSE



**Summus is the leader in virtual specialty care for physicians, patients and employers.**

Our mission is to restore human connection in healthcare.

We connect our members to leading specialists across all health questions, from anywhere in the world.





# The Issues We Solve for PEOs

- Point solution fatigue
- Escalating healthcare costs
- Low engagement and utilization of benefits
- Diversity, equity, and inclusion, and SDoH issues
- Poor worksite employee experience with healthcare
- Worksite employee productivity and presenteeism



# The Issues We Solve for Worksite Employees

- Timely access to high quality care
- Knowledge and preparedness
- Engagement and ease of use
- Medical cost management
- Healthcare system guidance

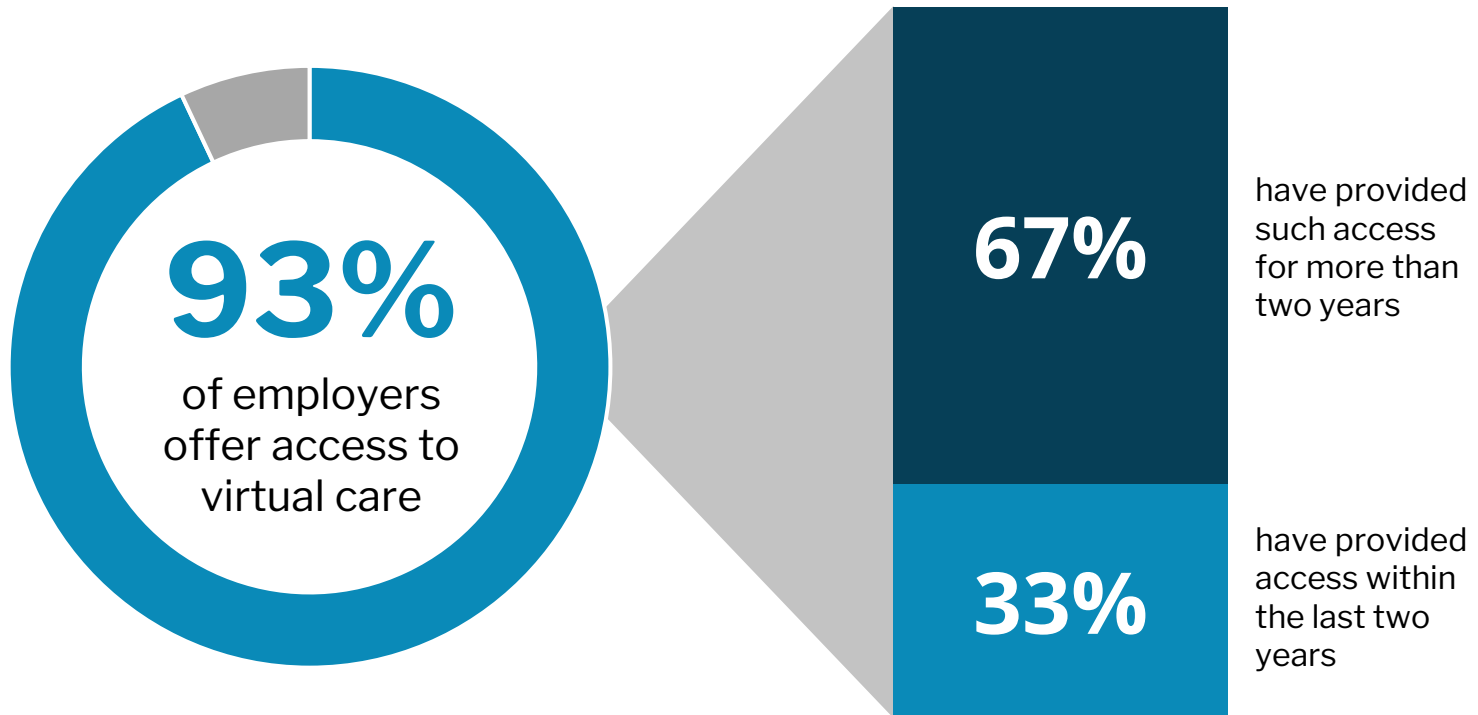


# The Issues We Solve for Healthcare

- Inefficient system/model that is based on volume
- Limited time with patients
- Competing technologies
- Physician burnout and engagement
- Low reimbursement
- Misaligned incentives

# Virtual Care is a Standard Offering

AND TRENDING UPWARDS



Research conducted by [hr.com/hrresearchinstitute](https://hr.com/hrresearchinstitute), 2022.



# Virtual Health Care in 2022

“Employers are looking to **virtual health care** as a way to **improve access without adding cost.**”

— Mercer National Survey of Employer-Sponsored Health Plans

“During the health system disruption of the past two years, employers have been less able to pursue quality initiatives that seek to drive members to high-performing providers...”

— Mercer Press Release, December 13, 2021

# Q&A



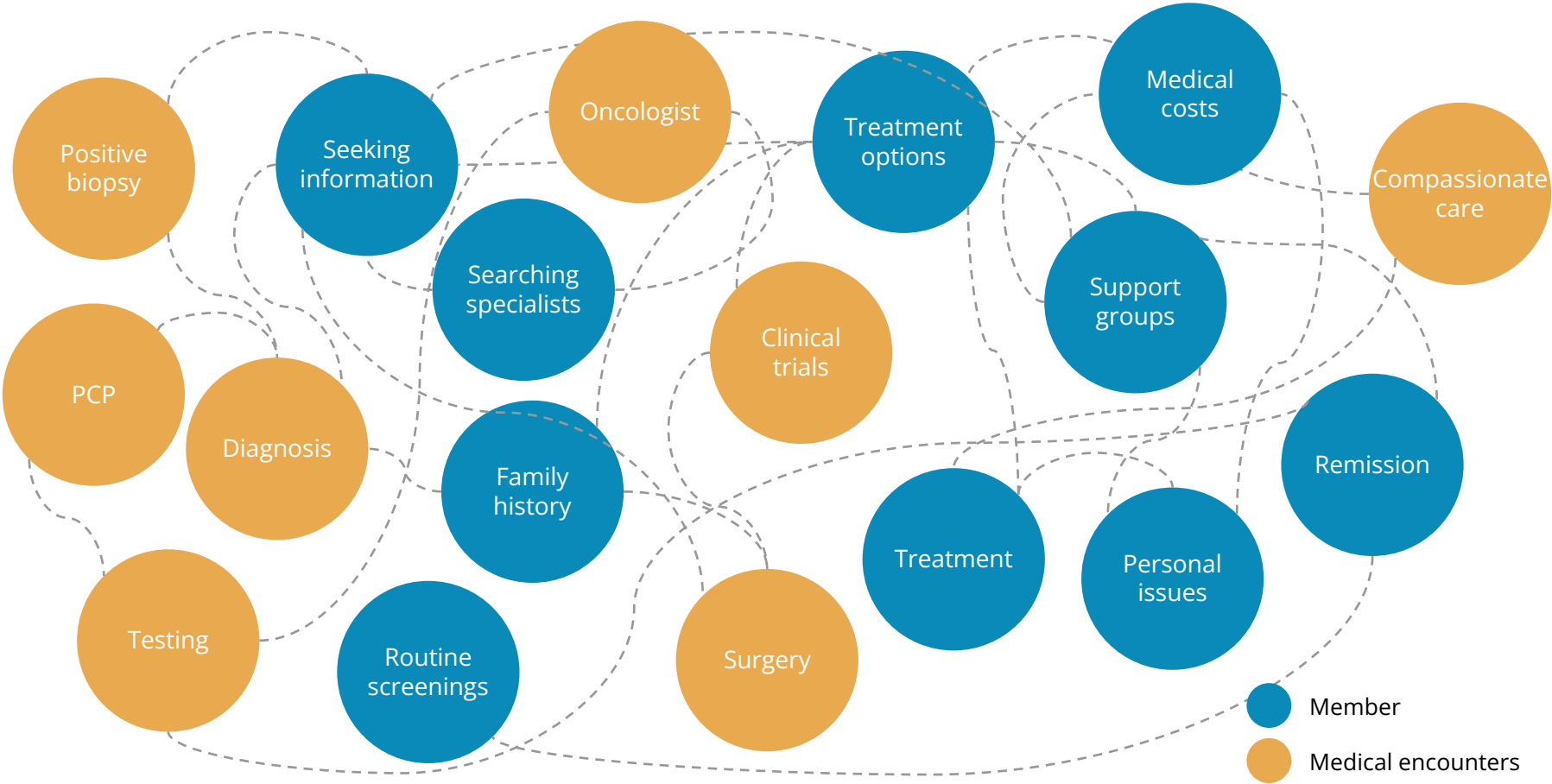
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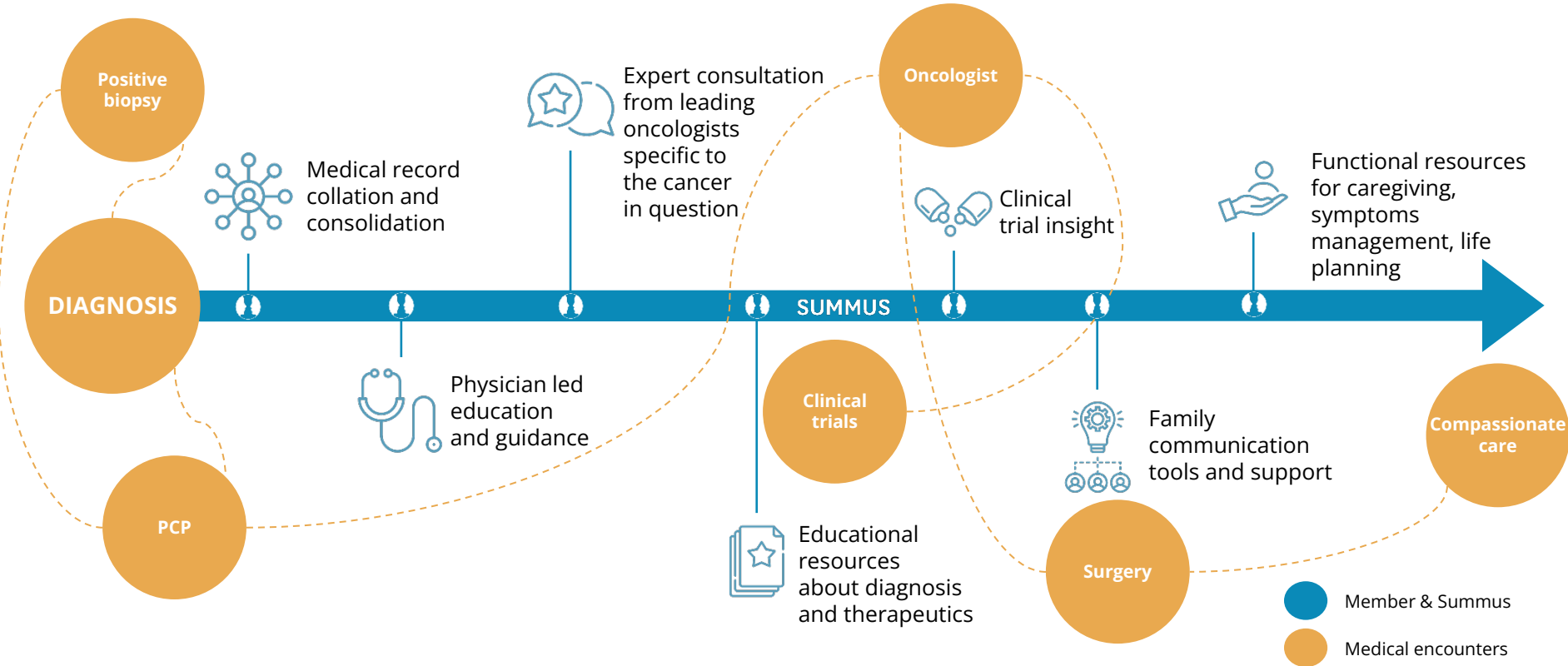
# The Problem

A cancer diagnosis is complex and confusing to navigate



# The Solution

A comprehensive roadmap of the **cancer journey**, highlighting various **inflection points** and providing resources for each.



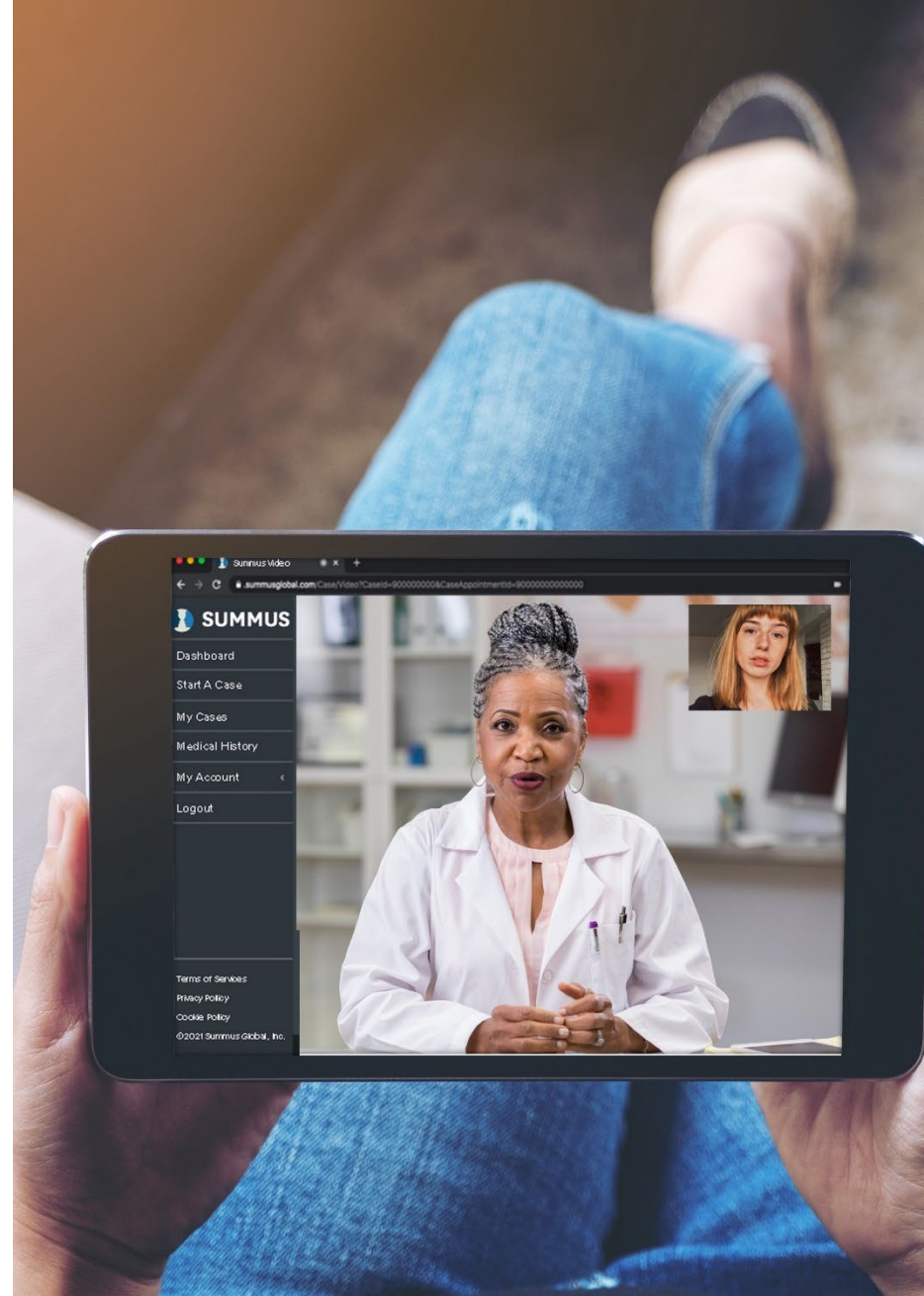


"Being able to access one of the best doctors in the world on my specific disease mattered. I immediately stopped thinking about cancer every morning and every night. Thank you."

— Summus Member

# Key Trends for 2022

- Virtual specialty care will be the new frontier
- Quality care is a critical benefit for employers
- One solution across the continuum of care addresses the complexity and cost issues
- Personalized health journeys, regardless of condition, is imperative for engagement
- Healthcare concierge support helps employees to manage their conditions most effectively





# SUMMUS

## Thank you for joining us!

INTERESTED IN  
LEARNING MORE?

Contact us at  
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