



Innovative Healthcare Solution Improving Access, Engagement and Controls Cost - 2026



AllyHealth



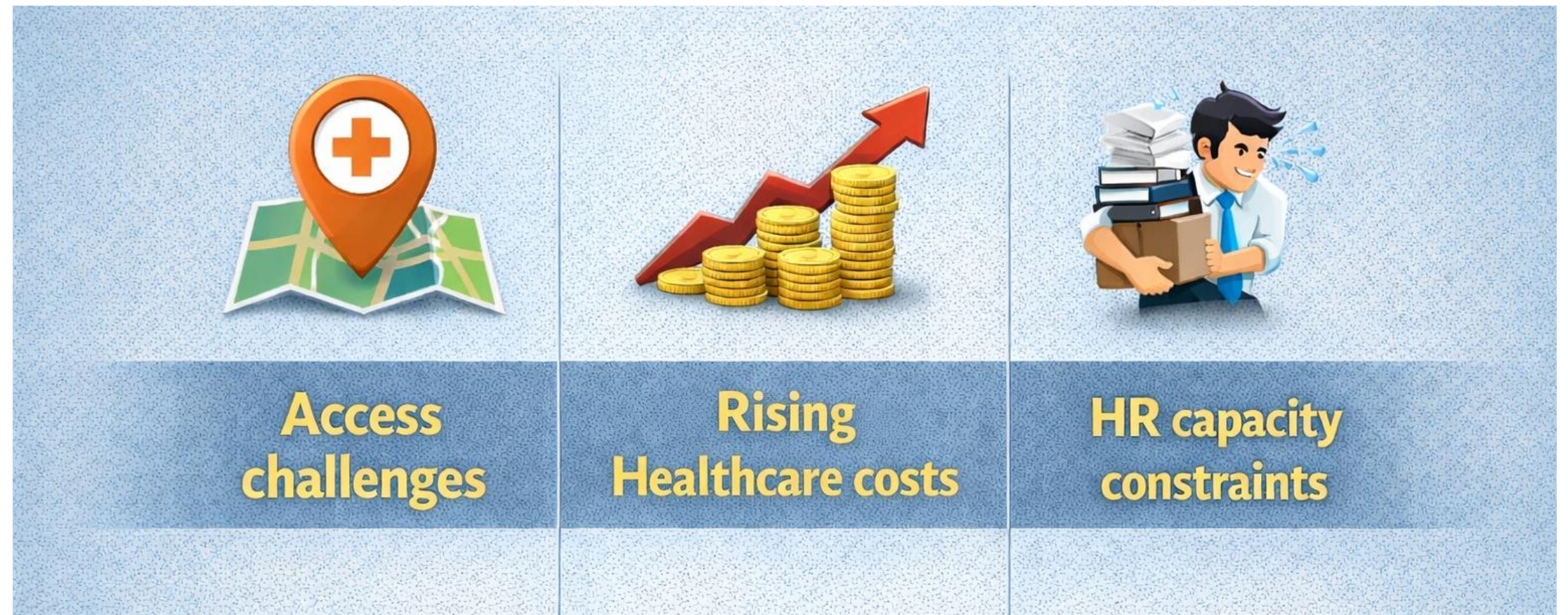
NYSAC[®]
— NEW YORK STATE —
ASSOCIATION OF COUNTIES

Stephen J. Acquario
Executive Director
NYSAC

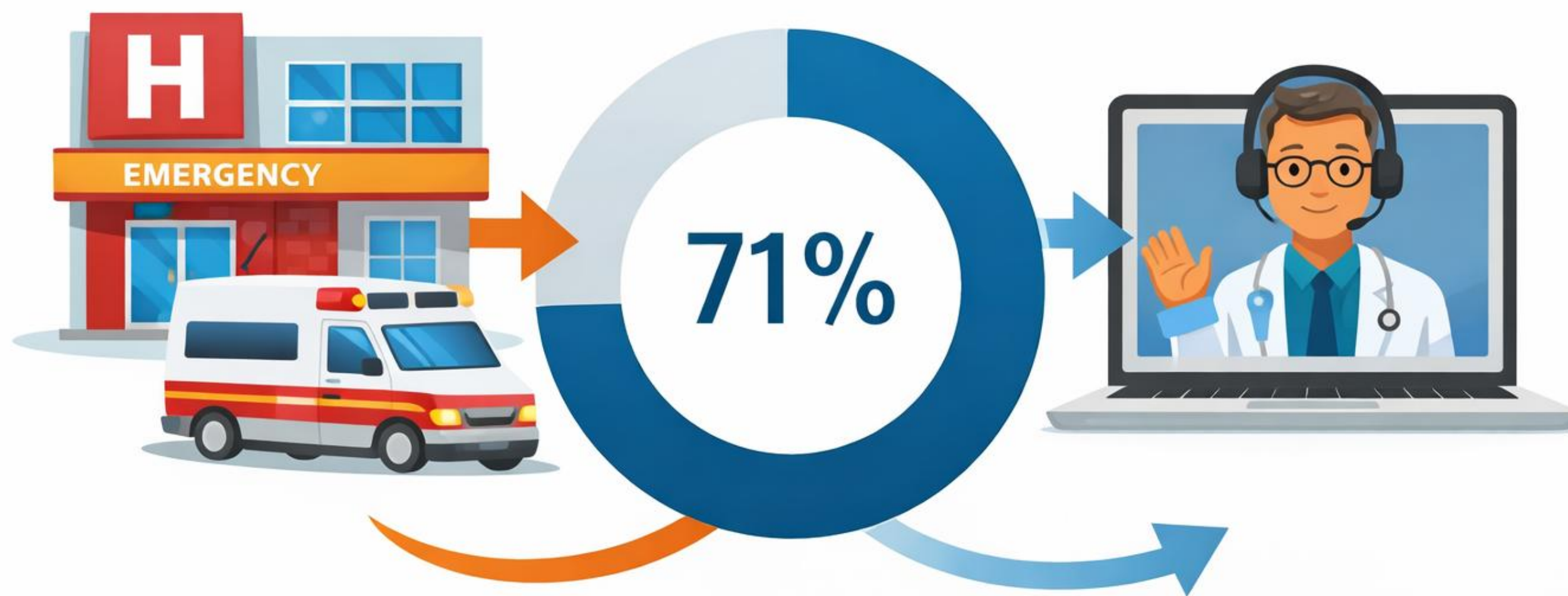


Agenda

- What is AllyHealth?
- Why Virtual Care Now?
- How can AH help your county?
- Panel Discussion
- QnA
- Next Steps!



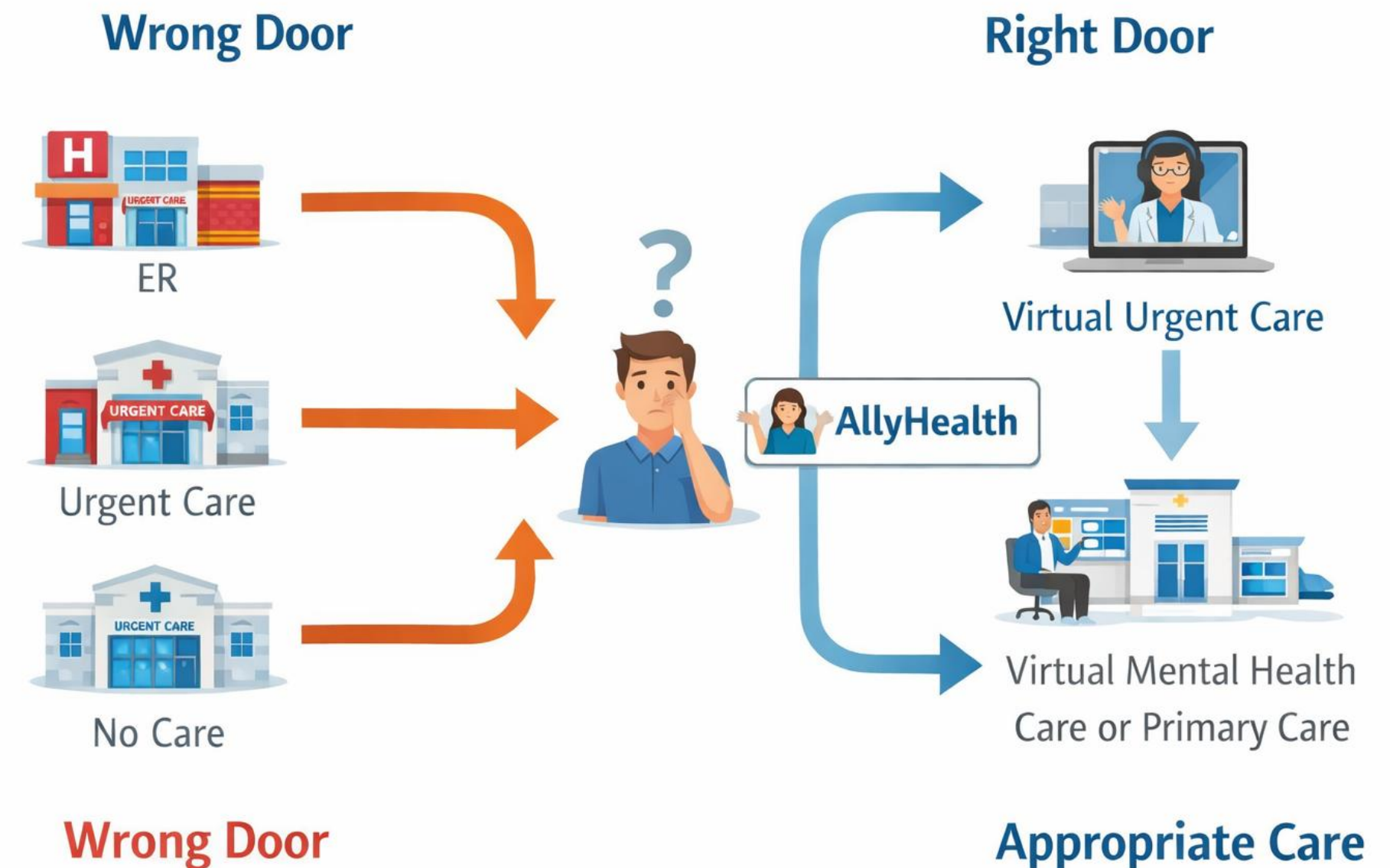
71% of ER Visits Can Be Handled Using Virtual Care



How Counties Use AllyHealth:

Employee → AllyHealth → Right Level of Care

- **1. \$0 Virtual Urgent and Primary Care**
 - *First stop for non-emergency needs*
→ **divert UC/ER Claims**
- **2. \$0 Mental Health Support (short and long term)**
 - *Access when local availability is limited*
→ **supports early intervention**
- **3. Care Navigation & \$0 Advocacy**
 - *Guidance to the right care at the right time*
→ **supports utilization management**
- **4. Engagement & Reporting**
 - *Ongoing communication + visibility for HR*
→ **accountability, ownership of results**



✓ What AllyHealth IS



A virtual front door to care



A navigation and support partner



A tool to support appropriate utilization



A hands-on engagement partner for counties

⊘ What AllyHealth Is NOT



An insurance carrier



A replacement for existing plans



A one-time launch with no follow-up



An added administrative burden for HR

Why This Partnership Matters for Counties



	AllyHealth	Carrier Plans
Cutting-Edge AllyHealth Mobile App	✓	✗
HR & Employee Engagement Tools	✓	✗
Industry Leading Client Success Team	✓	✗
Guaranteed Performance	✓	✗
24/7 Doctor Access	\$0 Copay	\$0-\$25+
Virtual Primary Care	\$0 Copay	\$25-\$75+
Dermatology	\$0 Copay	\$50-\$100+
Musculoskeletal (MSK)	\$0 Copay	\$25-\$50+
Mental Health Counseling	\$0 Copay	\$35-\$200+
Prescription Discount Center	✓	✗
Additional High-Value Services & Tools	✓	✗
Utilization	8-10x Average	Under 4%
Consult Options	Phone, Video or App	Video Only
Free Family Coverage	Entire Household	✗
Portability	✓	✗
Reduction of Carrier Claims	✓	✗
Eligible for Part Timers, 1099s, Without Major Med	✓	✗



Next Steps?

For more information on how AllyHealth can help your county save on health expenses and expand care, contact:

NYSAC@allyhealth.net

(518) 369-4098

- **Demo**
- **Questions**
- **Proposals**
- **General inquiries**



NYSAC[®]
— NEW YORK STATE —
ASSOCIATION OF COUNTIES



Telehealth Matters in the Public Sector



**\$0 Copay
Virtual Care**

No visit fees. No deductibles.
No surprise bills.

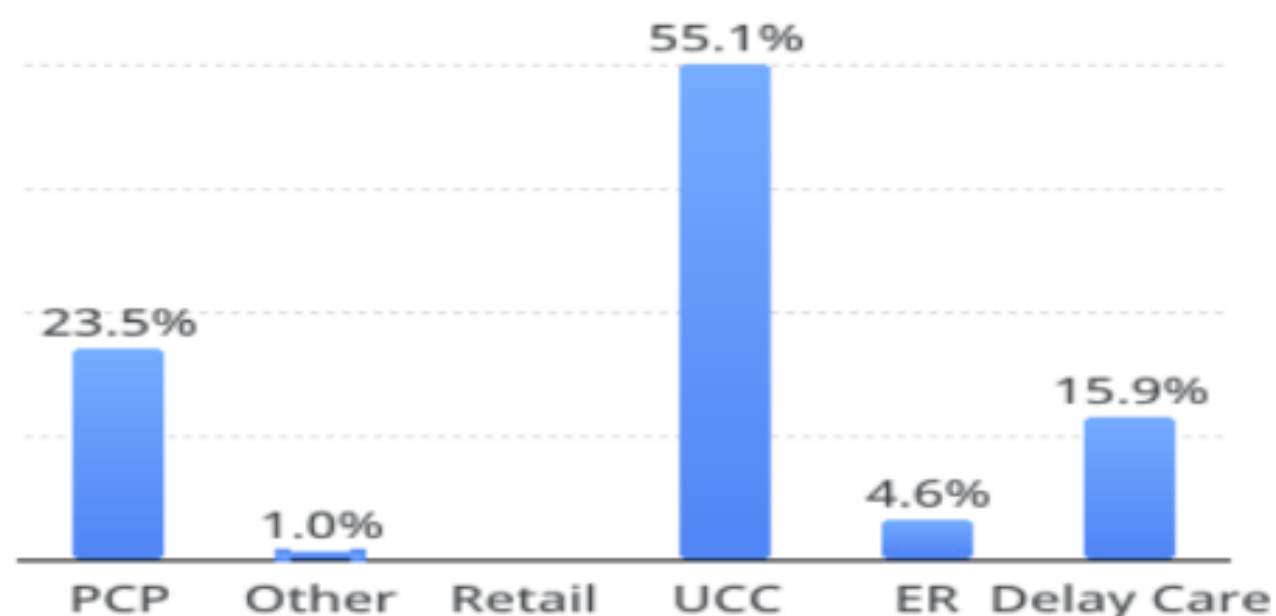
76% of County Employees
Are Interested in Using Telehealth



Removing cost barriers increases engagement and drives more appropriate, early care.

Virtual Urgent Care Cost Savings

Virtual Urgent care Redirection Survey Result



Visit Redirection sourced from visit & member surveys since inception. Starting April 2018, Other has been removed as an option from redirection surveys. Cost per Instance sourced from National AVG of healthcarebluebook.com values

Savings From Virtual Urgent Care Visits			
Redirection Percentage	Visits	Cost per Instance	Visit Savings
UCC	247	240	\$59,280.00
PCP	83	251	\$20,833.00
ER	20	2123	\$42,460.00
Retail	0	100	\$0.00
Other/Delay Care	67	50	\$3,350.00

Visit Savings : **\$125,923.00** Total Savings : **\$284,071.00**

YTD Visits: rounded value, for display, of the number of visits in report time duration or YTD associated to the redirection

Potential Savings by Month - Trailing 12 Months

■ Visit Savings ■ Productivity Savings

