



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



AllyHealth



**NYSAC**<sup>®</sup>  
— NEW YORK STATE —  
ASSOCIATION OF COUNTIES

A professional headshot of a bald man with dark eyes and a warm smile. He is wearing a dark blue suit jacket, a white collared shirt, and a red tie with small blue dots. The background is a blurred outdoor setting with greenery and a stone wall on the right side.

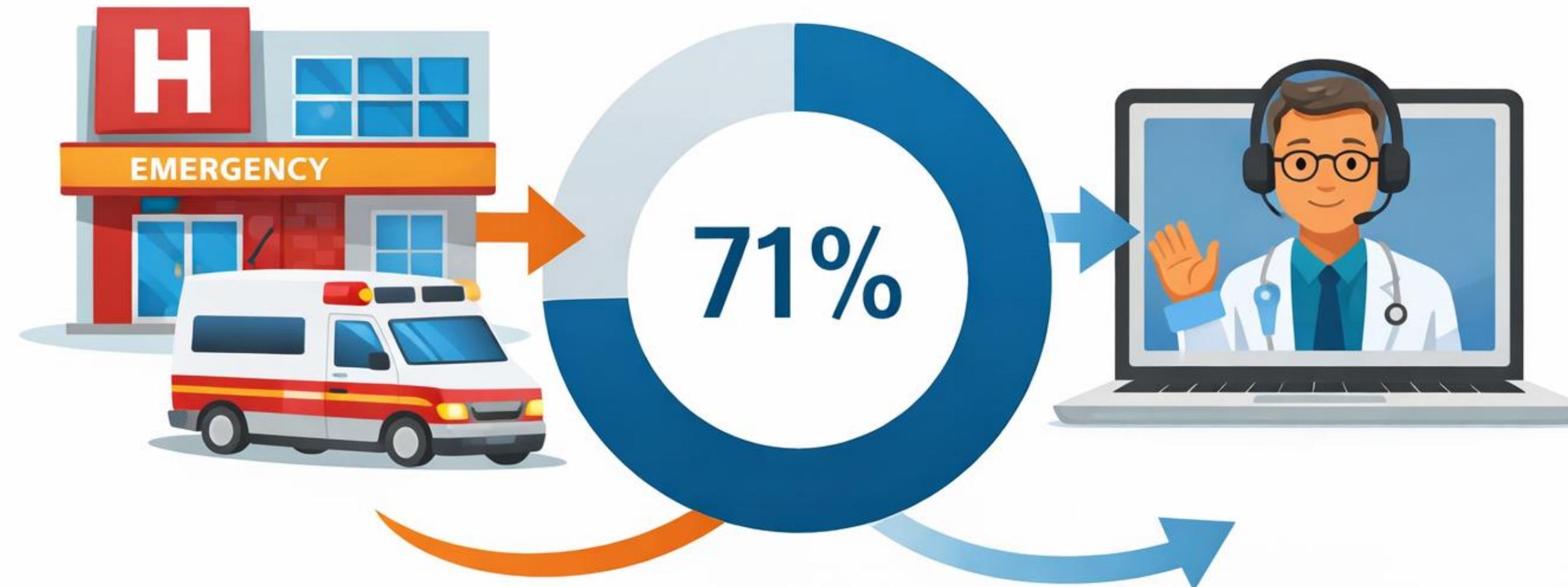
**Stephen J. Acquario**  
Executive Director  
NYSAC

# Agenda

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



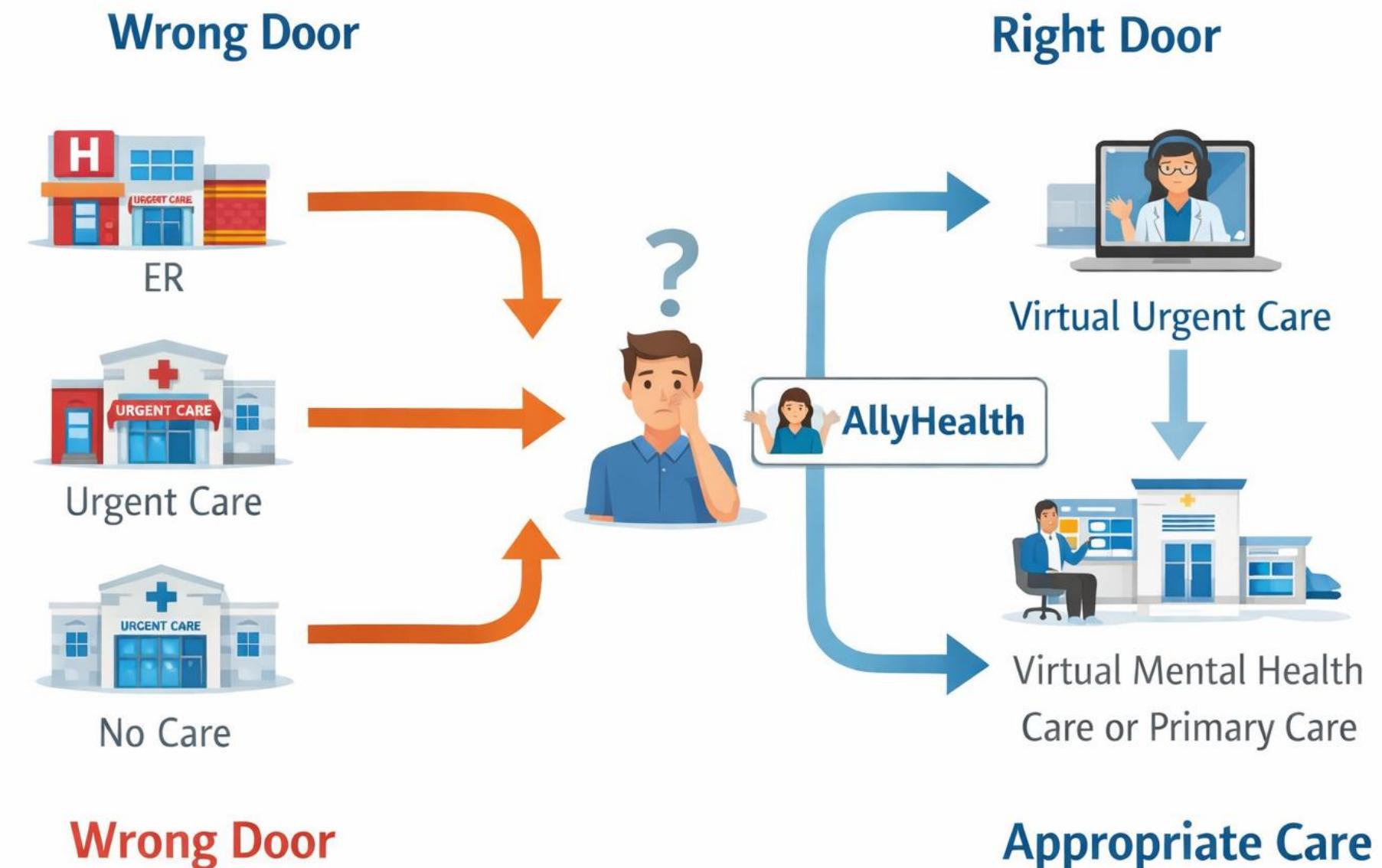
## 71% of ER Visits Can Be Handled Using Virtual Care



# 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](mailto:NYSAC@allyhealth.net)**

**(518) 369-4098**

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



**NYSAC**<sup>®</sup>  
— NEW YORK STATE —  
ASSOCIATION OF COUNTIES



# Telehealth Matters in the Public Sector



## \$0 Copay Virtual Care

No visit fees. No deductibles.  
No surprise bills.

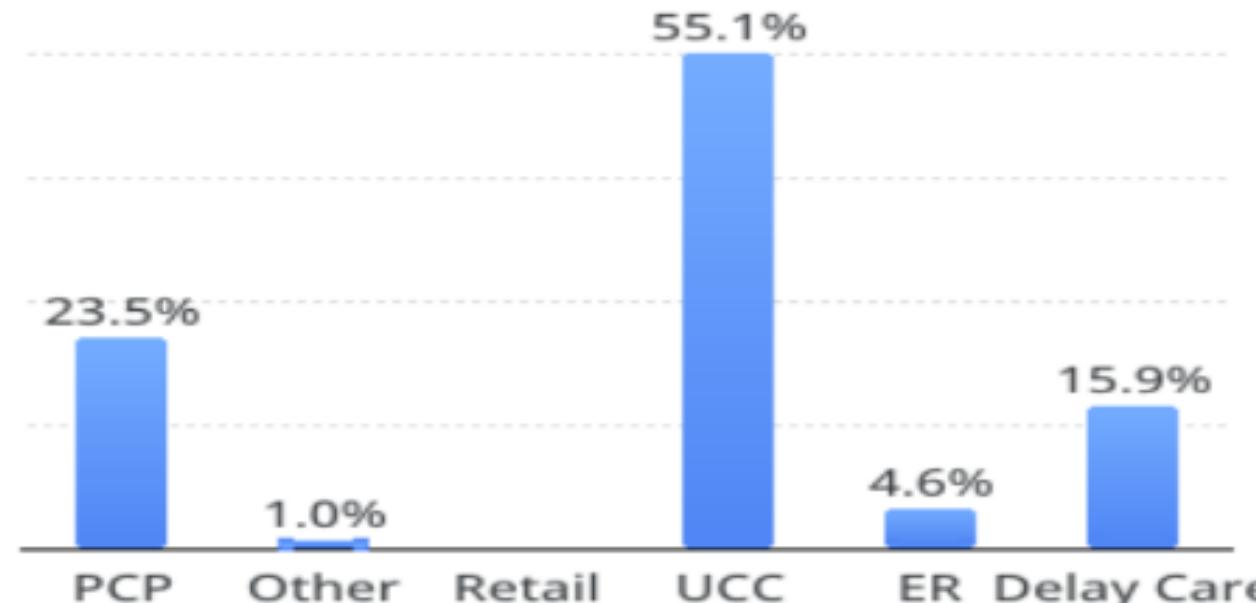
**76%** of County Employees  
Are Interested in Using Telehealth



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

# Virtual Urgent Care Cost Savings

Virtual Urgent care Redirection Survey Result



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

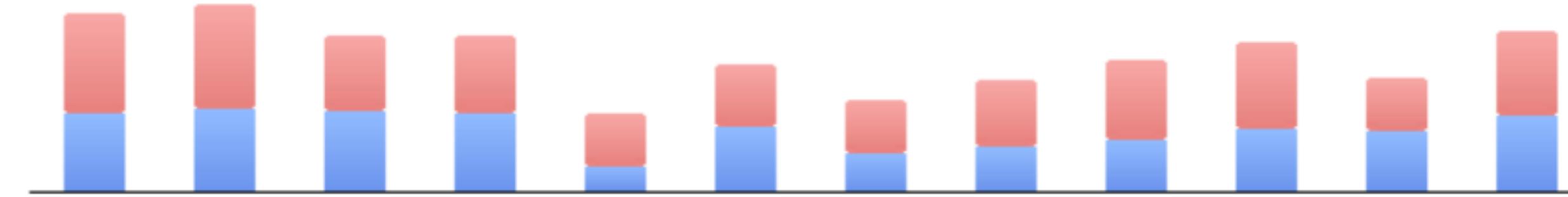
Visit Redirection sourced from visit & member surveys since inception. Starting April 2018, Other has been removed as an option from redirection surveys. Cost per Instance sourced from National AVG of healthcarebluebook.com values

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



	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25
Visit Savings:	\$13.8k	\$14.3k	\$14.2k	\$13.6k	\$4.5k	\$11.3k	\$6.9k	\$8.0k	\$9.1k	\$11.1k	\$10.4k	\$13.3k
Productivity:	\$17.4k	\$18.5k	\$13.2k	\$13.7k	\$9.5k	\$11.1k	\$9.5k	\$11.6k	\$14.2k	\$15.3k	\$9.5k	\$14.8k
Total Savings:	\$31.2k	\$32.8k	\$27.4k	\$27.3k	\$14.0k	\$22.4k	\$16.4k	\$19.6k	\$23.4k	\$26.4k	\$19.9k	\$28.0k