

MedTrans **GO**

Georgia Rural Services Presentation



Rural Services
Presentation



PRESENTED ON:
October 29, 2018



COMPANY ADDRESS
75 5th St. NW Atlanta GA



Current State of the \$8-10 Billion NEMT Industry

NEMT Challenges

3.6 Million missed or delayed appointments per year due to transportation issues⁽¹⁾

More than 8 million people over the age of 65 are not able to drive.

Interpretation Challenges

Section 1557 of the Affordable Care Act (ACA) of 2010 Nondiscrimination in Health Programs and Activities ensures meaningful access for those with Limited English Proficiency (LEP).⁽²⁾

Covered entities are required to develop and implement a language access plan to ensure they are prepared to take reasonable steps to provide meaningful access to each individual that may require assistance.⁽²⁾

⁽¹⁾ Wallace and Hughes, *Cost Benefit Analysis of Providing Non-Emergency Medical Transportation*, October 2005.

⁽²⁾ U.S. Department of Health and Human Services ("HHS") on 5.18.16, Section 1557, 81 Fed. Reg. 31,375



Today's Challenge for Rural Communities

Reduced support for preventive care in rural areas can end up being costly long-term when accounting for the transportation and treatment of avoidable chronic conditions⁽¹⁾

Transportation barriers are the most prevalent among the aged, disabled, and people with chronic conditions

Medicaid and CHIP beneficiaries are more likely to delay care due to transportation issues than people with private coverage⁽²⁾

Facts

Rural Georgians are less healthy than those living in urban areas

Rural Georgians are more likely to be under-insured or uninsured

Rural Georgians are more likely to suffer from heart disease, obesity, diabetes and cancer

(1) <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC5334728/>

(2) <https://www.macpac.gov/wp-content/uploads/2016/12/Non-Emergency-Medical-Transportation-NEMTMedical-Transportation-NEMT.pdf> <https://dch.georgia.gov/state-office-rural-health>



Today's Challenge for Rural Communities

Communication barriers for non-English speaking patients creates compliance risks to healthcare providers and potential threats to optimum outcomes, impacting Value Based Care reimbursements.

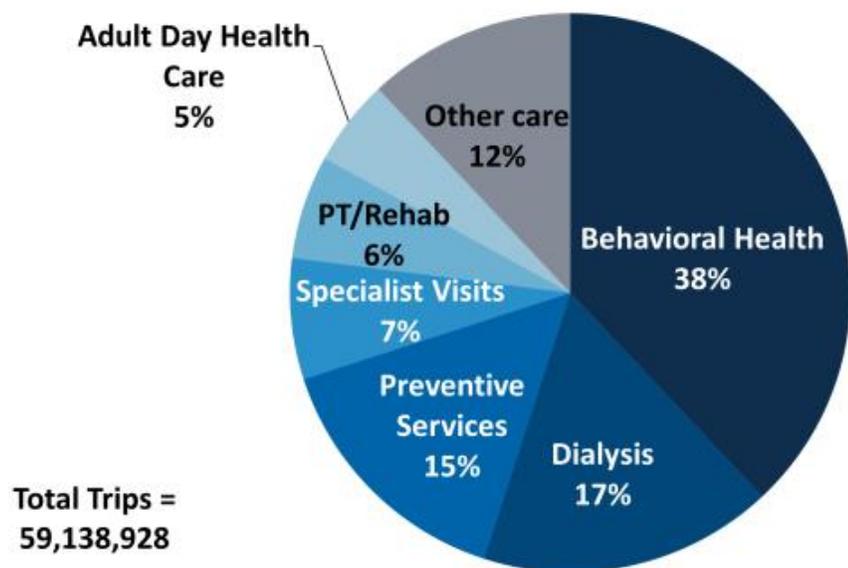
Rural Communities experience an additional burden in the lack of interpretation services due to the geo location and services offered by qualified interpreters

No single application exists today that offers NEMT, Interpretation and Concierge Services in a cloud-based and/or mobile app for providers, facilities and patients.

NEMT Market Analysis

Figure 1

Medicaid Non-Emergency Medical Transportation Trips in 32 States, by Treatment Type (Nov. 2015 year-to-date)



SOURCE: LogisticCare Solutions, *Medicaid Gross Trips by Treatment Type* (Nov. 2015) (data available for 32 states).



Figure 1: Medicaid Non-Emergency Medical Transportation Trips in 32 States, by Treatment Type (Nov. 2015 year-to-date)

Table 1

Sample characteristic by rurality of pick-up location.

	Total (n = 163,277)	Urban (n = 135,759)	Rural (n = 27,518)
Age: 45–54	39.6%	41.1%	32.2%
Age: 55–64	29.1%	29.1%	28.8%
Age: 65–74	16.7%	16.2%	19.1%
Age: 75+	14.6%	13.5%	20.0%
Male	42.8%	44.1%	36.3%
Female	57.2%	55.9%	63.7%
Non-Urgent Request	99.8%	99.8%	99.7%
Urgent Request	0.2%	0.2%	0.3%
Assistance Device: None	77.6%	76.8%	81.9%
Assistance Device: Wheel Chair	18.4%	19.2%	14.7%
Assistance Device: Stretcher	3.9%	4.0%	3.4%
Accompaniment: None	94.7%	95.0%	93.5%
Accompaniment: Adult	4.1%	3.9%	5.2%
Accompaniment: Child	0.4%	0.4%	0.3%
Accompaniment: Personal Care Assistant	0.7%	0.7%	1.0%
Trip Reason: Dialysis	50.4%	48.5%	60.0%
Trip Reason: Doctor Visit	15.3%	15.0%	16.5%
Trip Reason: Substance Abuse	14.7%	17.1%	2.9%
Trip Reason: Mental Health	8.1%	8.1%	8.3%
Trip Reason: Medical Specialist	6.3%	6.1%	7.5%
Trip Reason: Rehabilitation	3.5%	3.6%	3.0%
Trip Reason: Testing/Screening	1.6%	1.6%	1.8%
Total Miles *	15.09 (±20.32)	13.00 (±18.14)	25.41 (±26.42)

* means and standard deviations are presented for Total Miles.



The Impact/Opportunity

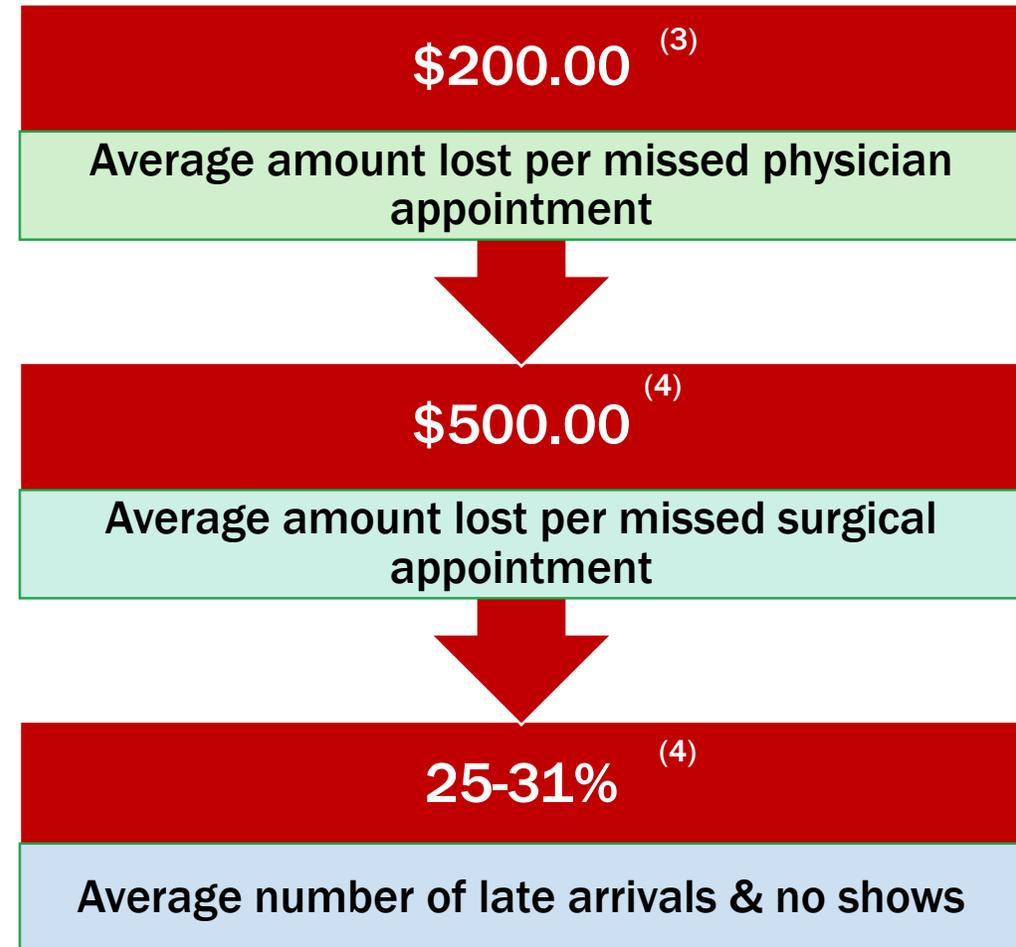
- 3.6 Million missed or delayed appointments per year due to transportation issues⁽¹⁾
- \$150 Billion annual cost of missed appointments in the U.S.⁽²⁾
- Only 2.4% of appointments are self-scheduled appointments⁽²⁾

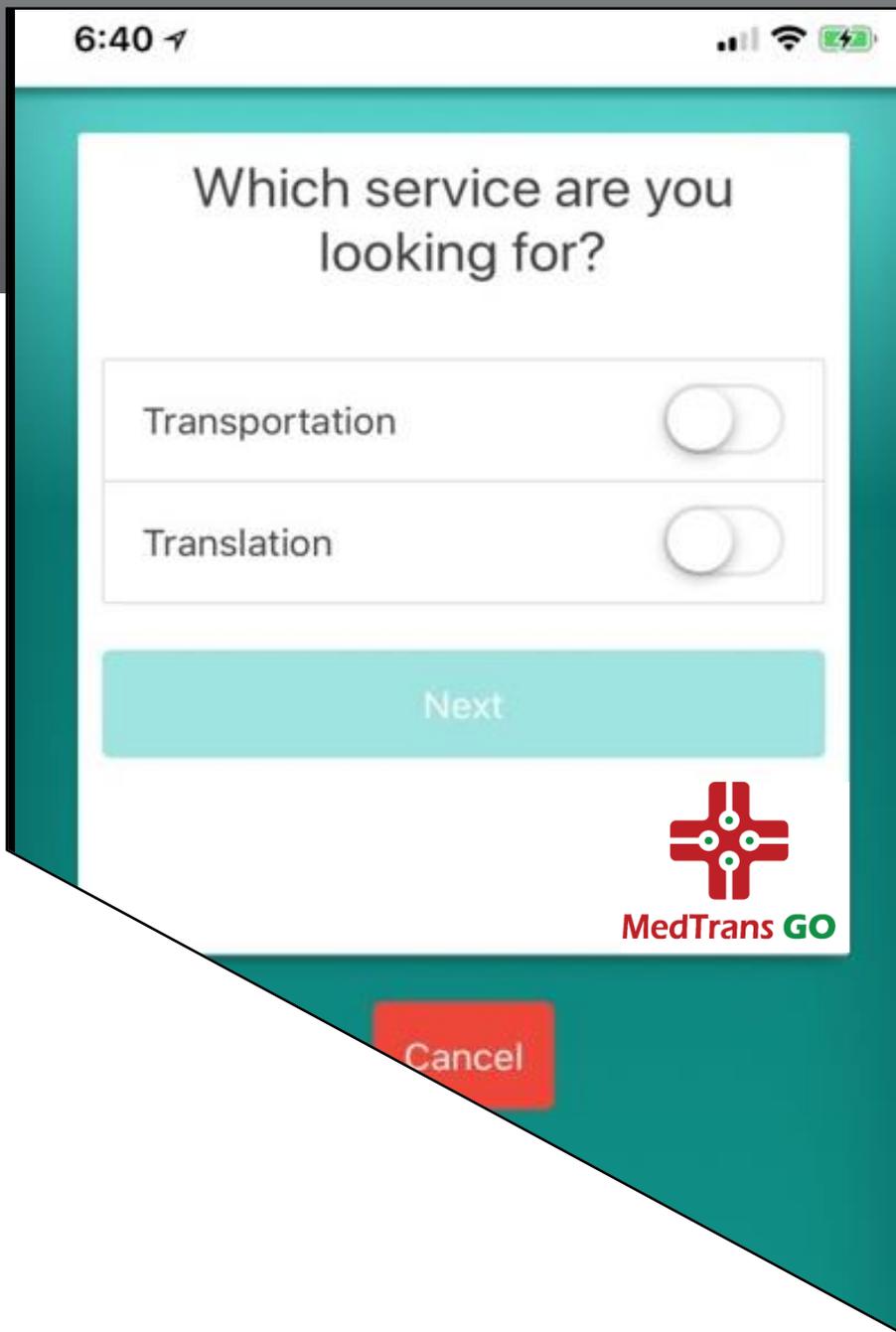
(1) Wallace and Hughes, Cost Benefit Analysis of Providing Non-Emergency Medical Transportation, October 2005

(2) Jamie Gier, Missed Appointments Cost the U.S. Healthcare System \$150B each year, Health Management Technology, April 26, 2017

(3) Dana Rogers, (<https://aquinchealth.com/author/denial>) March 6, 2018

(4) Kirill Tsernov. (<https://sminder.com/no=show-effect-hospital>)





Introducing *MedTrans GO*

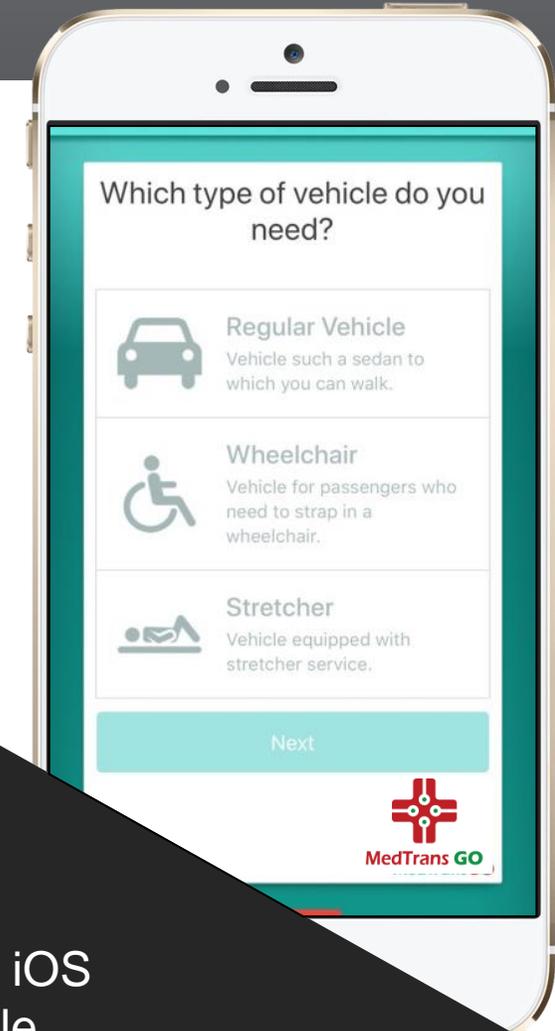
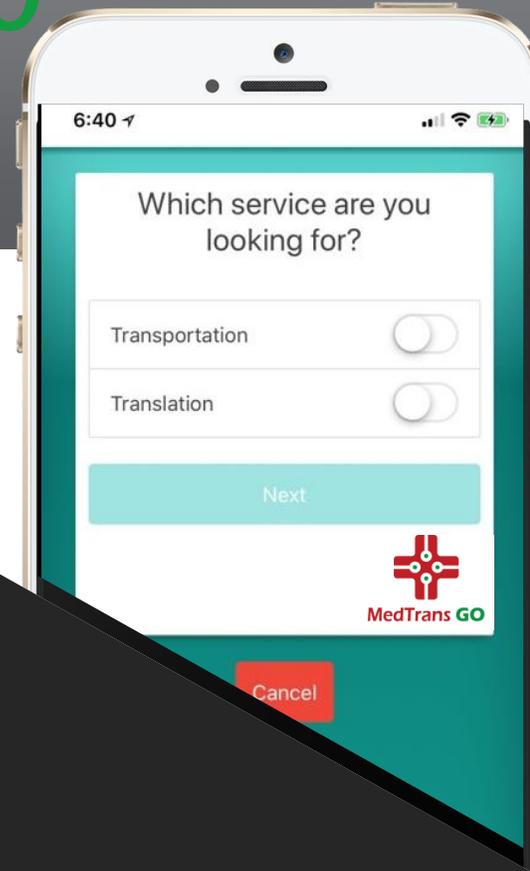
A Non-Emergency Medical
Transportation and Translation
Platform

- Ensures healthcare providers are compliant with federal law
- Increases revenue for healthcare providers
- Allows patients to attend regularly scheduled appointments, receive needed medical care, and communicate effectively with healthcare providers in a timely manner

The MedTrans GO Mobile App



Web Based Application

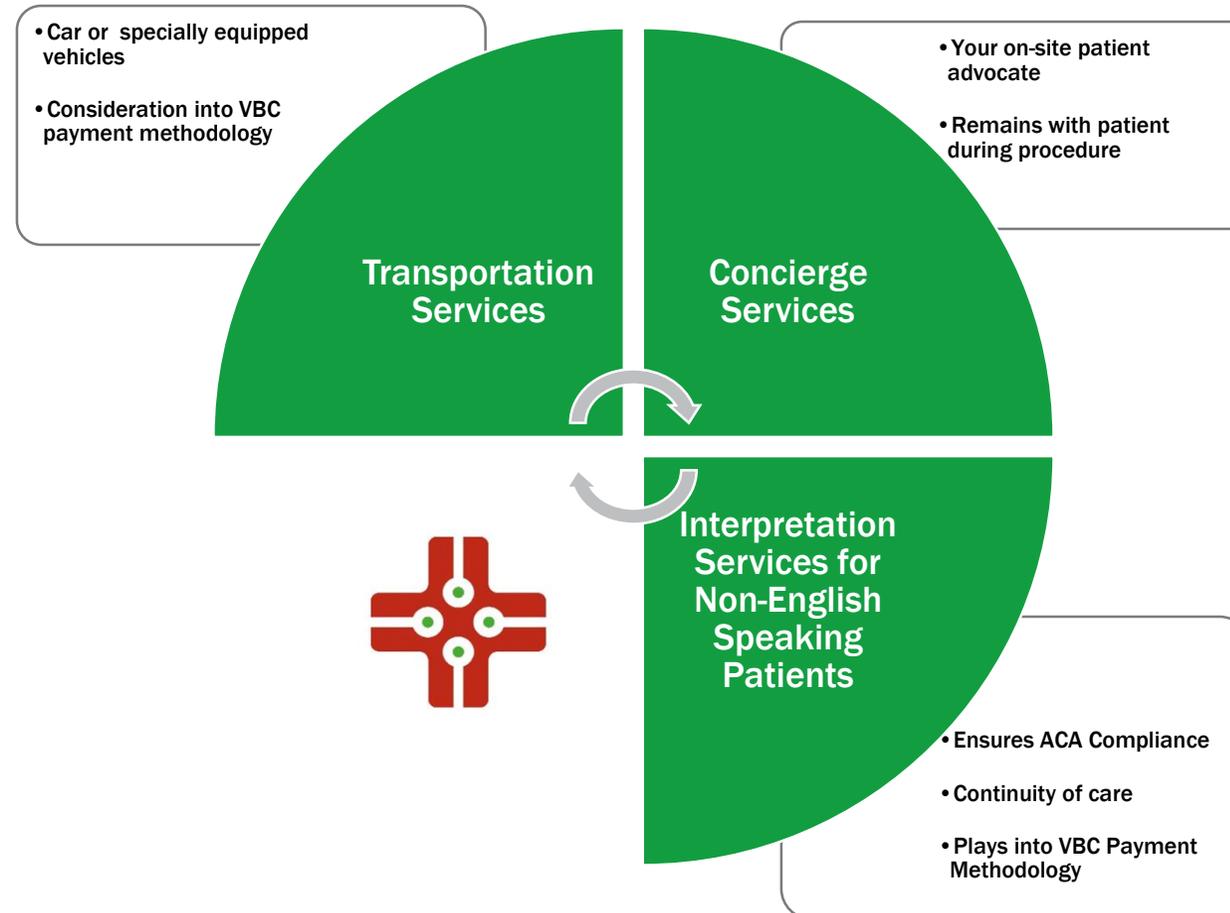


Android and iOS
Compatible



MedTrans GO

One application for Medical Facilities, Doctors, and Patients & Families





How Our Technology Works

- **Physician, facility or patient requests transportation and/or interpretation services via mobile application or web portal**

- **Confirmation is received by the requesting party**

- **Services are rendered**

- **An electronic invoice is e-mailed and payment is processed real-time**

Ambulance Transportation

Ambulance

\$1000+ ⁽²⁾
Average base cost

\$25-\$30 per mile

Additional Charges will occur based on Services

Patient can expect to pay at minimum \$100 - \$150 in a copay just for the ride
Any additional services can increase the Copay

- **52%** of all requested ambulance rides are not needed ⁽¹⁾
- **15%** of those do not even need transportation ⁽¹⁾

MedTrans Go offers multiple solutions that solve the need for non-emergency medical transportation that will alleviate the unnecessary Ambulance rides and will reduce costs for Insurance providers, Medical facilities, and patients.

(1) <https://www.firehouse.com/home/news/10545528/unnecessary-use-of-ambulances>

(2) <https://www.quora.com/How-much-does-it-cost-to-ride-in-an-ambulance>

Pricing Model

Ambulatory

45 \$

each way

10 Miles Included

\$1.50 per additional mile

\$15 per hour waiting time



Sedan

Wheelchair

100 \$

each way

10 Miles Included

\$3.00 per additional mile

\$30 per hour waiting time



Wheelchair

Stretcher

200 \$

each way

10 Miles Included

\$3.00 per additional mile

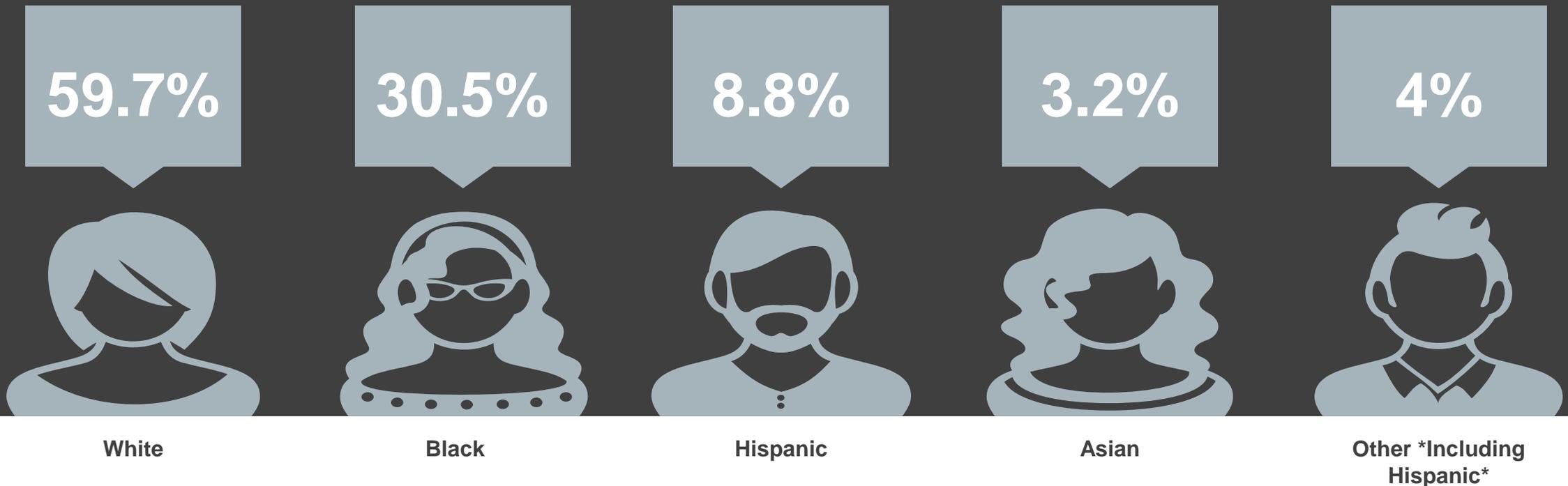
\$30 per hour waiting time



Stretcher

Georgia Demographics

1.27M of Georgia citizens are speakers of a non-English language. The most common foreign languages in Georgia are Spanish (740,917 speakers), African Languages (55,507 speakers), and Chinese (47,088 speakers), but compared to other places, Georgia has a relative high number of Gujarati (22,207 speakers), African Languages (55,507 speakers), and Korean (45,633 speakers).





Georgia Population 10,429,379
Rural Georgia Population 1,786,539

11,680 Mental Health Professionals
6884 Primary Care Physicians
26,506 Nursing Home Beds
305 Dialysis Centers

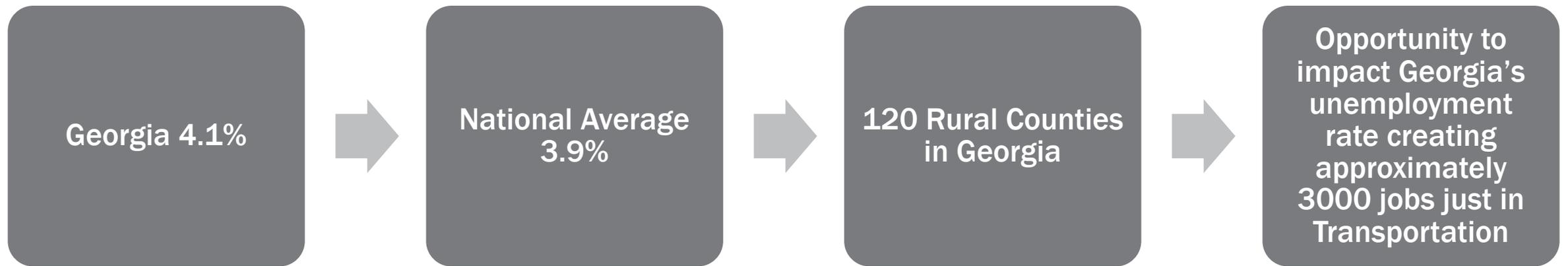


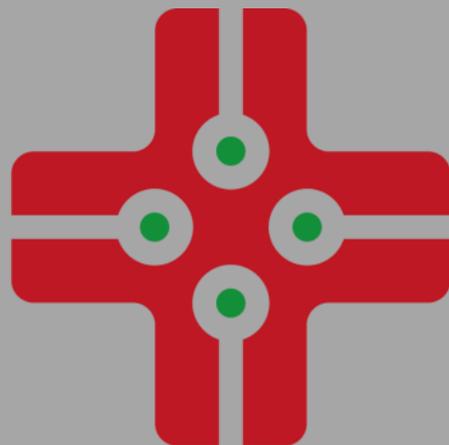
Georgia's uninsured rate of 12.9 percent is fifth worst in the country. In rural Georgia, the uninsured rate could **climb to more than 25 percent by 2026.**



<https://gbpi.org/2018/fast-facts-georgias-coverage-gap/>

Unemployment Rates





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