

Leveraging Patient Engagement as part of your Business Model

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About Quantified Ventures

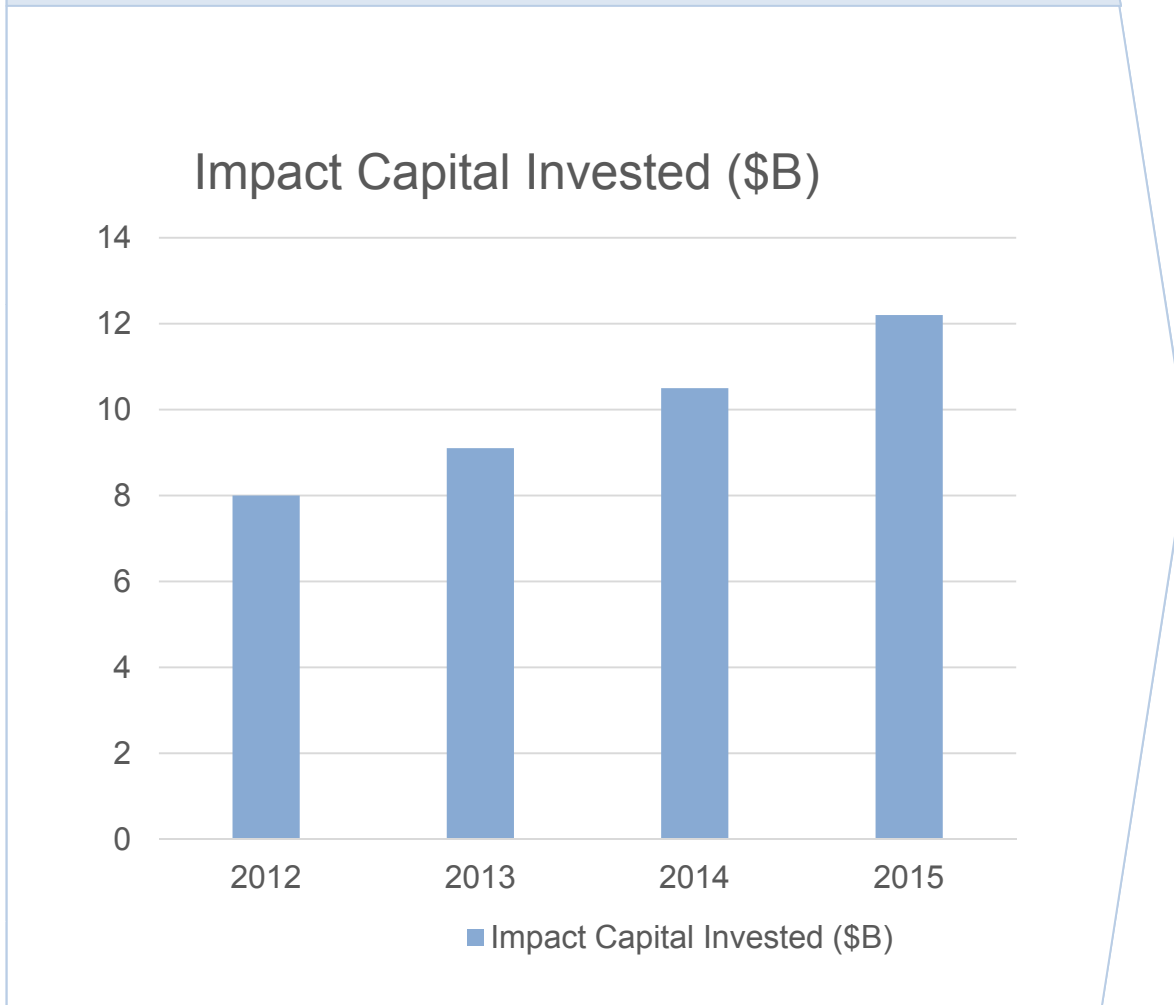
- Founded in 2014, our first deal focused on managing childhood asthma and preventing hospitalizations
- The firm's main tool is Pay For Success contracts, a.k.a Social Impact Bonds
- Our mission is to scale the proven social and environmental innovations the world deserves
- The firm has 3 primary verticals:
 - Healthcare (e.g., asthma, mental health, COPD, cancer, homelessness, aging at home, comorbidities)
 - Education (e.g., high school dropout recovery, workforce development)
 - Environment/Infrastructure (e.g., stormwater management, electric cars, LED lighting)

Leveraging patient engagement in your business model

- Your data, processes, programs, and networks have value
- You can leverage that value to create new, diverse revenue streams
- There are several ways to tap into that revenue, including Impact Capital...

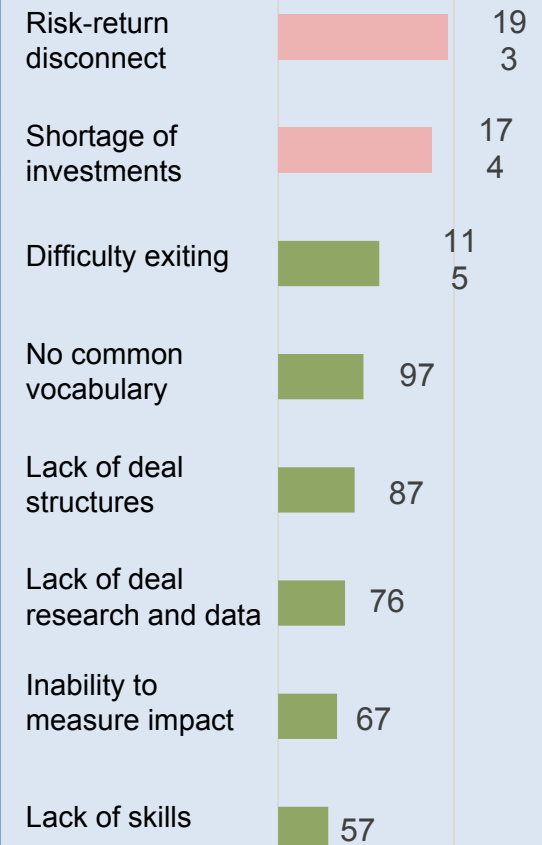
Impact investments are growing, but a shortage of deals is keeping growth back

Impact Investing dollars are on the rise



Obstacles to growth

Investor responses to 'what is the greatest obstacle to growth?'



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How Pay for Success (PFS) works

Investor

- Provides up-front capital
- Repaid if success payment triggers are met



Payor

- Beneficiary of the intervention
- Makes success payment if outcomes met



Financial Intermediary

- Manages up-front capital
- Determines success payments
- Disperses success payments



Service provider

- Delivers interventions to target population
- Receives capital from intermediary

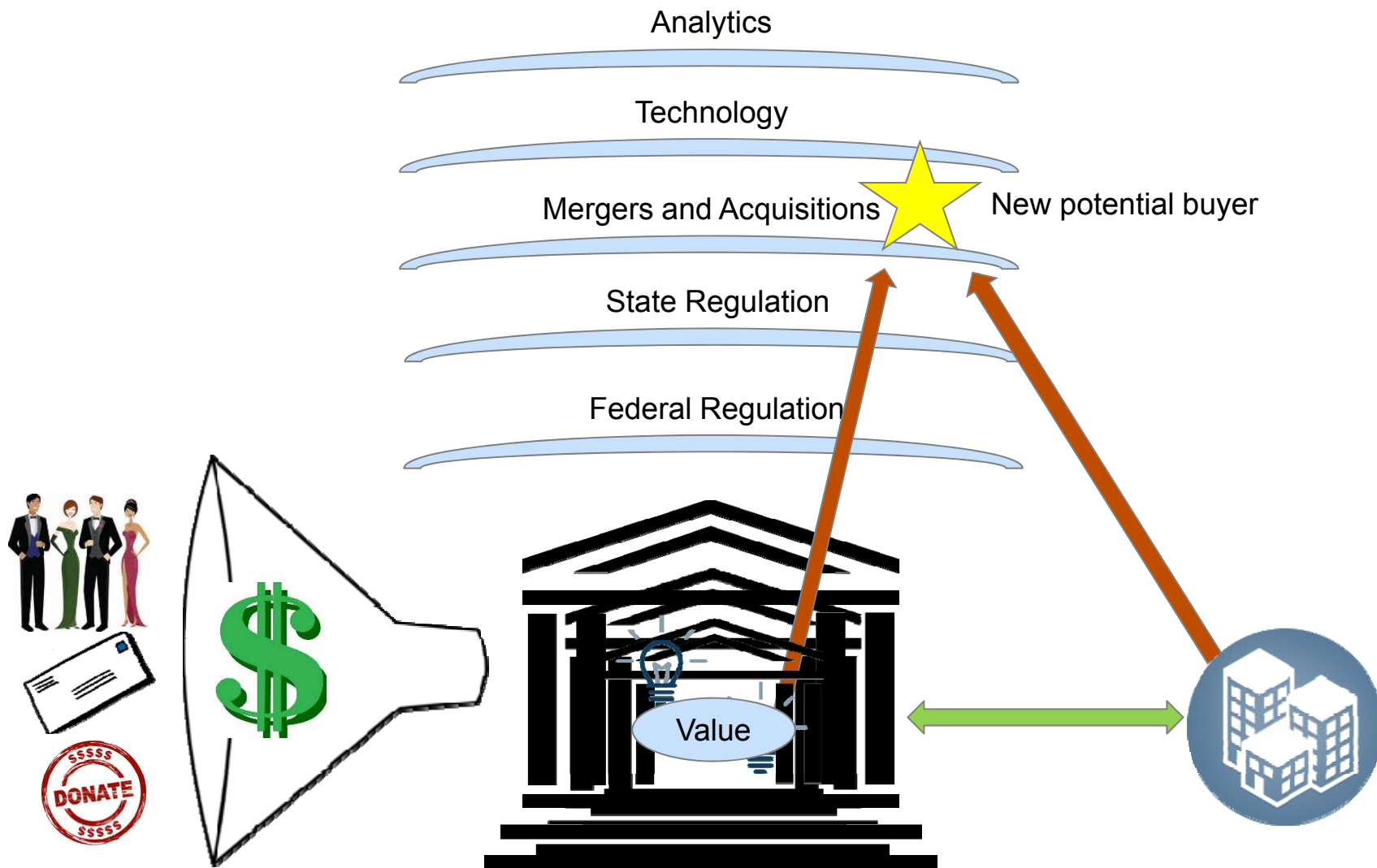


Evaluation partner

- Designs evaluation model
- Measures outcomes in target populations



Evolving Services Landscape



Transaction overview: COPD Foundation Health Impact Investment

Objective	<ul style="list-style-type: none">• SIB to enable the creation of an independent, disease-agnostic social enterprise to:<ul style="list-style-type: none">• Drive financial sustainability• Help researchers find cures for rare and chronic diseases• Deploy products/services that will improve patient quality of life
Structure	<ul style="list-style-type: none">• Investors provide up-front capital ~\$10M with target date of Q3 2016• Recruit a network of patients into a dynamic, cross-disease, revenue generating research platform• Deploy their first commercially viable Health IT and Health Coaching products to 90 large U.S. health systems over 18 months• Investors repaid over 5.5 years IF health outcomes are met
Primary Outcomes	<ul style="list-style-type: none">• Increased workflow efficiency – same # of providers treating 3x patients• Increased patient engagement, education, and self-management• Reduced ED visits/readmissions• Improved adherence

Questions?