

AVALON HEALTHCARE SOLUTIONS

**LEVERAGING LAB VALUE INSIGHTS TO
IMPACT CKD EARLY DETECTION, CARE
OUTCOMES, AND COSTS**

September 19, 2023





WELCOME & INTRODUCTIONS

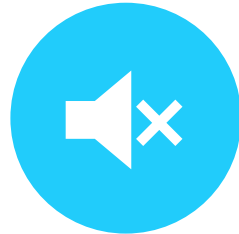
Michele Norton - Senior Vice President, Product Marketing, Avalon



Before We Start



This meeting is being recorded.



We will be **MUTING** everyone except the presenter to make sure the audio is clean and clear.



Q&A will be done by using the “**Questions**” feature.

Agenda

OVERVIEW & INTRODUCTIONS

Michele Norton, SVP, Product Marketing, Avalon

CKD INDUSTRY CHALLENGE: IMPACT TO OUTCOMES AND COSTS

Julie Schulz, MD, MPH, VP Product, Avalon Healthcare Solutions

PANEL: LEVERAGING LAB VALUE INSIGHTS FOR CKD

John Campbell, MD - AVP, Commercial Clinical Operations & Sr. Medical Director, Blue Cross NC

Sherry Mullies - Strategic Planning & Performance, Manager Vendor Strategy, Blue Cross NC

Nate Henderson, DO, FACP - Chief Medical Officer & VP, Clinical Quality, BCBSSC

Bart Strickland - VP, Provider Services & Health Care Systems, BCBSSC

Q&A

Michele Norton, SVP, Product Marketing, Avalon



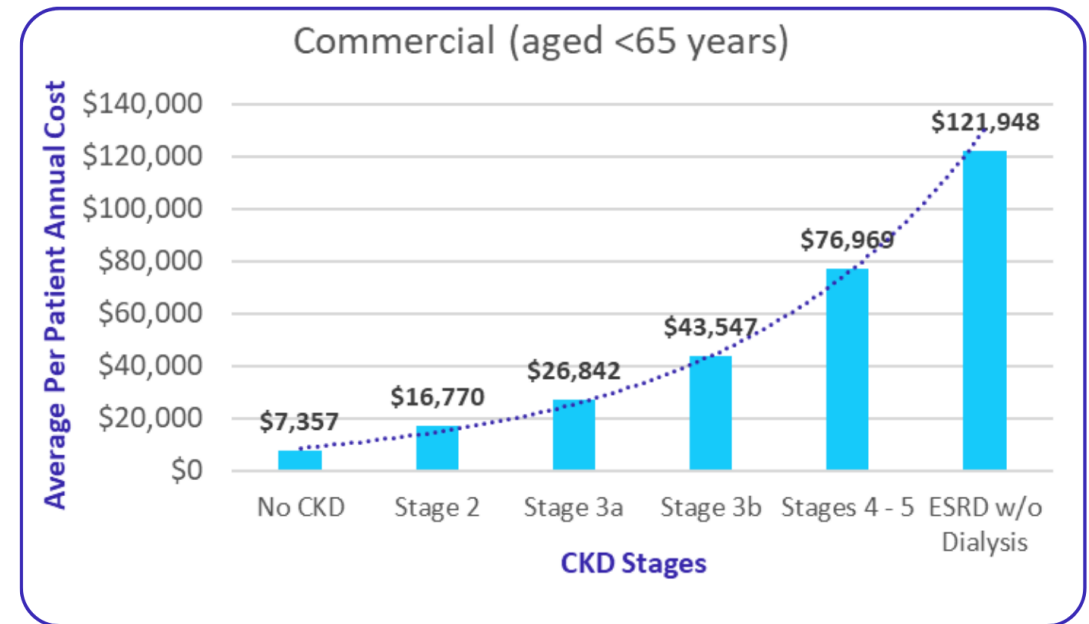
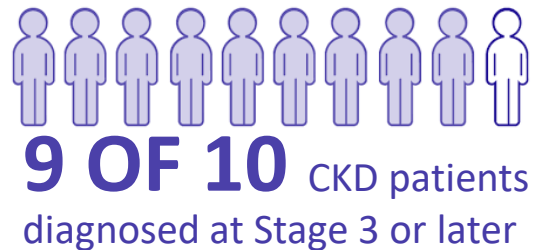
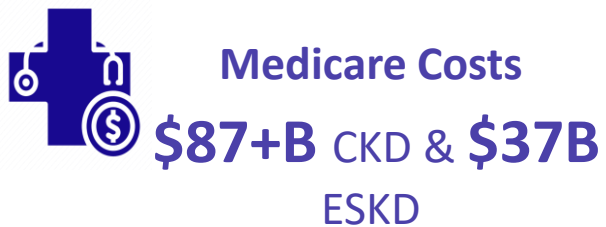
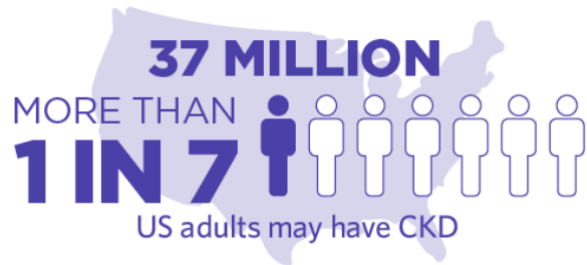
CKD INDUSTRY CHALLENGE: IMPACT TO OUTCOMES AND COSTS

Julie Schulz, MD, MPH - Vice President, Product, Avalon



CKD: An Industry Problem

SkYROCKETING Total Cost of Care and Late-Stage Diagnosis of CKD Amplifies the Need for Innovative Solutions



CKD costs accelerates with later disease stages



CLIENT INNOVATION PANEL: LEVERAGING LAB VALUE INSIGHTS FOR CKD

John Campbell, MD - AVP, Commercial Clinical Operations & Sr. Medical Director, Blue Cross NC

Sherry Mullies - Strategic Planning & Performance, Manager Vendor Strategy, Blue Cross NC

Nate Henderson, DO, FACP - Chief Medical Officer & VP, Clinical Quality, BCBSSC

Bart Strickland - VP, Provider Services & Health Care Systems, BCBSSC

Moderator: Julie Schulz, MD, MPH - VP, Product, Avalon



Claims Don't Tell the Whole Story

Estimated Population of NC Members with Stage 4 & 5 based on Lab Values = 6578

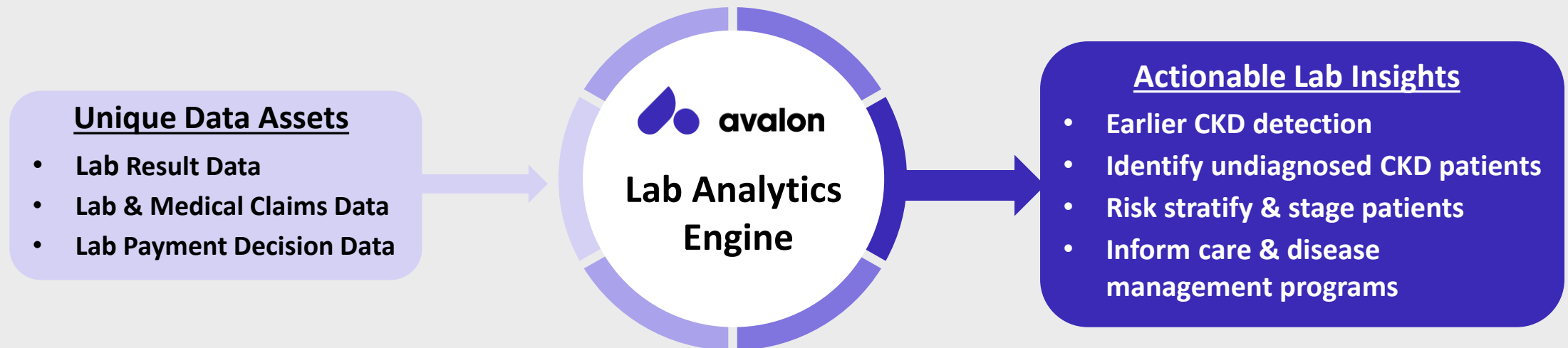
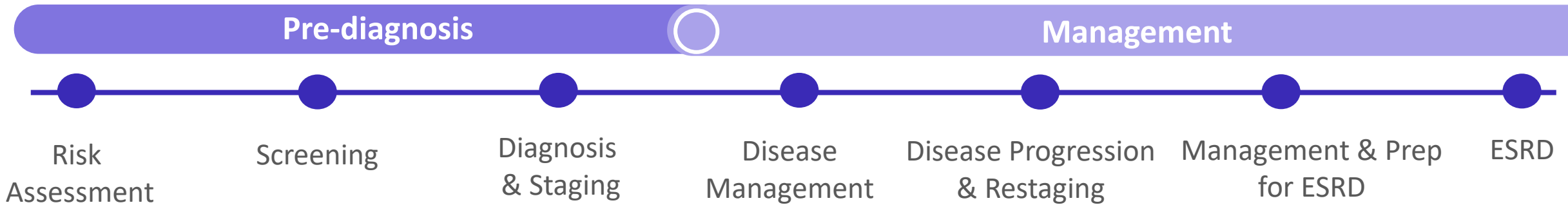
Estimated Population of CKD members within NC membership				
Age Group	Stage 3a	Stage 3b	Stage 4	Stage 5
20-29	807	281	70	17
30-39	1,890	657	164	41
40-49	5,741	1,996	499	124
50-59	16,657	5,793	1,448	361
60-69	27,892	9,700	2,425	605
70+	7,591	2,640	660	164
Total	60,578	21,067	5,266	1,312

Identified Population of NC Members w/ Stage 4, 5, and ESRD based on Claims Data = 2148

Estimated Additional Population of CKD 4 & 5 = 4,430

Avalon Supports the CKD Patient Journey

Avalon's lab insights inform the patient care journey and complement existing care and disease management programs with increased and earlier identification of CKD patients.





Q&A

Michele Norton, Senior Vice President, Product Marketing



Meet Avalon's Team at HLTH 2023

LAS VEGAS CONVENTION CENTER FROM OCTOBER 8-11, 2023

Email us at Avalon-insights@avalonhcs.com to book an appointment



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LAS VEGAS | OCT 8 - 11 | 2023



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**WE'RE EXCITED
TO SPONSOR
#HLTH2023!**

Meet us at
Meeting Pod 2168

Thank you



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SAVE THE DATE

Avalon Webinar – November 14, 2023 | 2:00 - 3:00 PM EDT

To register for our upcoming webinars, please visit: www.avalonhcs.com