Altheia Almanac

Quarterly Newsletter

November 2023

A message from Altheia's co-founders:

As this year draws to a close, we find ourselves reflecting on the incredible journey we've had, and we can't help but feel immense gratitude for the support and collaboration we've received from so many people throughout the year.

We've cherished every conversation, every shared moment of learning, and every challenge overcome together. Your belief in our vision and your willingness to lend a helping hand have been instrumental in shaping our path forward.

As we move into the coming year, we're filled with excitement about the possibilities that lie ahead, bolstered by the strength of the relationships we've built with you.

Please accept our heartfelt thanks for being a part of our journey this year. We genuinely appreciate your support, and we look forward to continued collaboration and shared successes in the times to come.

Wishing you a joyful holiday season and a prosperous year ahead!

Jolly Nanda
CEO

Lisa Fridland
COO

Shelley Grace
CRO

Scott Taylor
CFO

Key Highlights from 2023

Branded our first SaaS product: Acuvia	Delivered Acuvia MVP to support clinical study, pilot and member cohort	Added our COO to complete founding team	Certified as a MN Angel Tax Credit Company
Began our Seed Funding Round with multiple investors	Received $250K in non-dilutive funding from Abbott LISC	Launched our new blog, the Altheia Angle	Launched our new podcast series, Altheia Amplified
Attended HLTH 2023 and made important connections	Published our Corporate Values	Hardened our Market Entry Strategy	

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A closer look at select accomplishments

2024 Market Entry Strategy

As we head into the new year, we're expanding our market entry beyond the clinical validation study to include a B2B customer pilot and a B2C controlled member experience cohort.

We are currently finalizing plans for the validation study, having conversations with prospective B2B customers, and recruiting our member experience cohort.

If you are interested in talking to us about a potential B2B pilot participation or are interested in joining our member experience cohort, please send an email to info@altheia.com.

Clinical Validation Study

We intend to partner with the U of MN School of Nursing to publish clinical validation results from our controlled validation study.

Customer Pilot

We will do a customer pilot with a firm from our target market groups to demonstrate that Acuvia will perform as stated in a live environment; we will also use this pilot to gather feedback on the customer experience so we can ensure it is optimized.

Member Experience Cohort

We will launch a direct-to-consumer Member Experience cohort which will have free access to Acuvia and for 12 months, the members will participate in monthly focus groups to provide feedback on the member experience.
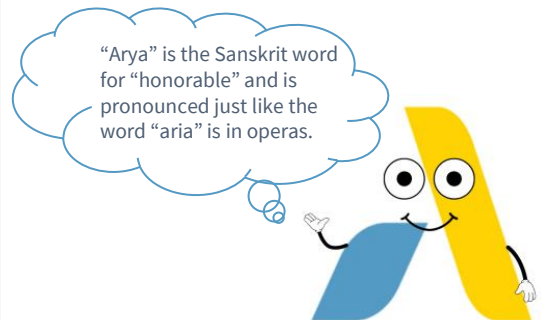
Why "Acuvía" as a product name?

We wanted a product name that melded together the concepts of our product's benefits and the idea of a health journey.

Acuvia is Accurate
Acuvia builds Acumen
Acuvia is Accessible
Acuvia Accumulates health records
Acuvia Accelerates Prioritization of Critical Outreach
Acuvia promotes Accountability

"Via" is borrowed from the Latin word "viā", which means "by way of" but can also be used as a noun, expressed as "road, way, path, channel, course".

Meet Arya

As we launch Acuvia, our customers and members will have real-time support from our chatbot Arya. She looks forward to serving our platform users!

"Arya" is the Sanskrit word for "honorable" and is pronounced just like the word "aria" is in operas.

Altheia Corporate Values

Creativity ▪ **Curiosity** ▪ **Equity + Inclusion** ▪ **Integrity** ▪ **Outcomes**

Acuvia Powers Better Outcomes

Acuvia's analytics engine delivers a predictive segmentation and risk assessment that supports an individualized approach to case management, calibrating intensity of care to the person and making better use of case management resources. This creates a more effective intervention and prevention program, improving results and making case management more profitable.
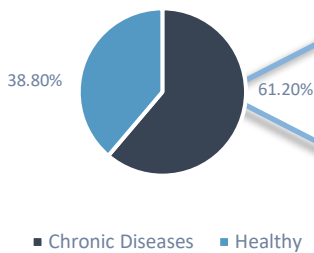
≥200%
Potential ROI Increase

Up To **32%***
Reduction in total medical expenditures
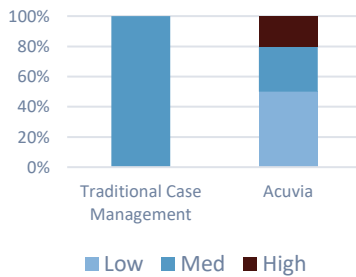
Up To **50%***
Reduction in Inpatient Admissions

Today, case management takes a binary one-size-fits-all approach to retrospectively identified individuals with one or more chronic conditions. Intensity of care protocols are not calibrated to risk or current medical situation; while formulated for the type of chronic condition, the approach doesn't vary based on need.

US Population

38.80%   61.20%

- Chronic Diseases   - Healthy

Case Management

100%
80%
60%
40%
20%
0%

Traditional Case Management   Acuvia

- Low   - Med   - High

Per a recent McKinsey study, "payers can set a segment-specific "budget" to potentially deliver a 2:1+ ROI for care management based on total estimated clinically inappropriate spend."

Intelligent Prioritization

- Irina
- Age: 29
- Diagnosed hypertensive in 2018.
- Prescription history indicates treatment adherence and labs confirm condition is controlled.

Risk Assessment

Diagnosed Controlled

2   **1**

- Karun
- Age: 61
- No physician-diagnosed chronic diseases
- Labs indicate increasing risk of hypertension.

Risk Assessment

Undiagnosed High Risk

*Scan this QR Code with your phone to view the American Journal of Managed Care article.

Scan this QR Code with your phone to view the McKinsey study we reference.