

5HSRUW WR 3XEOLF 7UXVW %R	\$JHQGD 6)7 LWHP
'DWH RI 0HHW	LHPEHU

5HSRUW 7L\!H Chc°! À tshg™ Äs) # sh WL... Å H 6H 6H UQJV8öÄs) 3€ # sh!' cf H

	'LVFXVV	\$VXXUDG	\$SSURYDO
	:		
3UHSDUHG E\	&KULVWLQH %ODQVKDUG 0HGLFDO 'LUHFWRU		
([HFXWLYH 6S SUHVHQWLQJ	&KULVWLQH %ODQVKDUG 0HGLFDO 'LUHFWRU		
\$SSHQGLGHVW DSSOLFDEOH	3URMHFW +LJKOLJKW 5HSRUW 3URMHFW ,QLWLDWLRQ 'RFXPHQW 6WDNHKROGHU \$QDO\VLV		

5HFRPPHQGDWLRQ
7KH %RDUG VNHG WR FRPHQVWVQ GUDIW RI WKH 7UXVW &OLQF

([HFXWLYH 6XPPDU\
)XUWKHU WR WKH EULHILQJ JLYHQ WR WKH &RPPLWWHH LQ ODV &OLQLFDO 6WUDWHLQIRVDDWLRQK BGGRRU FRPPHQW
7KH VWUDWHJ\ KDV EHHQ GHYHORSHGUHQ FDQV &QWDLV DRQ HZLV WKH 7UXVW DQG RWKHU VWDNHKROGHUV LQFOXGLQJ SDWLHQW FRPPLVVLRQHUV DQG RWKHUVRKDYEHUQLVH DSSURGYE\ WKH LQG VHUYLPH VWUDWHJLHV GHYHORSHG E\ HDEG RDVFRUHQ FOLQLFD UHIHUHQFHG ZLWK WKH 673 FOLQLFDO VWUDWHJ\ DQG WKDW R :LOWVKLUH FDUH PRGHO UHYLHZ

%RDUG \$VXXUDQFH±6WUDWHZRJNF 3ULRULWLHV
/RFDO 6HUHLZLDO PHHW WKH QHHGV RI WKH ORFDQ SRSXODW QHZ ZD\ RI ZRUNLQJ ZKLFK DOZDQVSWRSDOLCH
6SHFLDOLVW GHZDQHSURYLGH LQQRDYLWYH KLJK;TXDOLW\ VS GHOLYHULQJ RXWVWDQGLQJ RXWFRPHV IRU D ZL

,QQRYDWHLRZOO SURPRWH QHZ DQG EHWWHU ZD\ V RI	3 ●
DFKLHYH H\FHOOHQFH DQG VXVWDLQDELOLW\ LQ	
&DUHH ZLOO WUHDW RXU SDWLHQWV DQG WKHLU IDP	
FRPSDVVLRQ DQG NHPS DWKHLB DEDOH KDUP	

3HRSOH ZLOO PDNH 6)7 D SODFH WR ZRUN ZKHUH VWDII IHHO Y



&RQWHQWV

%DFNJURXQG DQG FRQWH[W	3DJH
7UXVW YDOXHV	3DJH
'HYHORSPHQW RI RXU FOLQLFDO VWU	3DJH
&OLQLFDOWKMBW HJ\	3DJH
\$SSHQGLFHV	3DJH



\$GYDQFHV LQ FOLQLFDO WUHDWPHQW

1HZ WHFKQRORJ\ DQG WKHUDSHXWLFV DOORZV FRQGLWLRQV Z  
WUHDWHG 0RUH DGYDQFHG WUHDWPHQWV ± IRU H[DPSOH SHU  
RQ JHQRPLF WHVWLQJ URERW DVVLVWHG SURD\W\ VXUJHU\  
H[SHQVLYH DQG UHTXLUH KLJK OHYHOV RI WHFKQRORJLFDO H[

7KH QHHG IRU VHUFLFHV WR EH SURYLGHG LQ D PRUH FR  
ZD\

3DWLHQWV RIWHQ GHVFULEH WKHLU H[SHULHQFH RI FDUH DV I  
EHWZHHQ GLIIHUHQW SHRSOH RU RUJDQLVDWLRQV LQYROYHG  
VWRU\ PRUH WKDQ RQFH DQG FDQ EH FRQIXVHG DERXW WKH G  
KRZ WR DFFHVV WKHP %HWZHHQ VHUFLFHV WKHUH FDQ EH FR  
SDWLHQWV¶ QHHGV EHLQJ DVVHVVHG VHYHUDO WLPHV DQG D I  
RUGHU WR DFFHVV FDUH

3DUWQHUVKLSV DQG WHDP ZRUNLQJ

2XU 6XVWDLQDELOLW\ DQG 7UDQVIRUPDWLRQ 3DUWQHUVKLS 6

%DWK 6ZLQGRQ DQG :LOWVKLUH %6: 673 KDV GHYHORSHG D  
GHFULEHG LQ WKH GLDJUDP RQ WKH QH[W SDJH ,Q RUGHU WR  
VHUFLFHV DW D WLPH ZKHQ ILQDQFHV DUH WLJKW ZH ZLOO  
QHHG WR LQYHVW LQ SUHYHQWLRQ DQG HDUO\  
LQWHUYHQWLRQ VHUFLFHV UDLVLQJ DZDUHQHVV RI WKH  
LPSRUWDQFH RI OLYLQJ D KHDOWK\ OLIHVW\OH LPSURYH  
VRFLDO FRQQHFWHGQHVV WR FRPEDW ORQHOLQHVV DQG  
LPSURYH PHQWDO KHDOWK WKURXJK WKH 7KULYH  
LQLWLDWLYH :H ZLOO SURYLG PRUH FDUH FORVHU WR  
KRPH ZKHUH DSSURSULDWH UHGXFH KRVSLWDO  
DGPLVVLRQV DQG OHQJWK RI VWD\ DQG UHGXFH  
UHOLDQFH RQ LQVWLWXWLRQDOLVHG FDUH ,Q SDUWQHUVKLS  
ZH ZLOO LPSURYH TXDOLW\ RI FDUH DQG RXWFRPHV LQ  
SDUWLFXODU WDFNOLQJ WKH OHDGLQJ FDXVHV RI GHDWK LQ  
WKH XQGHU V FDQFHU KHDUW GLVHVVH VWURNH DQG  
OXQJ GLVHVVH

1HLJKERXULQJ DFXWH KRVSLWDOV

:H KDYH GHYHORSHG DQ \$FXWH +RVSLWDO \$OOLDQFH ZLWK RX  
+RVSLWDO DQG \*UHDW :HVWHUQ +RVSLWDO ZLWK WKH DLP RI  
SUDFWLFH HOLPLQDWLQJ XQZDUUDQWHG YDULDWLRQ DQG VXS  
:H KDYH QR SODQV WR IRUP D IRUPDO QHWZRUN RU KRVSLWDO

:H FRQWLQXH WR ZRUN ZLWK RXU QHDUHVW WHUWLDU\ KRVSLV  
LPSURYH SDWLHQW IORZV DQG SDWKZD\V EHWZHHQ WKH WZR 7  
SURYLGHUV LQ :HVH[ WKH VRXWK SDWKRORJ\ QHWZRUN WF  
GLDJQRVWLF VHUYLFHV IRU RXU SRSXODWLRQ

7KH 'RUVHW &OLQLFDO 6HUYLFHV 5HYLHZ

2YHU WKH ODVW WKUHH \HDUV KHDOWK FDUH SURYLGHUV DQG  
XQGHUWDLQJ D UHYLHZ RI WKH SURYLVLRQ RI KHDOWK FDUH  
VWDNHKROGHUV DQG WKH SXEOLF ,W VHHPV OLNHO\ WKDW WK  
VHUYLFHV DIIHFWLQJ DFXWH HOHFWLYH FRPPXQLW\ DQG SUL  
LPSDFW RQ WKH IORZ RI SDWLHQWV WR 6DOLVEXU\ IURP WKH V

:LOWVKLUH +HDOWK DQG &DUH

:LOWVKLUH +HDOWK DQG &DUH LV D SDUWQHUVKLS EHWZHHQ 6  
:HVWHUQ +RVSLWDO DQG WKH 5R\DO 8QLWHG +RVSLWDO SURYD  
:LOWVKLUH :H DUH ZRUNLQJ ZLWK :LOWVKLUH +HDOWK DQG &D  
GHYHORS D PRGHO RI LQWHJUDWHG KHDOWK DQG FDUH VHUYLF  
VHDPOHVV GHOLYHU\ RI FDUH LQ SDWLHQWV¶ KRPHV JHQHUDO

\$YRQ DQG :LOWVKLUH 3DUWQHUV \$:3 DQG 2[IRUG 8QLYHUVLW

\$:3 DOUHDG\ SURYLGH OLDLVRQ SV\FKLDWU\ VHUYLFHG IRU DG  
28+ SURYLGH FKLOG DQG DGROHVFHQW PHQWDO KHDOWK &\$0+



7KH TXDOLW\ SHUIRUPDQFH DQG VXVWDLQDELOLW\ RI RX

:H DUH FXUUHQWO\ XQGHUWDLQLQJ D V\VWHPDWLF UHYLHZ RI W  
VXVWDLQDELOLW\ RI DOO RI RXU FOLQLFDO VHUYLFHV DQG WK  
LQGLYLGXDO VWUDWHJ\ IRU HDFK VHUYLFH DOLJQHG ZLWK WK

## 7UXVW YDOXHV



2XU FOLQLFDO VWUDWHJ\ LV XQGHUSLQQHG E\ RXU 7UXVW YDO



## 'HYHORSPHQW RI RXU FOLQLFDO VWUDWHJ\



7KH VWUDWHJ\ KDV EHHQ GHYHORSHG LQ FRQVXOWDWLRQ ZLW  
7UXVW DQG RWKHU VWDNHKROGHUV LQFOXGLQJ SDWLHQWV DQ  
FRPPLVLRQHUV DQG RWKHU ORFDO VHUYLFH SURYLGHUV ,W  
VHUYLFH VWUDWHJLVHV GHYHORSHG E\ HDFK RI RXU FOLQLFDO  
H[WHQW E\ D VHPL REMHFWLYH DVVHVVPHQW RI WKH TXDOLW\  
DSSHQGL[ 7KH VWUDWHJ\ ZDV FURVV UHIHUHQFHG ZLWK WK  
QHLJKERXULQJ SURYLGHUV DV ZHOO DV WKH :LOWVLUH FDUH

## &OLQLFDO VWUDWHJ\ 7KHPHV



**Easy access for patients and GPs** :H ZLOO PDNH RXU VHUYLFHV DFFHVVLEO  
ZLWK FOHDU VLQJOH SRLQWV RI FRQWDFW YLD WHOHSKRQH RU  
ZLOO EH VHQW HOHFWURQLFDOO\ ZKHUH SRVVLEOH :H ZLOO H  
SHRSOH ZLWK VSHFLDO QHHGV 2XU GLDJQRVWLF VHUYLFHV ZL  
SULPDU\ FDUH DQG RSHQ DW WLPHV FRQYHQLHQW IRU SDWLHQ  
DYDLODEOH DW VDWHOOLWH VLWHV UHGXFHQJ WUDYHOOLQJ W

**Face to face only when necessary** :H ZLOO HPEUDFH GLJLWDO WHFKQRORJ\  
SDWLHQWV GR QRW KDYH WR WUDYHO WR WKH KRSSLWDO H[FH  
SK\VLFDO H[DPLQDWLRQ RU WUHDWPHQW LV QHFHVVDU\ :H ZL





WR IXUWKHU GHYHORS 3GLVFKDUJH WR DVVHV' ZKHUH SDWLH  
DVVHVHG LQ WKHLU RZQ KRPH UDWKHU WKDQ LQ KRVSLWDO  
SHULRG RI UH HQDEOHPHQW RU ZKRVH KRPH QHHGV DGDSWDW  
WKH DLP EHLQJ QRW WR SURYLGH ORQJ WHUP FDUH EXW WR H  
UHWXUQ WR WKHLU RZQ KRPHV

:H ZLOO FRQWLQXH WR GHYHORS DPEXODWRU\ FDUH IRU DFXW  
WKURPERVLV DOORZLQJ SDWLHQWV WR EH WUHDWHG LQ D GD\  
6RPH SDWLHQWV PD\ EH XQGHU RXU FDUH EXW RXWVLGH WKH

:LWKLQ RXU VXUJLFDO VHUYLFHV ZH ZLOO VHSUDUDWH HPHUJH  
HQVXUH WKDW SODQQHG RSHUDWLRQV DUH QRW FDQFHOOHG Z  
HPHUJHQF\ DGPLVVLRQV (OHFWLYH VXUJHU\ ZLOO EH SURYLGH  
WR PD[LPLVH WKH XVH RI RXU RSHUDWLQJ WKHDWUHV (PHUJH  
LPPHGLDWHO\ E\ DQ H[SHULHQFH VXUJHRQ ± WKLV KDV EHHQ  
DGPLVVLRQV DQG H[SHGLWH WKH SDWKZD\ WR RSHUDWLRQ IRU  
VXUJHU\ (PHUJHQF\ RSHUDWLRQV SDUWLFXODUO\ KLJK ULVN  
SURYLGHG E\ D FRQVXOWDQW VXUJHRQ ZRUNLQJ ZLWK D FRQV

### 3ULRULW\ FOLQLFDO SDWKZD\

7KH GHPDQG RQ RXU VHUYLFHV DQG ORFDO SRSXODWLRQ UHTX  
RQ WKH IROORZLQJ SULRULW\ DUHDV

#### IUDLO HOGHUO\ SDWLHQWV

:H ZLOO ZRUN ZLWK ORFDO SDUWQHUV LQ SULPDU\ FDUH FRPP  
DGPLVVLRQ ,QLWLDWLYHV VXFK DV SURYLGHQJ OLQN QXUVHV  
YLVWLWLRQJ WR QXUVLQJ KRPHV DQ LQLWLDWLYH VXSSRUWHG E  
UHJLVWHUV LQ SULPDU\ FDUH VRFLDO SUHVFULELQJ WR UHGX  
EHHQ VKRZQ WR UHGXFH DGPLVVLRQ LQ IUDLO ROGHU SDWLHQ  
ZLOO HQWDLO SURYLGHQJ VXSSRUW DQG WUDLQLQJ IRU VWDII  
FRPPXQLW\ DQG KRVSLWDO VHWLQJ V KDULQJ LQIRUPDWLRQ  
SURYLGHQJ UDSLQ DFFHVVLEOH DGYLFH DQG JXLGDQFH LQ D Y  
HPDLO VN\SH DQG FRPPXQLW\ YLVLWV

,I D IUDLO HOGHUO\ SDWLHQW DWWHQGV WKH KRVSLWDO DV D  
FRPSUHKHQVLYH DVVHVPHQW E\ D VNLOOHG PXOWLGLVFLSOL  
DVVHVPHQW DQG OLDLVRQ RU 23\$/ WHDP VHYHQ GD\ D ZHH  
KRPH DV TXLFNO\ DV SRVVLEOH LI QHFHVVDU\ ZLWK DGGLWLR  
FRPPXQLW\ :H HVWLPDWH WKDW DGPLVVLRQ FDQ EH DYRLGHG  
D IUDLO ROGHU SHUVRQ LV DGPLWWHG WR KRVSLWDO WKH\ ZL  
DQG QXUVLQJ DQG WKHUDS\ WHDPV ZLWK SDUWLFXODU H[SHUV  
RXW RI EHG DQG GUHVHVG ZKHUH SRVVLEOH WR UHGXFH GHFR  
SODQQHG IURP WKH GD\ RI DGPLVVLRQ ZLWK WKH DLP RI NHHS  
WKDQ ILYH GD\

:H ZLOO XVH RXU HVWDWH EHWWHU WR SURYLGH GURS LQ DQG  
UHPLQLVVFHQFH WKHUDS\ H[HUFLVH FODVVHV DQG VXSSRUW IR







\$SSHQGLFHV





)ROORZ XV



#VDOLVEXU\QKV

