



## **Matria Healthcare: Building a Legacy in Healthcare Solutions**

### **Fact Sheet**

#### **What is Matria Healthcare?**

Matria Healthcare is a leading provider of comprehensive disease management and health enhancement programs that improve healthcare outcomes while reducing healthcare costs. Partnering with employers, health plans and government agencies, Matria manages patients with chronic diseases and conditions representing the greatest costs to the healthcare system. Matria also offers wellness and prevention programs, such as obesity management, smoking cessation and substance abuse management, and is assembling a Total Healthcare Solution that will offer a continuum of lifestyle support and insurance assistance services to address employee health and productivity issues.

#### **What is disease management?**

Disease management programs help individuals with chronic diseases to better manage their conditions, increase their knowledge about their illnesses and potential complications from non-compliance with medications and treatment plans and help them adhere to their doctor's plan of care. Disease management programs include educational materials and telephonic interactions with specialized nurses, who proactively contact patients to monitor their progress, provide guidance and emotional support and ensure they are following the plan of care set by their physician.

#### **What comprehensive disease management programs does Matria offer?**

- Diabetes
- Coronary artery disease (CAD)
- Congestive heart failure (CHF)
- Chronic obstructive pulmonary disease (COPD), known as emphysema
- Asthma
- Cancer
- Back pain
- Depression
- High-risk obstetrics
- Obesity
- Smoking Cessation
- Substance abuse

#### **What are Matria's disease management programs designed to do?**

- Educate patients how to proactively manage their condition(s) to avoid medical complications that lead to unnecessary and costly emergency room visits, doctor visits and hospitalizations, as well as prolonged use of prescription medication
- Increase compliance to their physician's plan of care and prescribed medications
- Ensure the patient's care meets national clinical standards
- Provide a support system of nurses, dietitians, pharmacists and educators to help patients manage their condition and avoid potential complications

#### **Why is Matria the industry's most comprehensive provider of disease management programs?**

- Ability to manage the major chronic conditions representing the greatest healthcare costs and cancer, so clients do not have to find a cancer program elsewhere
- An unmatched technology platform that compiles data from multiple disparate systems to identify individuals who have a chronic condition or who are at risk for developing one, manages the entire disease management process from enrollment with an automatic dialer, generates all plans of care using national clinical guidelines that have been programmed into the software (staff members never have to do anything manually, everything in the process is computerized)
- Largest and most experienced cancer management program capable of managing 40 different types of cancers
- Wide range of services, including case management for catastrophic illnesses and multiple conditions, utilization management and 24-hour nurse line to serve entire employee population and facilitate early diagnoses

**What are the key cost drivers behind rising healthcare costs?**

- Unnecessary hospitalizations, emergency room and doctor visits and prescriptions due to poor medication compliance, deviations from treatment plans and lack of patient self-management skills
- An obesity epidemic. With 65 percent of the U.S. population either overweight or obese, more Americans are developing chronic conditions than ever before. Obesity is the leading cause of heart disease, cancer, strokes and diabetes, according to the Centers for Disease Control.
- Poor but preventable lifestyle behaviors that lead to chronic diseases, such as poor diet, lack of exercise and smoking, as well as lack of adequate medical care due to mounting costs and preventive programs for at-risk individuals.
- Rising healthcare costs from medical technology and prescription drugs.

**Why are disease management programs important?**

- Chronic conditions are out of control
  - o 125 million people, or more than 40 percent of the American population, have a chronic illness
  - o Patients with chronic conditions account for approximately 76 percent of all hospitalizations and cause 80 percent of all U.S. healthcare expenditures
  - o Healthcare spending, currently more than \$1 trillion, is estimated to reach \$2.8 trillion by 2011, about 17 percent of the nation's gross national product
  - o A recent survey by the Society for Human Resource Management measured an 18-percent increase in medical costs for employers in 2003. Another double-digit increase is expected in 2004.

**How does the cost-control strategy of disease management provide positive outcomes?**

- Nearly 41 million sick days and \$11 billion in lost productivity could be avoided if everyone had equal access to proven medical treatments and therapies.
- More companies and health plans are turning to Disease Management as a way to fill in "quality gaps" in healthcare. These gaps are caused by Managed Care's attempt to control costs by restricting patient access to a full range of diagnostic tests and treatment options.
- Rather than managing the costs for healthcare, disease management programs manage the care of the patient to ensure better outcomes.
- Emphasis is placed on prevention, early detection, patient education and self-care to reduce the need for physician office visits and, more importantly, expensive hospital care.
- Enrollees in disease management programs have fewer hospital admissions, fewer emergency room visits and lower overall healthcare costs.

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