

First Stop Health vs. Other Providers

	First Stop Health	Other Providers
 Employee Engagement	Customized, year-long We distribute year-long, smart, personalized communications that we organize, implement and fund.	Minimal, Not Customized Typically, little-to-no collateral available and not customized for employees.
 Utilization	Industry-leading Traditional telemedicine programs typically achieve single digit utilization. First Stop Health averages 45% .	Extremely Low Typically achieves 2-20% utilization.
 Performance Guarantees	Performance First Stop Health offers performance guarantees on utilization & ROI to ensure solution efficacy.	Minimal Savings No guarantees.
 Value-Based & Low Cost	Patients typically pay \$0 Little-to-no-cost for employees.	Patient fees typically apply Most charge a consultation fee that ranges from \$25-\$250 and discourages use.
 Claims Impact	Reduces Claims FSH virtual care runs independently from the medical plan and reduces costs by helping employees avoid unnecessary in-person visits.	Increases Claims Other programs are usually fee-for-service, which means costs for every visit, less time with doctors, and uncapped financial outlay for client.
 Implementation	Easy & Never Any Fees FSH prioritizes ease of implementation. We charge no start-up or management costs – ever. Required census detail can be customized.	Implementation fees typically apply Implementation and other hidden fees may apply with adding on a virtual care solution from other providers.
 Client Reporting	Detailed, Monthly On-demand reports updated monthly on the client dashboard with quarterly review calls with the FSH account manager	Limited, Lacking High-level reports available quarterly or sometimes annually

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