



Sequence Health Overview

Patient Engagement Solutions

155
clients

17+
Years of healthcare
innovations

Clients in
43 states

45%
Of our clients are hospitals

45%
Of our clients are practices

10%
Of our clients are surgery centers,
device manufacturers and
pharmaceuticals



Comprehensive Solution



Connect | Drive More Leads in to Your Program

Effective Websites

Digital Marketing

Advertising



Convert | Turn More Leads into Patients

Online Seminars

Educational Videos



Manage | Track Patients Through Their Care Pathway

Patient Portal

Healthcare CRM / EMR Integration

Medical Call Center

Telehealth



Transitional Care Management

Specialties

Tailored Services For Your Healthcare Organization

Bariatrics

Women's Health

Primary Care

General Surgery

Orthopedics

Cardiology

Oncology

Organ Transplants

FDA Trials

Pharmaceuticals

Medical Devices

Sequence Health Contact Center

- Contact Center Headquarters:
Cullman, Alabama
- In January 2018 – We moved from Atlanta to our brand new state of the art facility.
- 160 seat facility team members (includes agents, Phone RN's, and Leadership).
- Expansion capability of an additional 200 seats for a total of 360.



Chronic Care Management (CCM)

- Care coordination services done outside of the regular office visit for patients with multiple (two or more) chronic conditions expected to last at least 12 months or until the death of the patient, and that place the patient at significant risk of death, acute exacerbation/decompensation, or functional decline.
- These services are typically non-face-to-face and allows eligible practitioners to bill for at least 20 minutes or more of care coordination services per month.
- Medicare began paying for CCM services in 2015 under CPT code 99490

Chronic Care Management (CCM)

- Each patient enrolled that meets 20-minutes of billable time under CPT code 99490 is eligible for approximately \$42 payment
- Sequence Health will provide all necessary work, including the analyzing of patient data to identify candidates for CCM, enrolling patients into CCM, and performing the monthly work.
- Sequence Health charges \$24 per 99490 billed. We don't get paid unless the clinic gets paid, period. This leaves approximately \$18 per 99490 billed.

Chronic Care Management (CCM)

	Sample Client 1	Sample Client 2	Sample Client 3	Sample Client 4	Total
Medicare Patients	1,333	4,000	6,667	13,333	133,333
Eligible for CCM	1,000	3,000	5,000	10,000	100,000
HMA Genetics					
Monthly Reimbursement	\$6,000	\$18,000	\$30,000	\$60,000	\$600,000
Annual Reimbursement	\$72,000	\$216,000	\$360,000	\$720,000	\$7,200,000
Provider					
Monthly Reimbursement	\$12,000	\$36,000	\$60,000	\$120,000	\$1,200,000
Annual Reimbursement	\$144,000	\$432,000	\$720,000	\$1,440,000	\$14,400,000

Assuming:

\$42 total reimbursement per 99490

- \$24 to Sequence Health
- \$6 to HMA Genetics
- \$12 to Provider

Chronic Care Management (CCM)

To view a demo of our CCM process in action, click the link below. In it, we:

- Enroll a new patient into CCM
- Create their Care Plan
- Perform follow up calls against their care plan
- Provide billings and claims data for your client

Click below to view