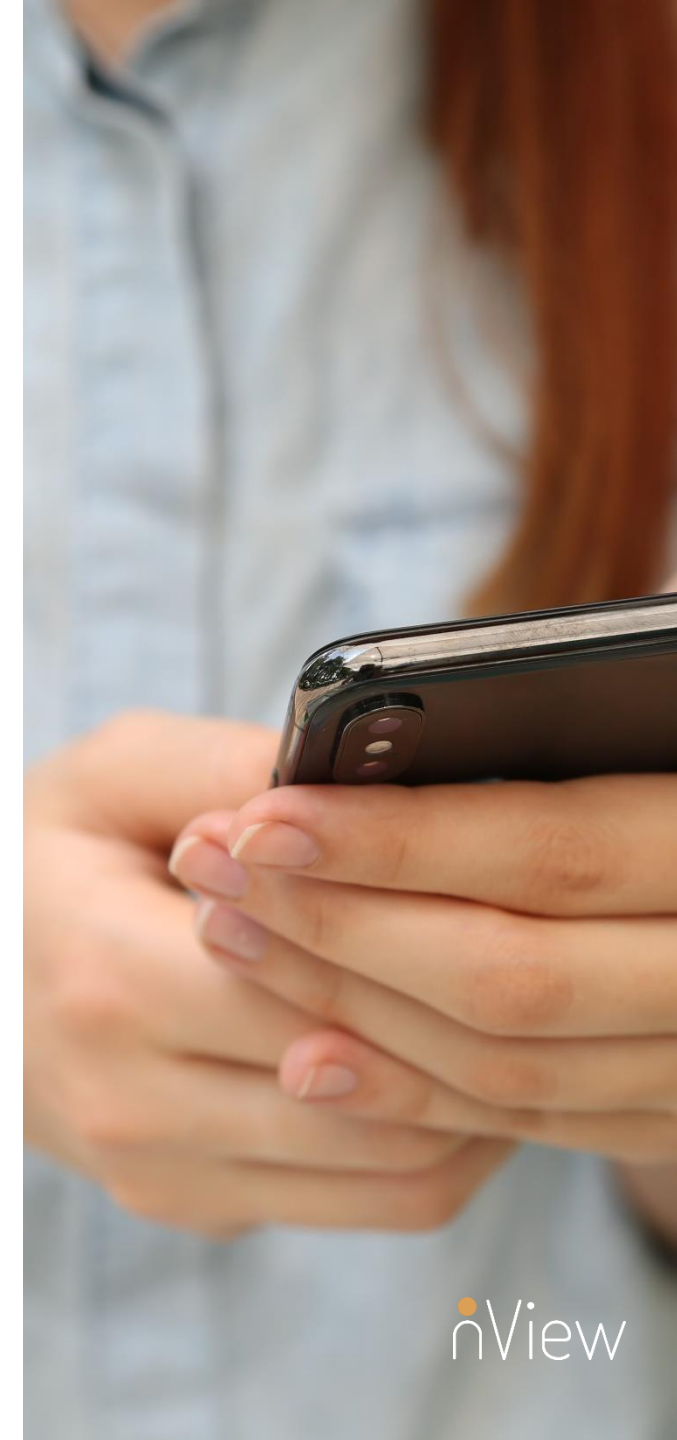
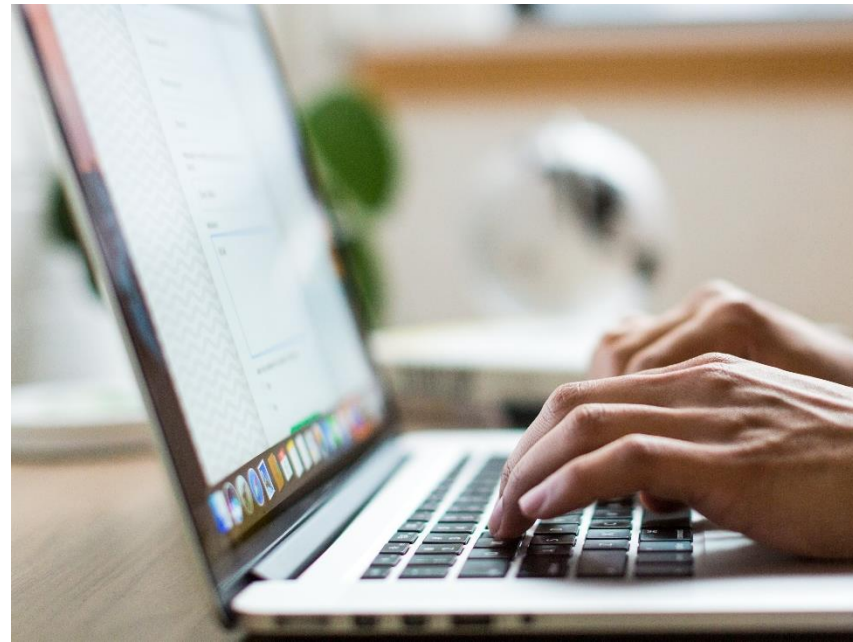


nView

Measurement Based Care  
To  
Better Behavioral Health Care  
For Primary Care

nView Health  
June 22, 2021



nView

# Who is nView Health?



**IN USE FOR MORE THAN  
25 YEARS**

The premier provider of **evidence-based** behavioral health solutions that power **measurement-based** care



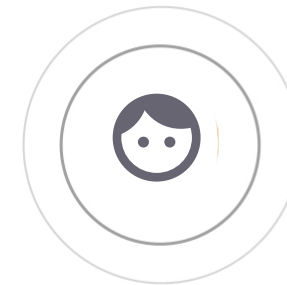
**17+ ADULT DISORDERS**

Team of experienced behavioral health and technology specialists



**TRANSLATED TO 120+  
LANGUAGES**

Provides a cohesive set of advanced digital tools that accurately and quickly **identify, assess, and monitor** behavioral health conditions to help solve the mental health crisis around the world



**24+ PEDIATRIC DISORDERS**



**CLINICALLY VALIDATED  
AND PEER REVIEWED**



**17K+ SCIENTIFIC CITATIONS**

# Behavioral Health in the PCP World

- BH vs. Real Medicine
- What I did not know but learned quickly!
- A journey of discovery
- How a patient really feels really effects the outcome

# How to Make the Transition

- Need more tools than we are using
- Reimbursement is important
- Ease of use is critical
- Tools must be part of a validated system
- Screeners, Interviews and Monitors provide seamless information gathering

# How is the Process Going?

- Have worked with many groups and individuals to provide MBC
- Installing MBC as part of workflow
- Reimbursement adds bottom line revenue
- Patients appreciate the added focus
- Any practice can do this

# Some Examples-What we are doing

- Currently working multiple types of practices including large Primary Care groups. One group has over 35 practices.
- Hospital based systems can use in multiple areas (ER, Outpatient, Discharge)
- Revenue per PCP ranges up to \$165,000 depending on use
- Adding this to one of the largest EMR's in the nation
- Have solo users in PCP and BH arena

# ROI

ROI MODEL						
Number of Physician	1		PCP	Physician Practice/MD	2000	
Patients available	2,000					
<b>Step 1</b>	<b>Number of patients</b>	<b>2,000</b>				
<b>Step 2</b>	<b>Revenue Mix</b>					
	Medicare	40%	800			
	Medicaid	40%	800			
	PVT	20%	400			
	Total	100%	2,000			
	<b>Screener Patient</b>					
<b>Screener</b>	<b>CPT 96127</b>	<b>% of Practice Billing</b>	<b>2,000</b>	<b>Screener Revenue</b>	<b>TOTAL</b>	<b>4 screeners</b>
<b>(4 annually)</b>	Medicare	40%	800	\$ 5.00	\$ 4,000.00	\$ 16,000.00
	Medicaid	40%	800	\$ 5.00	\$ 4,000.00	\$ 16,000.00
	Pvt Pay	20%	400	\$ 8.00	\$ 3,200.00	\$ 12,800.00
	Blended rate				\$ 11,200.00	\$ 44,800.00
	<b>CPT 90791/90792</b>		<b>1,000</b>	<b>Test Revenue</b>		
<b>MINI</b>	Medicare	40%	400	\$ 40.00	\$ 16,000.00	
<b>(1 annually)</b>	Medicaid	40%	400	\$ 40.00	\$ 16,000.00	
	Pvt Pay	20%	200	\$ 40.00	\$ 8,000.00	
	Blended rate				\$ 40,000.00	
	<b>CPT 96127</b>					
<b>Monitors/Trackers</b>	<b>Tracker Patients #</b>		<b>500</b>	<b>Tracker Revenue</b>		<b>If weekly (avg 6mon/pt)</b>
	Medicare	40%	200	\$ 5.00	\$ 1,000.00	\$ 24,000.00
	Medicaid	40%	200	\$ 5.00	\$ 1,000.00	\$ 24,000.00
	Pvt Pay	20%	100	\$ 8.00	\$ 800.00	\$ 19,200.00
	Blended rate				Total	\$ 67,200.00
<b>All Figures are Estimates and will vary by region and payer</b>						
					<b>Total annually</b>	<b>\$ 118,400.00</b>
						<b>\$ 152,000.00</b>
						<b>4 screeners</b>
					<b>50% Utilization</b>	<b>\$ 59,200.00</b>
						<b>\$ 76,000.00</b>





Questions?