

# Engage: AI-Powered Intelligent Interventions

## PROBLEM

For dialysis patients, one of the primary home-based options is Peritoneal Dialysis (PD). And while patients and providers strongly prefer home-based care, PD programs typically have a high patient loss rate of approximately 50%. When home-based care fails, this results in hospitalization, fluid overload, and peritonitis.

Care managers need to identify proactively the risk of losing PD patients and receive insights that help them understand the contributing factors and identify the right interventions to ensure patient retention in the program.

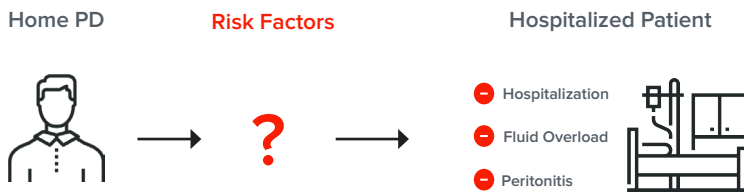


Figure 1: The PD program has a high patient loss rate of approximately 50%

## SOLUTION

The Intelligent Interventions AI from CognitiveScale ingests clinical, device, patient demographic, socio-economic, and environmental data to identify high risk patients with the contributing factors and supporting evidence.

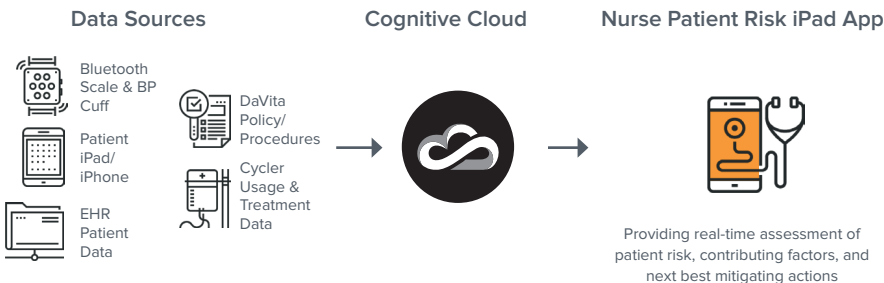


Figure 2: Caregivers receive key risk information and insights that reduce patient loss rates

## IMPACT

### More Proactive Care

Deploy real time prescriptive risk analysis for Nurse Care Managers

### Better Health Outcomes

Engage patients and care providers at the edge and improve health outcomes

### Retain PD Patients in the Program

Augment and scale expertise to drive growth in PD Program

## ESTIMATED INCREASE IN PD PROGRAM RETENTION

### ASSUMPTIONS

|                                       |          |
|---------------------------------------|----------|
| Total number of PD Patents            | 20,000   |
| Avg. Annual Reimbursement per Patient | \$85,000 |
| Annual PD Program Revenue             | \$1.7B   |

### CHURN REDUCTION

|  |        |         |
|--|--------|---------|
| Top Line Revenue                                     | \$17M  | \$85M   |
| Additional Income (based on 26.6% avg. gross margin) | \$4.5M | \$22.6M |