



Securing the Future of

**INDEPENDENT  
PROVIDERS**



## **WHO WE ARE**

National physician organization  
meeting providers where they are  
to transform the healthcare delivery experience

## **WHAT WE DO**

Deliver tailored solutions to secure a provider's future,  
regardless of their starting point on the transition to value

# BUSINESS MODEL

Single Tax-ID Medical Group Entity in Each Market

Management and clinical services organization enabled by proprietary technology

Market specific strategies - ACOs, IPAs and Ancillaries based on Market Dynamics

## Services

### Practice Management

*Revenue Cycle, Performance Management, Support Services*

### Value-Based Care

*Medical Economics, Contracting, Medical Management, Network, Documentation and Training*

### Technology & Analytics

*Single-instance EHR, Virtual Health, Data Analytics & Reporting, Clinical Analytics, Health Event Engine*

## Segments



Aligning incentives with physicians and those that fund healthcare

# TRANSITION TO VALUE



## FEE FOR SERVICE

- Not positioned for value
- Entrenched interests
- Inflexible technology
- Expensive & inefficient model

★ **Succeed in both fee for service and value-based care**

★ **Grow markets by engaging providers in an aligned capital-efficient model**

★ **Scale across diverse markets**

★ **Drive transparent group culture**

## VALUE BASED

- Niche players
- Medicare Advantage focused
- Difficult models to scale
- Highly dependent on shift to value

### Select Examples

Large Health Systems  
IPAs  
Concierge/Subscription Model  
Onsite Models  
Urgent Care





## Market Presence\*

Maryland

Virginia

District of Columbia

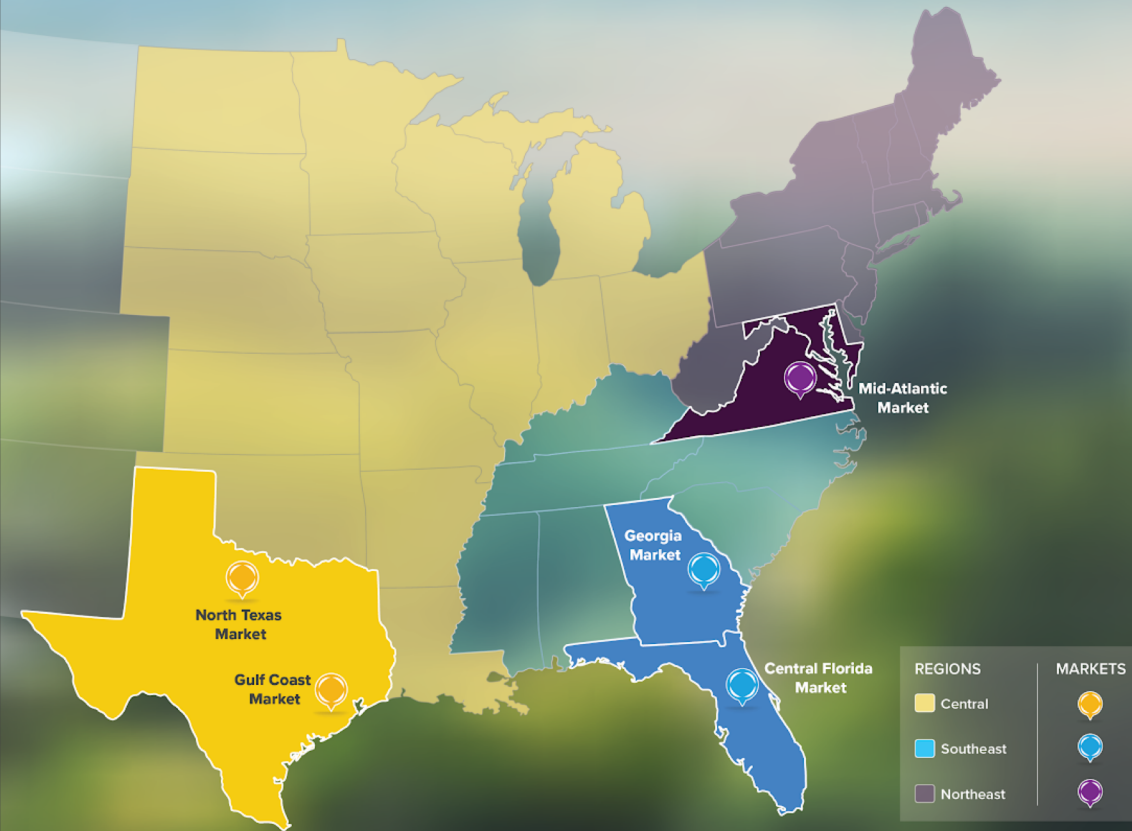
Georgia

Florida (Central)

North Texas (Dallas-Fort Worth)

South Texas - Gulf Coast (Houston, Austin)

\*Does not reflect new geographies under development





**2,500+**

Privia Health  
Providers

**97%**

Privia Provider  
Renewal Rate

**Growth**

One of the Fastest Growing  
Independent Medical Groups  
in the United States



**2.6M**

Patients

**658K**

Attributed  
Lives

**190K**

Medicare Advantage &  
MSSP Lives



**\$4 Billion**

Medical Cost  
Under Management

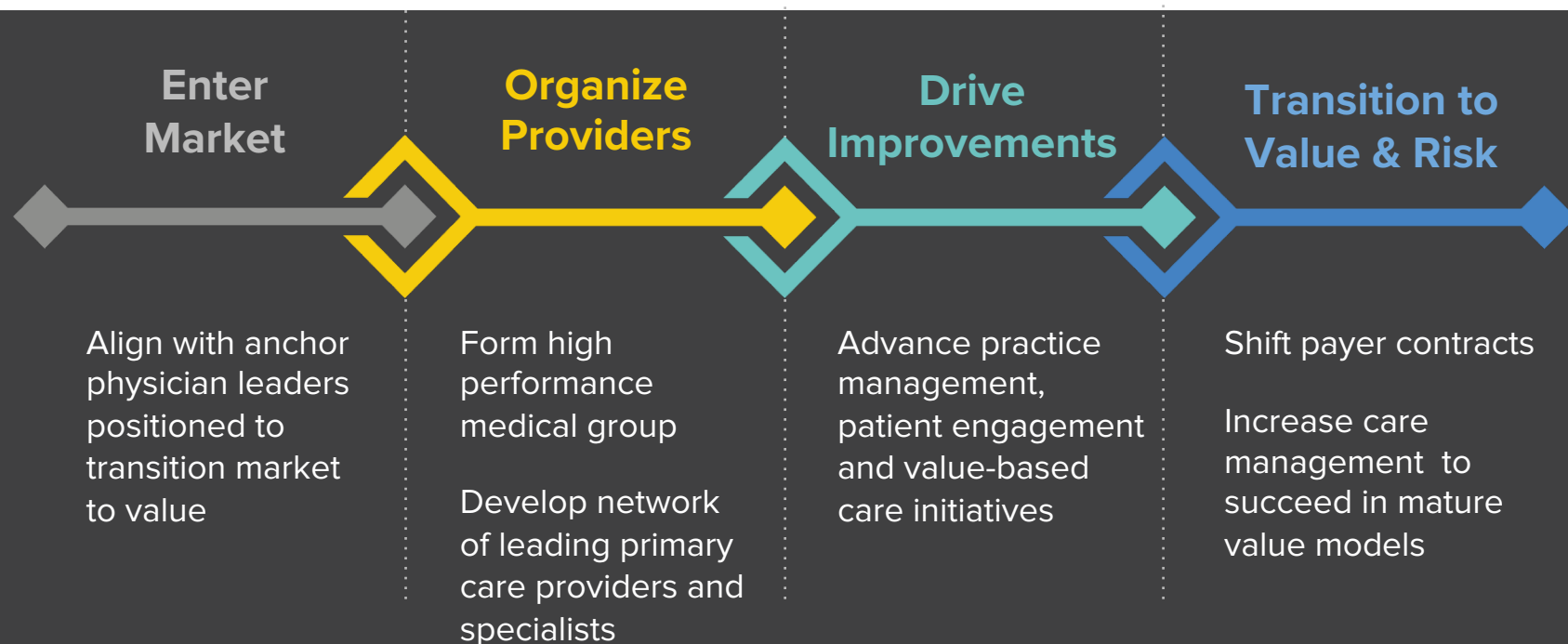
**\$110M**

Total Savings  
Generated in 2017

**4X**

HFMA MAP Award Winner  
For High Performance in Revenue Cycle  
**2015, 2016, 2017, 2018**

## REPLICABLE MODEL TO ENTER AND MOVE MARKETS TOWARD TRANSFORMATIONAL VALUE



# TRANSFORMATIONAL JOURNEY

Methodical process to move providers and the market to value

1

## Practice Fundamentals

*Stabilize the practice to create a successful base*

2

## Enhanced Experience

*Upgrade the patient experience*

3

## Fundamentals of Value

*Execute on the fundamentals of value-based care*

4

## Comprehensive Care

*Take greater responsibility for the totality of patient care*

5

## Advanced Clinical Model

*Redesign practice to succeed in mature value models*

PRIVIA CAPABILITIES | PROVIDER EXPECTATIONS | KEY METRICS

EHR & Patient Portal  
Revenue Cycle  
Payer Contracting  
Performance Mgmt  
Reporting

Practice Websites  
Online Scheduling  
Virtual Visits (10,000+)  
Patient Outreach  
Satisfaction Surveys

Membership Growth  
Risk Adjustment  
Quality Measures  
POD Engagement  
Value Reporting

Total Cost of Care  
Referral Management  
Care Management  
Palliative Care  
Behavioral Health

Advanced Practitioners  
Network Delegation  
Inpatient Mgmt  
Risk Positioning  
Virtual Assistant

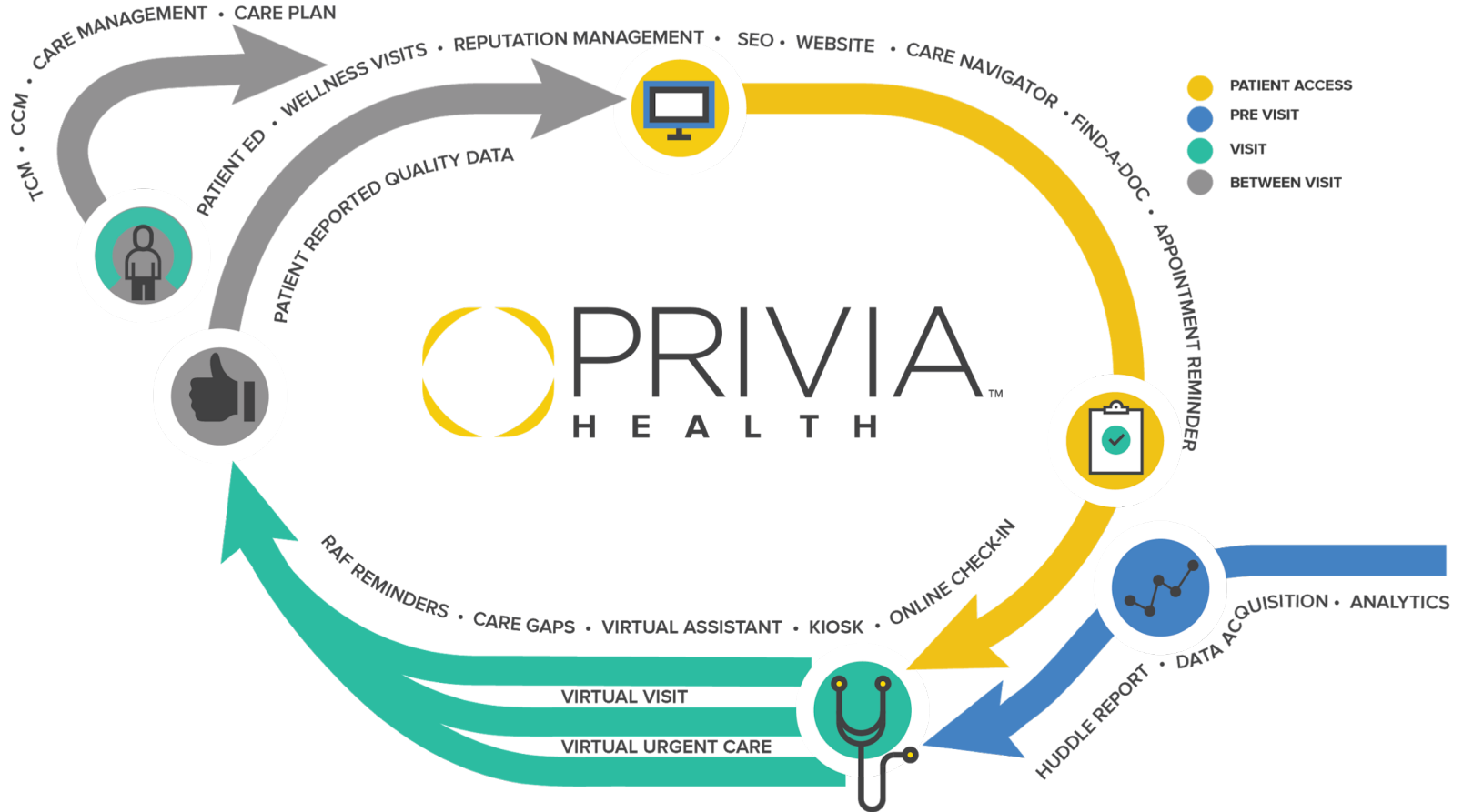




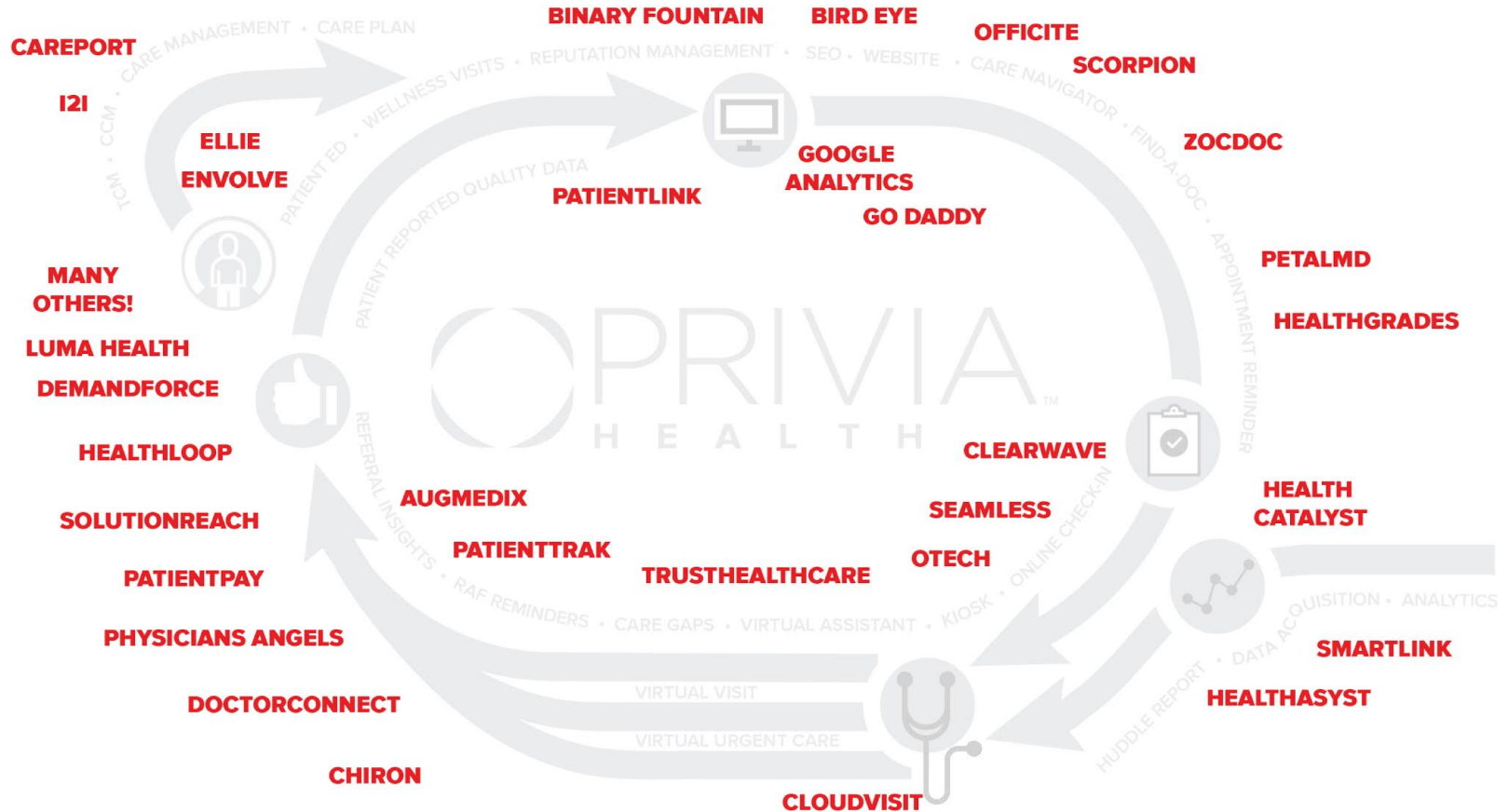
## PROPRIETARY TECHNOLOGY PLATFORM

Privia's single instance cloud-based technology platform  
integrates across the clinical and  
patient experience to improve outcomes

# PRIVIA PROPRIETARY TECHNOLOGY PLATFORM



# OUR PLATFORM ELIMINATES COMPLEXITY OF BUYING 30+ TOOLS





PRIVIA<sup>TM</sup>  
HEALTH

Securing the Future of  
**INDEPENDENT  
PROVIDERS**