

Health care savings soar high into the clouds

See how EMC saved health care costs by

\$523,000

in 5 months by offering their associates telehealth as an option for complete medical care.



EMC is a global leader in enabling businesses and service providers to transform their operations and deliver information technology as a service (ITaaS). Fundamental to this transformation is cloud computing. Through innovative products and services, EMC accelerates the journey to cloud computing, helping IT departments to store, manage, protect and analyze their most valuable asset — information — in a more agile, trusted and cost-efficient way.

EMC²

48,000 people worldwide - 400 sales offices - 86 countries around the world.

Why we chose telehealth

EMC has a solid track record of being ranked among the “Best Places to Work” because of our commitment to supporting our employees and their families. This includes embracing new technologies and care models that provide them with convenience while fostering a healthy, productive working environment.

Telehealth allows our employees to connect with top tier physicians who provide quality, affordable care. As a global company, there are tremendous advantages in our traveling professionals’ ability to get telephonic medical advice (in fluent English) and an American-based treatment plan whenever they need it.

Communication strategy

- Corporate awareness campaign
- Well timed series of communications prior to going live
- Plan design included self insured, fully insured and non-enrolled members
- Zero member contribution company wide

TELADOC **EMC²**

Coming Soon:
24/7/365 access to a doctor

A welcome kit is being mailed to your home with instructions for setting up your Teladoc® account, completing your medical history and requesting a consult. Once you're set up, a **Teladoc doctor is always just a call or click away.**

WHEN CAN I USE TELADOC?	GET THE CARE YOU NEED	MEET OUR DOCTORS
Teladoc does not replace your primary care physician. It is a convenient and affordable option for quality care.	Teladoc doctors can treat many medical conditions, including:	Teladoc is simply a new way to access qualified doctors. All Teladoc doctors:
• When you need care now • If you're considering the ER or urgent care center for a non-emergency issue • On vacation, on a business trip, or away from home • For short-term prescription refills	• Cold & flu symptoms • Allergies • Bronchitis • Urinary tract infection • Respiratory infection • Sinus problems • And more!	• Are practicing PCPs, pediatricians, and family medicine physicians • Average 15 years experience • Are U.S. board-certified and licensed in your state • Are credentialed every three years, meeting NCCA standards

With your consent, Teladoc is happy to provide information about your Teladoc consult to your primary care physician.

Talk to a doctor anytime for \$40 or less!

Teladoc.com
[Facebook.com/Teladoc](https://www.facebook.com/Teladoc)

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John, you now have 24/7/365 access to a doctor!

Teladoc® gives you anytime access to a national network of U.S. board-certified doctors and pediatricians who can resolve many of your medical issues through the convenience of phone or video consults.

TELADOC **Talk to a doctor now for \$40 or less**

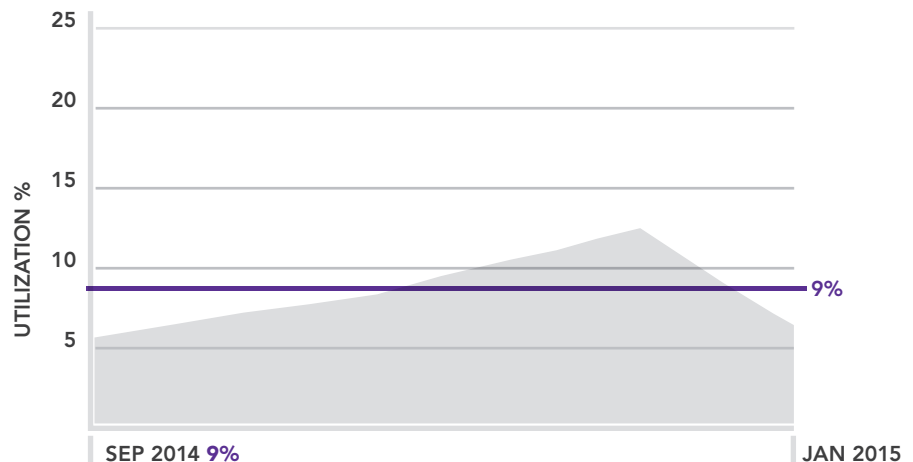
Exception - HSA

Let's do the numbers

5-month utilization

Monthly utilization is strongly influenced by seasonality. Communication campaigns help increase awareness, use of the service and savings.

■ Utilization %, Annualized



If their associates hadn't gone to Teladoc, where would they have gone?*

79%

Office/Urgent



26,587
Employees

6%
Did Nothing

15%
ER

When an associate is unable to see their primary care physician, they may turn to an expensive alternative to get the care they need.

* Teladoc reporting

By redirecting care from ER and office visits, Teladoc delivers better resolution and savings.**

AVERAGE COST PER EPISODE

** Episode of care: Includes initial encounter and any subsequent utilization of follow up office visits, hospitalization, or ER utilization, resulting from initial encounter within a 30 day window for same and related diagnoses



ER
\$2,661



Office/Urgent Care
\$191

$$\$422,000 + \$101,000 = \$523,000$$

Total redirection savings

Productivity savings

Total savings

"I used Teladoc the first day it went live. The registration process was easy and I received a call from the doctor **within 5 minutes** of the request. I was extremely satisfied with the service and it put my mind at ease regarding my son's issue."

EMC EMPLOYEE



"Within an hour a physician called me and I was able to get a prescription for an antibiotic. The Teladoc website is very user friendly and easy to navigate. The physician I spoke to was professional and open. **My overall experience was easy and straightforward** and I would not hesitate to use the service again. I can truthfully say that Teladoc saved my Christmas!"

EMC EMPLOYEE



Top 5 diagnoses

1. Sinusitis
2. Bronchitis
3. Pharyngitis
4. Upper respiratory infection
5. Rash and skin eruption



Top 5 prescriptions

1. Amoxicillin
2. Flonase
3. Augmentin
4. Azithromycin
5. Zithromax

Confidence in numbers

14min

Avg. physician response time

97%

Rated the Teladoc service as "Good" or "Excellent"

93%

Rated the Teladoc physician as "Good" or "Excellent"

94%

Would use Teladoc again

Your goal is simple: offer a quality health plan while keeping costs low. Teladoc is the first and largest provider of telehealth consults in the nation, providing members with 24/7/365 access to a doctor via phone or online video. It's quality care, when and where your associates need it, at a price that will reduce your medical costs.



Why choose Teladoc?

There are many reasons to incorporate telehealth into your medical plan:

Quality care

All Teladoc physicians are U.S. board-certified, licensed in their respective state and are strictly credentialed to meet NCQA standards.

Happy employees

Teladoc saves your associates time and money by providing an affordable health care option they can use anytime, anywhere they happen to be.

Increase productivity

Associates no longer have to miss half a day of work for non-emergency medical care.

Improve ROI

We will give you a break-even analysis based on your specific data, follow it up quarterly with your actual ROI based on redirection and productivity, and then help you analyze your data and target high utilizers in order to redirect them to more cost-effective services.

Confidence in numbers

Teladoc is the most experienced telehealth provider in the U.S., with the numbers to prove it.

98+%

client retention

298,000

consults
in 2014

91%

medical
resolution

Stay in touch

Visit us

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1-855-362-6625

Individual results may vary. All material proprietary and confidential.

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Teladoc does not replace the primary care physician. Teladoc does not guarantee that a prescription will be written. Teladoc operates subject to state regulation and may not be available in certain states. Teladoc does not prescribe DEA controlled substances, non-therapeutic drugs and certain other drugs which may be harmful because of their potential for abuse. Teladoc physicians reserve the right to deny care for potential misuse of services. Teladoc phone consultations are available 24 hours, 7 days a week while video consultations are available during the hours of 7am to 9pm, 7 days a week.