

JVK MEDITECH

BioTek — PARTNERS

**JVK-Meditech
/BioTek Lab:
“An Office within
your Office”**



Who We Are

- JVK-Meditech/BioTek Lab is a National Ancillary Services Provider dedicated to building long-lasting relationships with medical practice groups to improve existing patients' quality of life by desensitizing environmental airborne allergies.
- We provide managed, turn-key allergy testing labs and customized immunotherapy treatment protocols.

Patient Encounter Flow From JVK-Meditech/Biotek

- Patient is seen for a typical office visit and presents with chronic environmental allergy symptoms
- Physician suspects allergy related cause, notes chronic history of allergy in chart, performs an ENT exam and requests an Allergy Test
- JVK-Meditech/BioTek employed Medical Assistant/LPN explains the test, obtains consent and performs an Allergy Skin Test in the BioTek/Meditech dedicated space in Physician's office



Patient Encounter Flow (Cont.)

- Test performed for the top 60 antigens (molds, pollens and dander)
- Results obtained within 15 to 20 minutes are recorded by JVK-Meditech/BioTek employee and delivered to Physician for interpretation
- Upon Physician determination that Immunotherapy is appropriate from patient history, test results and patient consent, JVK-Meditech/BioTek employee creates a customized serum under physician supervision



Patient Encounter Flow (Cont.)

- Treatment Delivery Model
 - Home-Based Immunotherapy
 - Initial Injection
 - In office with 30 minute observation
 - Ramp Up Dosing
 - Every 2 months in office under observation
 - Maintenance Dosing
 - Every other day at home
- JVK-Meditech/BioTek employee records changes in allergy symptoms at each follow up visit
- At the end of one year, Patient is retested to obtain objective desensitization results

Safety

- Eliminate contra-indicated patients
 - History of anaphylaxis
 - Severe asthmatics
 - Auto immune disorders
 - Beta blockers, pregnancy, etc
- EpiPen instruction and demonstration
- Gradual increases throughout the year
- Dosage strength increases in office

BioTek Behind the Scenes

- Insurance Verifications
- Scheduling/Follow-ups
- Expert 3rd Party Billing
- Denials Management
- Medical Policy Monitoring
- Medical Necessity Records



Benefits Across Entire Spectrum

- In Office Allergy Testing and Treatment in the Primary Care sector provides wide spread clinical and economic benefits across the entire health care system
- Benefits encompass the Patient, Provider, Healthcare System, Payer and Employers

Patient Benefits

- Immunotherapy
 - ONLY treatment method that alters the disease process
- Convenience
 - Significantly reduced Patient visits
 - Reduced Financial Burden
 - Ease of access and trust built with Primary Care provider

Provider Benefits

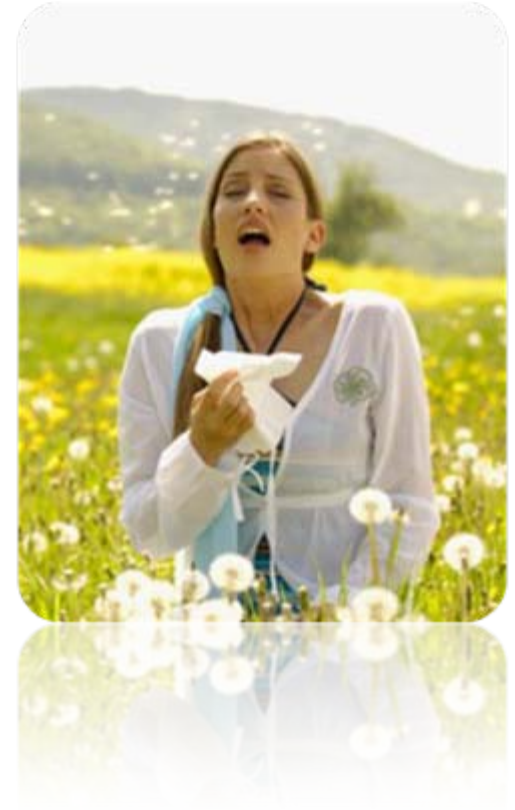
- “Medical Home” initiative by providing additional services for patients in-house
- Increased Patient compliance
- Continuity of Care
- Attract and retain Patients by offering new services
- Provide a treatment alternative to Patients that Physician does not believe would be compliant under a traditional allergist model
- Additional Physician compensation for services performed

Payer Benefits

- Down line cost savings related to reduced ED visits, pharmaceuticals and labor related to injections
- Better delivery mechanism for the right patients means greater compliance leading to healthier patients
- Access to previously underserved populations to provide new and more effective treatment protocols

The Numbers

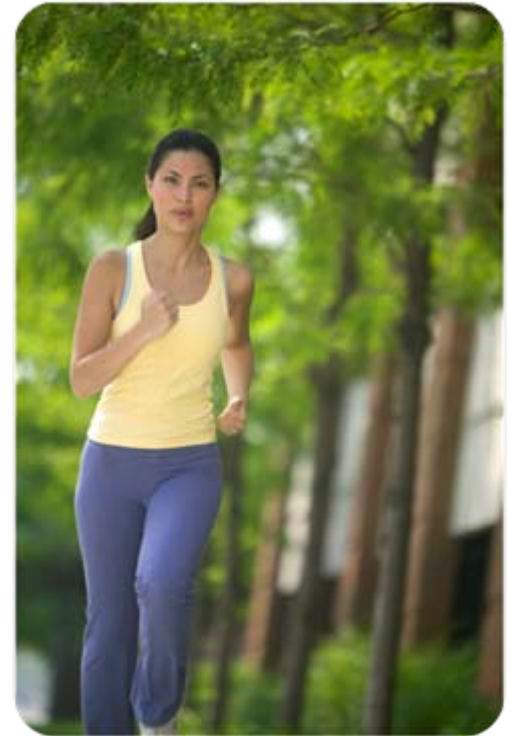
- The CDC states that over 1/3 of the U.S. population suffers from allergies or allergy related symptoms.
- Medicare and Medicaid put out a study identifying 1 out of 5 people in the U.S. have allergies that need treatment.
- Allergies are the 5th leading chronic disease and 3rd most common in children.
- An average doctor sees 25 patients/day; 22 medical work days/month = 550 patients visits/month.



The Numbers (Cont.) with Just 4%

Average patients seen per month per physician	500
Patient population with allergies (a)	<u>4%</u>
Patients per month tested	20
Average net benefit to practice per patient	<u>\$600</u>
Additional net monthly earnings	<u>\$12,000</u>
Annual Benefit to Physician/Practice	\$144,000

(a) CMS Guideline for patients with allergies that need treatment is 17%.



The following is an estimate of an average single physician practice.

A Bit about JVK-Meditech/Biotek Lab

- 85% Conversion Rate
 - Patients tested that agree to treatment
- 70% Compliance
 - Complete at least one year of treatment
- 85% efficacy
 - Complete or substantial desensitization

Costs to the Practice

- JVK-Meditech/BioTek provides all equipment, supplies and medical personnel and installs lab with no initial up front expense to the Practice;
- \$950 to train designated MA/LPN for program certification
- Basic Equipment necessary for the program (fridge, blood draw chair, storage cabinet, computer with internet access)

The Practice provides:

- 100-150 sq.ft. of dedicated space (no carpet or wallpaper for OSHA compliance)
- Phone line & internet access
- Sharps biohazard disposable service
- **Other than treating patients, that's it!**

JVK-Meditech/BioTek also Provides

- All the ongoing materials and supplies needed to perform testing and create all treatment sets;
- Extensive training and Ongoing needed certification for MA/LPN;
- Continued training of staff regarding clinical process updates;
- Implementation team ensuring successful start-up;
- Continuing updates of required medical records to meet standards and ongoing MA/LPN oversight;
- Access to Medical Director for peer to peer discussion;
- Ongoing insurance verification services for allergy program;
- Review and response preparation for insurance issues;
- License to utilize JVK-Meditech/BioTek's proprietary processes for clinical and billing application.

Next Steps

- Confirm space requirements
- Review and execute contract
- Measure and schedule lab installation
- Your lab is up and running in approximately five to six weeks!
- Immediate patient satisfaction and improved outcomes!





Living Allergy Free