

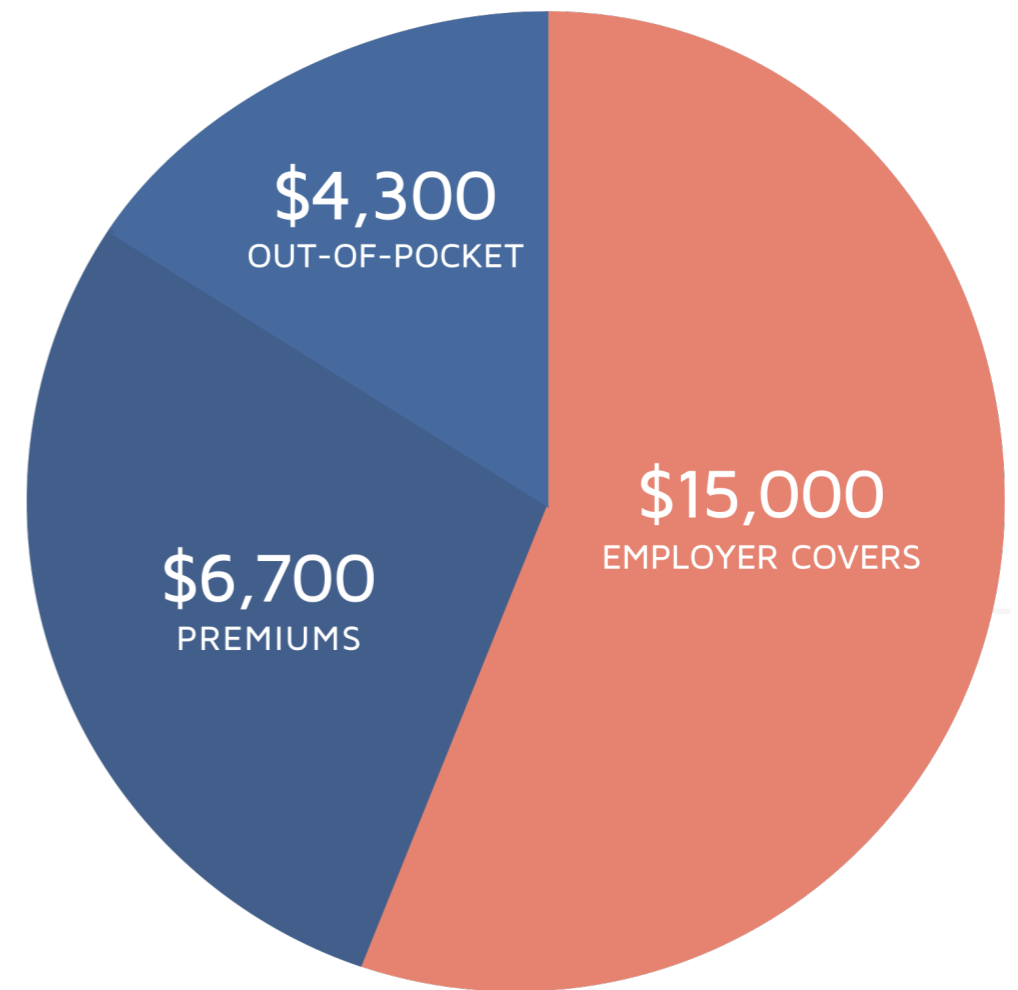
AblePay 

SIMPLE HEALTH SAVINGS



# Health Insurance Costs Too Much

- Average for a Family of Four
- Employer Contributes \$15,000
- Employee Pays \$11,000
  - \$6,700 in Premiums
  - \$4,300 in Out of Pocket

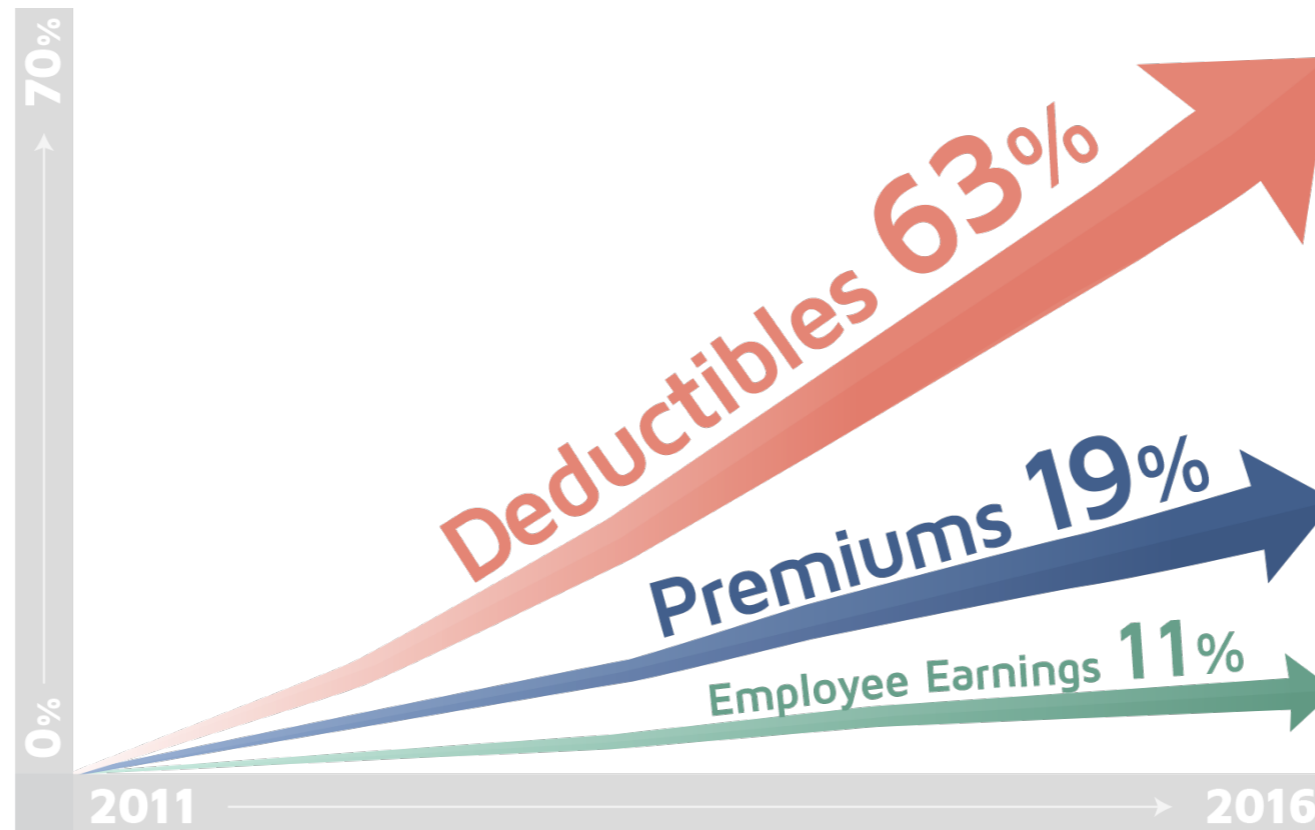


**\$26K**

**Cost of Insurance for  
a Family of Four**



# Employers Forced to Shift Cost

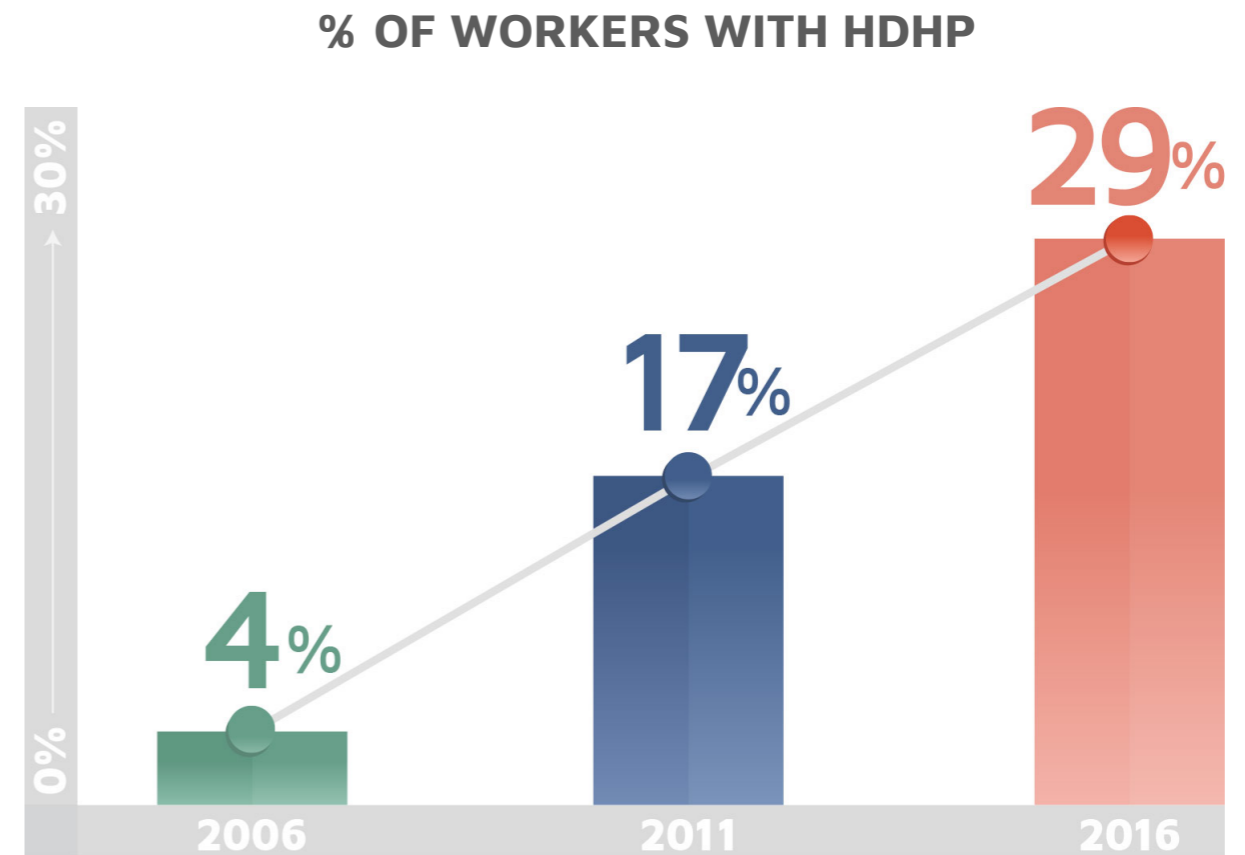


- Employers can't afford premium increases
- Forced to move cost to employees
  - Shift to Higher Deductibles
    - ▶ Lower Premiums
    - ▶ Cost only incurred if used



# Employers Forced to Shift Cost

- High Deductible Health Plans (HDHPs)
  - ▶ Started in 2006
  - ▶ Grew 50% in 2016
  - ▶ 1 in 3 Workers have HDHPs





What happens when  
Employers pass on this  
cost to Employees?



# Employees Simply Do Not Have the Money

- 69% of Americans have less than \$1,000 in savings
- 63% of Americans have to go into debt for \$500
- Inability to cover costs leads to avoidance of medical care and contributes to an unhealthy and unproductive workforce
- Unpaid medical bills are the #1 reason for bankruptcy in the US
- These concerns affect morale and directly impact your business!

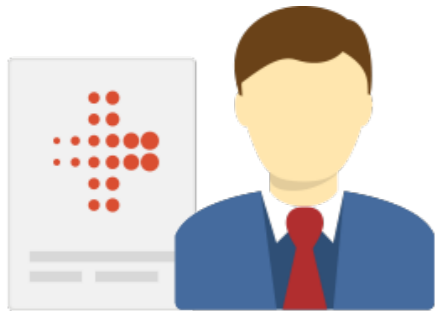


# What is *AblePay* Health?

AblePay Health is an Employee Benefit that Provides Discounts and Flexible Payment Terms for Out of Pocket Medical Expenses



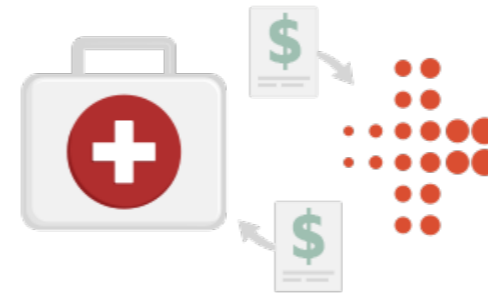
# How Does it Work?



AblePay Signs Up Employers



Employees Become Members, Show Card at Time of Service



Provider Bills AblePay  
AblePay Pays Provider



Member Pays AblePay





# AblePay Member Benefits

- **Discount**
  - ▶ 1 Pay 13% ACH, 10% Card
  - ▶ 3 Pays 10% ACH, 7% Card
  - ▶ 6 Pays 8% ACH, 5% Card
- **Extend**
  - ▶ Payment Terms up to 12 Months
- **Advocate**
  - ▶ Provider Claim Experts ensure accurate processing





# Savings Example

## CURRENT PLAN

Surgery Charge	\$10,000
Insurance Adjustment	(\$5,000)
<u>Insurance Allowable</u>	<u>\$5,000</u>
Insurance Pays	\$1,000
<b>Patient Pays</b>	<b>\$4,000</b>

## WITH ABLEPAY

Surgery Charge	\$10,000
Insurance Adjustment	(\$5,000)
<u>Insurance Allowable</u>	<u>\$5,000</u>
Insurance Pays	\$1,000
<b>Patient Bill</b>	<b>\$4,000</b>
AblePay Discount - 13%	(\$520)
<b>Member Pays</b>	<b>\$3,480</b>



# How Does AblePay Provide Savings?

- AblePay has a relationship with providers and has negotiated preferred rates
- Providers are willing to extend discounts since AblePay guarantees payment and ultimately reduces provider costs
- The net result is less money out of pocket for employees, while they satisfy deductible expenses 100%



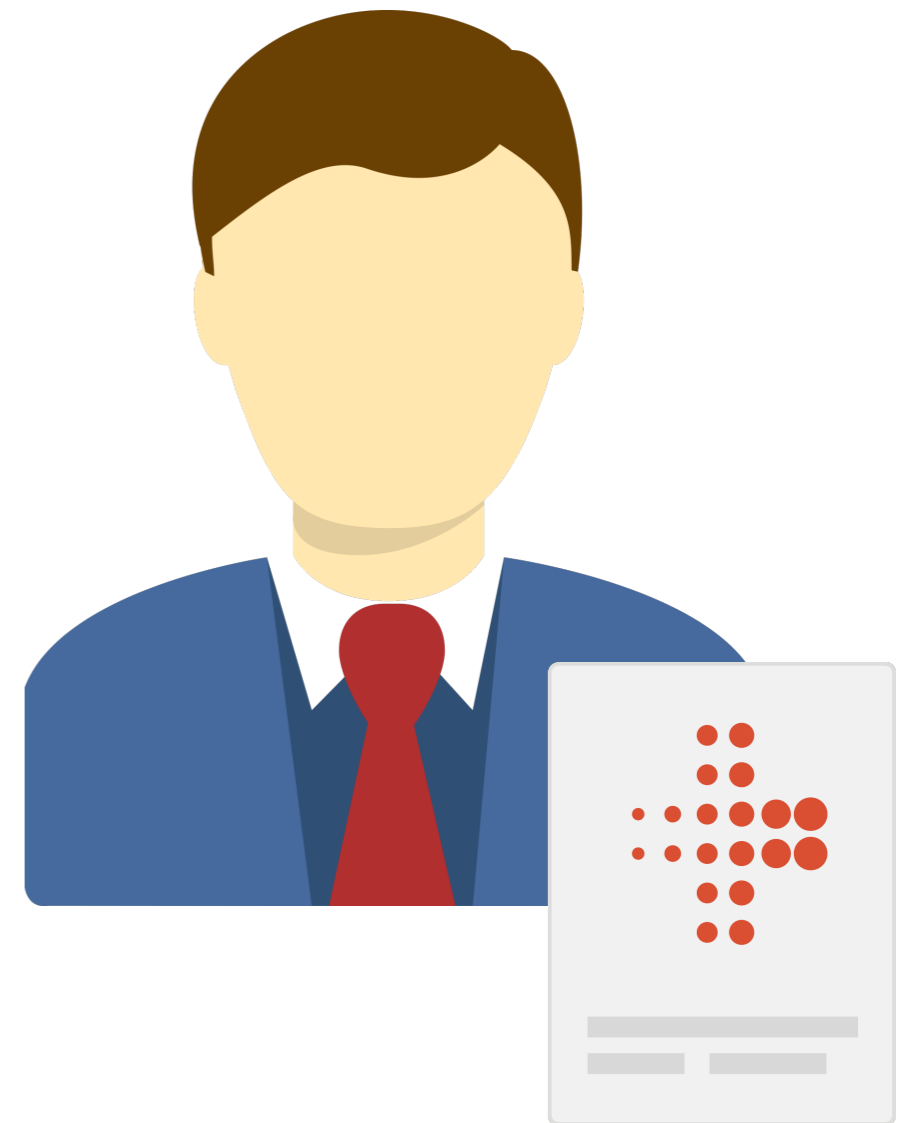
# Why Partner with AblePay?

- Simple economics for your employee to save \$
- Bolster current plan or assist in transitioning to HDHP
- An additional benefit to attract or retain employees
- Easy to implement, no additional work for staff



# How do I implement?

- Inform Employees of program
- Enrolled Employees will provide default payment info and receive Card
- Employee presents card at time of service
- Employee Starts Saving!



AblePay



SIMPLE HEALTH SAVINGS