



AURORA
ILLINOIS



Your trusted partner
in better health



Traditional healthcare in the U.S. is broken



Traditional “fee for service” healthcare

- Incentivizes specialists, medications & volume over value
- Transactional, Fragmented
- High Costs + Poor Outcomes
- *If the mayor has trouble getting an appointment and navigating the complexity, how about everyone else?*



Advanced Primary Care Model

- Same Day / Next Day Appointments
- Focus on Patients – Not Billing & Volume
- Improved health outcomes
- Reduced health spend
- Great experience for plan sponsors, providers and patients

You can leverage your healthcare spending to transform the health of your people and improve a broken healthcare system.

Challenges for the City of Aurora:

Access: both primary care and occupational health

Bloomfield Project: adds to services available for employees + families

Quality Care: occupational health vendor dissatisfaction

Improving Law Enforcement Health

Costs Beyond the Health Fund

Third-Party Liability Costs

Rockford City Council OKs \$1.1M settlement with Mark Anthony Barmore estate

rrstar.com Dec. 15, 2014

Pension Costs

Rockford police officer in shooting gets disability pension

rrstar.com Nov. 8, 2011

Management / Disciplinary Costs

Exclusive: Rockford cop's firing over DUI arrest entangles three other officers

rrstar.com April 30, 2016

Community Costs

Protesters arrested for second straight day in Rockford

rrstar.com Aug. 2, 2020

Personal Tragedy

Retired cop Greg Lindmark dead of apparent gunshot wound

rrstar.com Feb. 9, 2015

The High Cost of Poor Health

An Ongoing Crisis

Study: Police Officers and Firefighters Are More Likely to Die by Suicide than in Line of Duty

A white paper commissioned by the Foundation has revealed that first responders (policemen and firefighters) are more likely to die by suicide than in the line of duty. In 2017, there were at least 103 firefighter suicides and 140 police officer suicides. In contrast, 93 firefighters and 129 police officers died in the line of duty. Suicide is a result of mental illness, including depression and PTSD, which stems from constant exposure to death and destruction.

rudermanfoundation.org/white_papers/police-officers-and-firefighters-are-more-likely-to-die-by-suicide-than-in-line-of-duty/





Our Worksite Care Model

Lighting the way to better health

We provide advanced primary care & total population health services through a value-based (not fee-for-service) payment model – helping millions of people to live their healthiest lives, one patient at a time.



Who We Are: Transforming healthcare

Access Onsite. Nearsite. Virtual Anywhere.



680+

Health centers
across 41 states



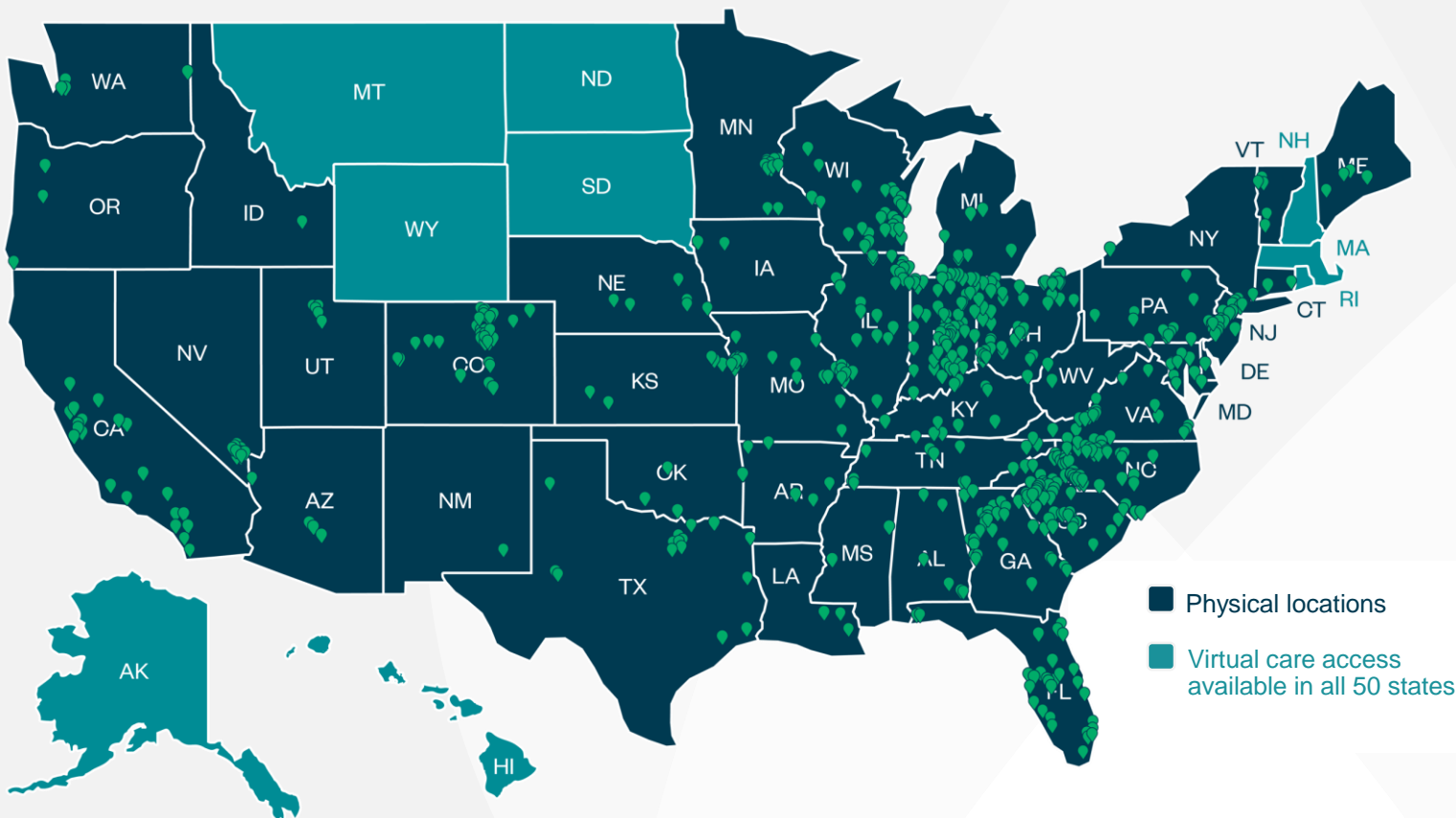
1,050+

Marathon
Healthcare Providers



2.5M


Eligible lives




1. As of February 2024
2. Internal analysis of gross savings across 80 clients and 170K lives against average 6.5% trend.


Experience with public sector organizations

150+ 
public sector clients

66% 
average engagement for
high-risk employee members

98% 
member satisfaction

390,000+ 
total eligible members
(employee + spouse + dependents)

3:1 ROI 
typical savings per year
by year 3 of operations



What We Deliver: Core + Enhancements



Additional services



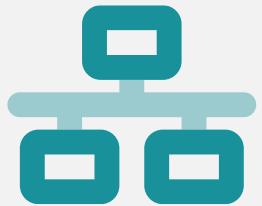
The Marathon approach



1

**Build deep relationships
with our patients & clients**

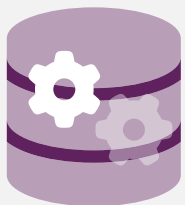
Accessible | Affordable | Approachable | Individualized



2

**Integrated clinical model grounded in
primary care & fixed-fee pricing**

Diagnostics | Condition management | Pharmacy | Physical therapy | Mental health | Value-driven referrals



3

Fully enabled by technology

Comprehensive data sourcing | Advanced analytics | Actionable data | Personalized engagement

Occupational health **philosophy & approach**

- Engaging the population in a manner that aims to educate on injury prevention
- Identifying opportunities for early intervention to avoid injury
- Integrated client approach across HR, Medical, and Occ Health
- Strategic vision for evolution with the employee population



How it Works for City of Aurora

Health Center Operating Costs

Health Center Fees

	Year 1	Monthly Flat Rate
Health Center Operating Fees*	\$ 995,150	\$ 82,929
1.0 FTE LCSW (Livebetter - Onsite Option)	\$ 186,280	\$ 15,523
Total Health Center Operating Costs	\$ 1,181,430	\$ 98,452
Estimated cost of drugs and/or labs	\$ 67,613	\$ 5,634
Total Health Center Costs	\$ 1,249,043	\$ 104,087

Notes:

- *Health Center operating cost includes: staffing, IT costs and licenses, supplies, phone/internet, printing & marketing, overhead, management fee. Incentives may also be considered an additional cost if the employer/fund chooses to offer these to encourage participation and utilization in the program.
- The pricing set forth in this document is valid for 6 months from the date of the presentation. Marathon Fee is assumed to increase 5% Year over Year. Additional Fee increases will apply if staffing adjustments are proposed.
- The above pricing assumes Health Center eligibility of 3,444 City of Aurora, IL members and 3,444 total Health Center eligibles; final pricing may be subject to change based on actual Health Center membership and market dynamics. Marathon Reserves the Right to renegotiate health center fees if population changes by more than 10%.

Staffing: 1 M.D., 2 Medical Assistants

Licensed Social Worker / Mental Health Therapist: \$186,280 annually for onsite 40 hour / week care; no visit limits for patients

Valuable Solutions. Measurable Results.

Financial Success Measures



Urgent Care/Emergency Room
10-15% savings



Primary Care
20-25% savings



Labs + Rx
15-20% savings



Overall Plan Impact
1-3%

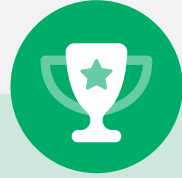
Measuring success + performance guarantees



Are people
using the health
center?



Member engagement



Do they love their
experience?



Patient satisfaction



Is their health
improving?



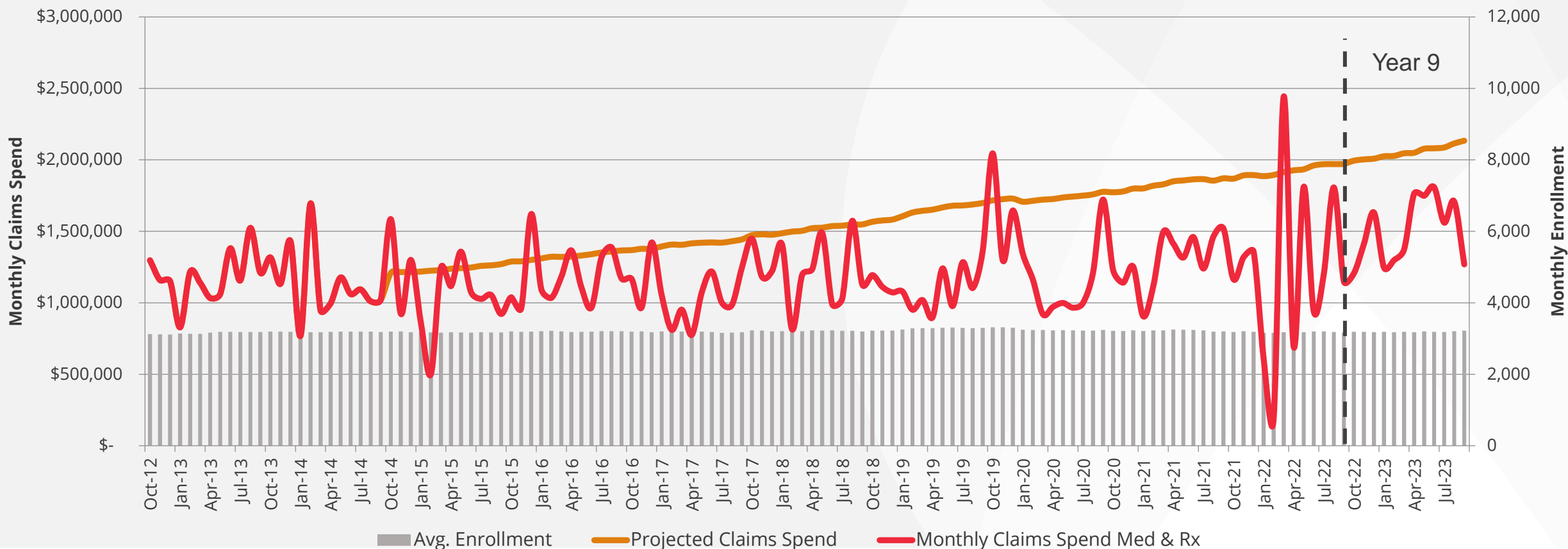
Clinical quality measures



Sample Claims Trend Analysis

City of Rockford, IL – Total Claims Since Go-Live*

Year 9 claims \$6.6M below projection (savings)
Cumulative claims \$44.5M below projection (savings)



*Slide presented to the City of Rockford City Council during council meeting, Dec. 4, 2023.



Success story

City of Charlotte

Industry: Municipality

Goal: City of Charlotte aimed to boost wellness service engagement, prioritizing wellness team referrals for pre-diabetics to improve A1c levels and address social determinants of health.

Solution:

- Six Network health centers with extended weekend and evening hours
- Access to a clinical care navigator, health coaches, behavioral health specialists, a physical therapist, and a certified diabetes educator
- Participatory incentives and increased member communication
- Leverage department specific wellness ambassadors



Positive impact for clients and workforce



84%

Employee
engagement



99%

Patient
satisfaction rating



95%

Prediabetic patients
improved or maintained A1c



\$1.98:\$1.00

Total ROI over
4-year engagement



Supporting Public Safety Member Health

Strategies for Driving Engagement & Outcomes

- Targeted outreach for first responders and other employee groups.
- Behavioral Health Counseling supports individual member and family needs.
- Alignment & Coordination with Occupational Health, EAP, Peer Support and other programming.
- Reporting / Monitoring engagement by member category.
- Annual Client Forum / Best Practice Sharing



Sharing Best Practices: Public Sector Session at Marathon Health Client Forum

