



Private Health
Management

TURNING HIGH-COST CLAIMS INTO HIGH-VALUE CARE

A Guide to Effectively Navigating the Most Serious & Expensive Medical Conditions

September 3, 2025



About PHM



18 years

of experience managing the most **serious and complex cases** across a wide range of clinical issues

Multidisciplinary teams composed of **65+** experienced **PhD research scientists and clinicians** personally connect employees to leading experts for comprehensive, high-quality support

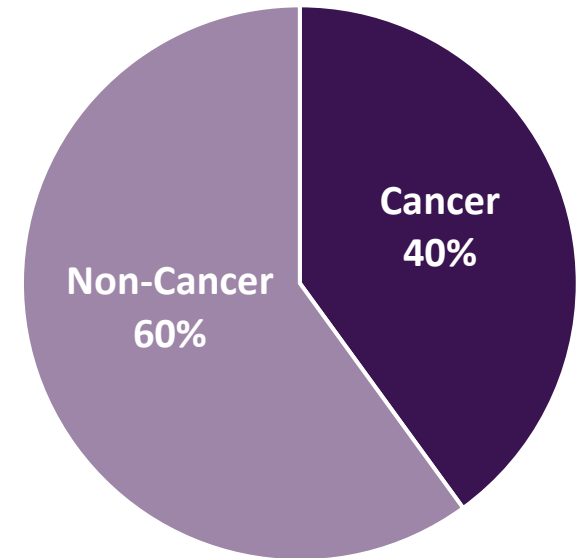
>100 employers

15+ industries

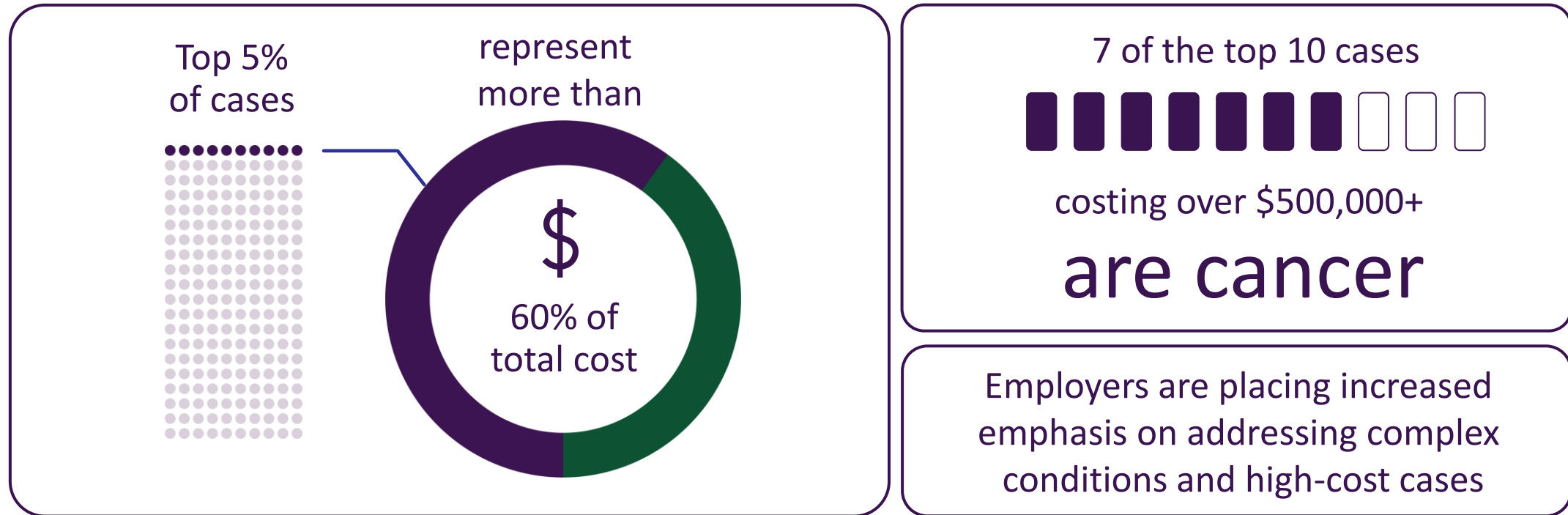
Deep relationships and access to **top medical experts:**

- PHM Consulting Physician Partners
- Specialist Expert Opinion Network
- Curated Treating Provider Referrals

PHM expertise across diverse health issues



Focusing on the Most Consequential Cases



The high-cost cases are where the deficiencies of our health care system are most consequential in terms of unnecessary cost and quality deficiencies

Closing Gaps in Care



Treating serious and complex conditions in the U.S. healthcare system reveals deficiencies

-	Adequate information about the clinical issue(s)	+	Comprehensive clinical assessment
-	Sufficient time with the patient	+	Patient advocacy and support system
-	Knowledge of the latest data-supported treatment advances	+	PhD-led research to identify precisely the right answers
-	Coordination with other physicians or providing logistical support	+	Comprehensive care coordination and logistical support
-	Referrals to the best specialists for the specific condition	+	Clinical and institutional independence and vast network of providers



About Ropes & Gray LLP



3,000+ attorneys and staff worldwide



15 offices across US, Europe, and Asia



139,000+ pro bono hours in 2024



14 consecutive years on A-list of elite firms



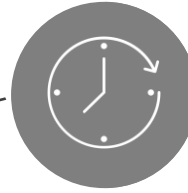
Top 3 Law Firm by *The American Lawyer* for 9 years



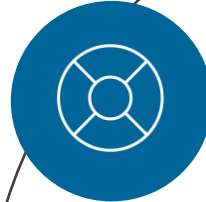
ROPES & GRAY

The challenges we set out to solve

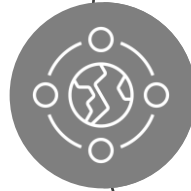
A high-performing, time-constrained population



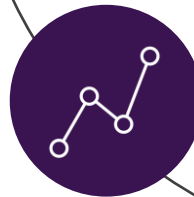
A strong desire to support **colleagues** facing serious or complex medical issues



A geographically dispersed workforce



Escalating **high-cost claimants** creating volatility in our benefits spend



A commitment to **exceptional care** for our people



Implementing a Healthcare Benefit that Employees Trust and Employers Value



4,200 covered members employees + dependents on health plan

Our Health Challenges

~2% of population accounts for **~40%** of plan spend

Top **20** high-cost cases drive **~20%** of plan costs

~1% of the population have active cancer and drive **~15%** of plan spend

Value to Our Colleagues

- Trusted partner
- Faster access to the right care
- Compassionate care
- Family support
- Navigating a complex system

Value to Our Firm

- Take care of our people
- High colleague satisfaction
- Avoided unnecessary intervention
- More control over high-cost claims
- Innovator in health benefits

The Partnership Timeline

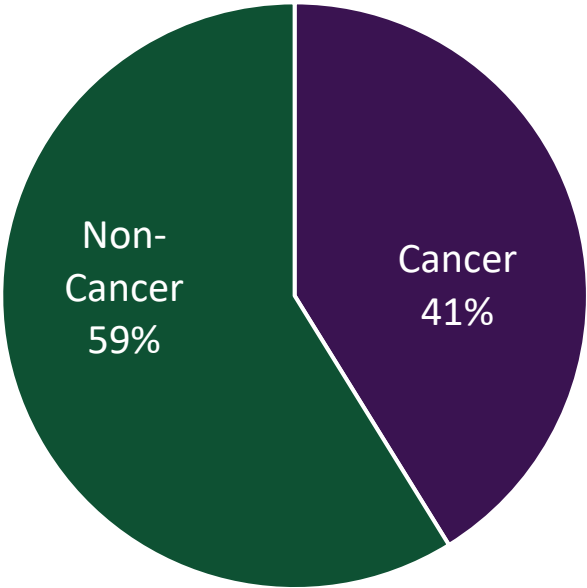


Partnership Success: Collaboration in all aspects including contracting, ecosystem integration, claims data collection, employee engagement, and issue resolution

Diverse Set of Conditions Addressed in Q1 2025



Health Condition (Non-Cancer)	%
Congenital disorder	20%
Injury	20%
Genitourinary disorder	20%
Respiratory disorder	10%
Orthopedic, musculoskeletal, or connective tissue disorder	10%
Ear disorder	10%
Endocrine or metabolic disorder	10%



Cancer Type	%
Breast cancer	29%
Suspicion of cancer / elevated cancer risk	29%
Pancreatic cancer	14%
Leukemia	14%
Multiple myeloma	14%

Our Impact



Advisory

5%

Of members typically drive 60% of spend

60%

Of spend tied to top 5 cancers

6x

Higher rate of acting on molecular profiling tests

Clinical

30%

Diagnosis changed

70%

Modification of treatment plans for optimal care

4x

Improvement in access to clinical trials

2-4x

Improvement in survival for late-stage cancers

Financial

20%

Average savings per complex case

15%

PHM clients avoided unnecessary treatments

2:1

Return on investment

Experiential

96%

Of employers say PHM improved employee health

92%

Of employers extremely satisfied with PHM experience

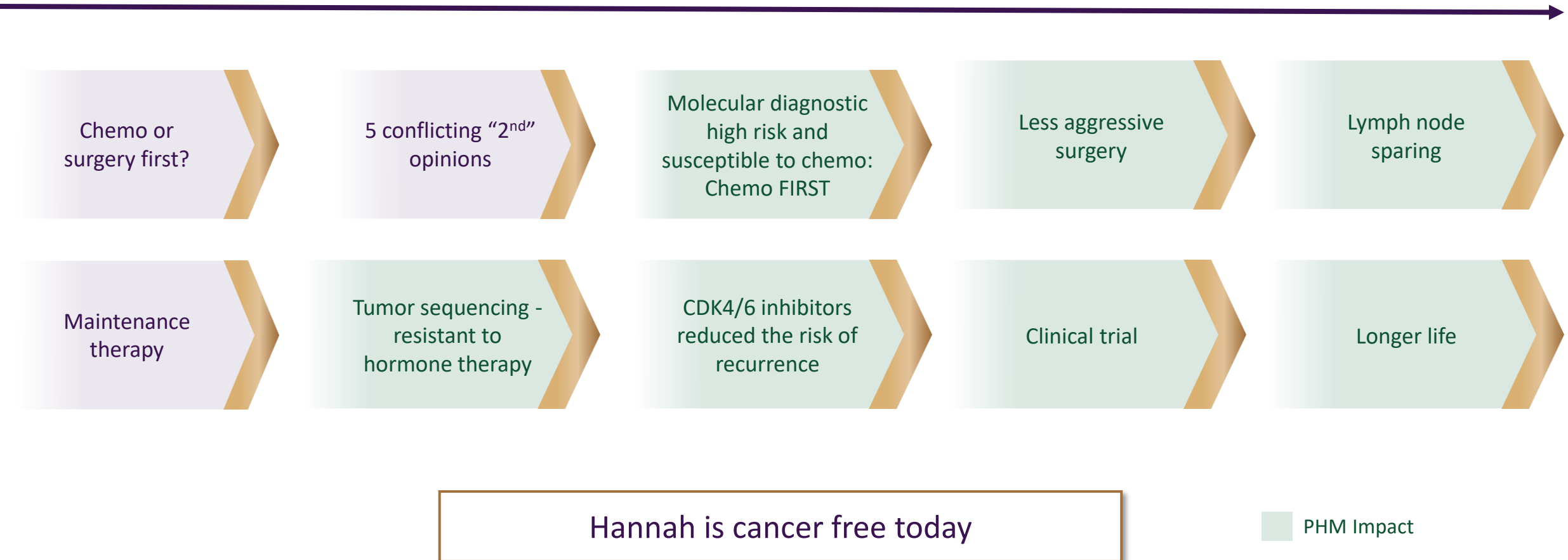


Precision Medicine Transforms Cancer Care

- 32-year-old woman
- Stage 2 high-risk breast cancer
- Phase 3 clinical trial
- Effective combination of targeted therapy and hormone therapy



Hannah's clinical story



Connect with Us



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Please visit the PHM exhibit booth **19**



Applied Health Intelligence For Benefits Leaders

Improving Cancer Survival: PHM's Impact on Cancer Care

JANUARY 2025

Better Cancer Care. Better Health Outcomes.

Private Health Management's Applied Health Intelligence Series on Cancer explores the complexity of cancer while highlighting the impact of precision oncology and personalized care. Supported by compelling data and real-world case studies, our approach reveals a better way to manage cancer care, leading to profound clinical and survival benefits.

A New Standard in Cancer Care

Our whitepaper, "Improving Cancer Survival: PHM's Impact on Cancer Care," is grounded in 15 years of data analyzed against the gold-standard registries from the National Cancer Institute. PHM's innovative model improves survival **2-4X** for advanced cancers.

Cancer Type	PHM Median Overall Survival (Months)	NCI Median Overall Survival (Months)	Improvement
Prostate cancer	79	29	Our clients survived over 4 years longer
Pancreatic cancer	14	4	Our clients survived 10 months longer
Breast cancer	67	28	Our clients survived over 3 years longer
Lung cancer	16	6	Our clients survived nearly 10 months longer
Colorectal cancer	40	15	Our clients survived over 2 years longer
Glioblastoma	15	10	Our clients survived 5 months longer

Optimizing Treatment Plans with Molecular Profiling

Our Molecular Profiling whitepaper, published in November 2023, showed that for PHM clients, molecular testing results were used **4-13X** more often than in standard clinical practice.

63% PHM clients vs **5-16%** Standard clinical practice

Clinical Trial Access to Cutting-Edge Treatments

Our Clinical Trials whitepaper, published in July 2024, showed that for PHM clients, clinical trial enrollment was nearly **4X** more than the U.S. estimate.

25% PHM Clients vs **7%** Current U.S. estimate

PHM's Proven Path to Effective Guidance

Our proprietary 4-step process provides our clients with critical insights at every stage of their journey.

- 1 Immersion**
Fully understand our client's medical history
- 2 Diagnosis**
Determine most accurate and complete diagnosis
- 3 Treatment Planning**
Identify promising treatment options and develop a personalized cancer care plan
- 4 Treatment Implementation & Monitoring**
Ensure proper implementation

We're here when you need us.

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See our Wall of Purpose
Stories that drive us



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