

# Handspring

**Behavioral health care  
for all children**

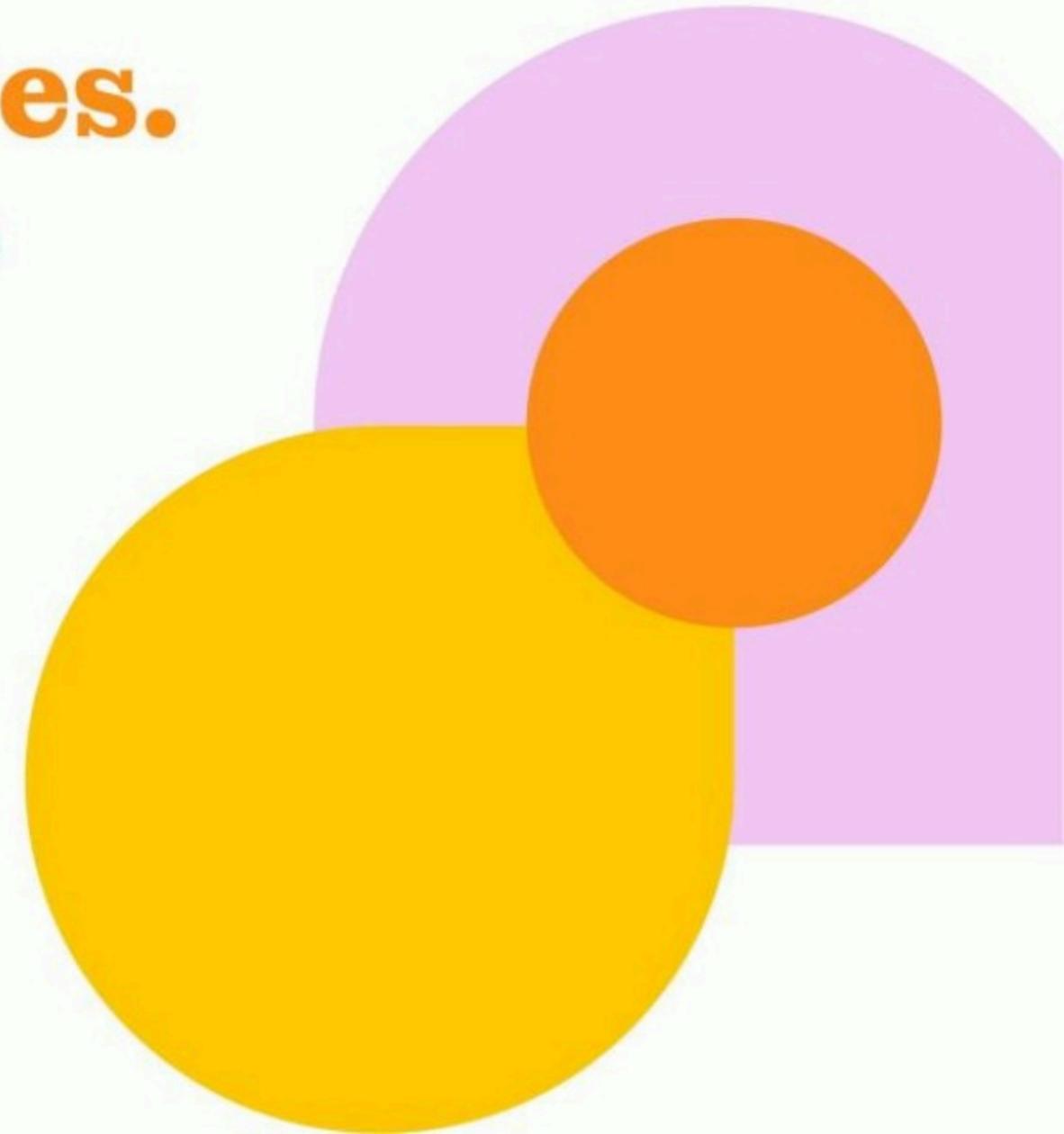


**Mission: To create a world where all children are empowered to lead resilient and fulfilling lives.**

**By making quality mental healthcare accessible to all families**

As the number of children suffering from mental health issues in the U.S. continues to rise, the healthcare system is failing them and their families.

Handspring is a modern clinic for children and families that provides quality behavioral health care that is more accessible, available, and affordable.



# Our founders



**Sahil  
Choudhry**

**Chief Executive Officer**

**Experience:**

- Cigna Ventures
- HCSC Ventures
- Citi Equity Research – Managed Care
- Willis Towers Watson Healthcare Actuary

**Board Roles:**

- Ginger / Headspace Health
- Octave Health
- Solera Health
- HCSC-Sanitas Primary Care JV
- Avalon Healthcare Solutions
- Cogitativo



**Kwasi  
Kyei**

**Chief Operating Officer**

**Experience:**

- Cigna Ventures
- BCBS Ventures
- Advisory Board Co (acquired by UnitedHealth)
- UBS Investment Banking – Healthcare

**Board Roles:**

- Octave Health
- AbleTo Health (acquired by UnitedHealth)
- Solera Health
- Cleerly
- OncoHealth

# Our leadership team



**Megan Martino, LCSW**

**Head of Clinical Operations**

**Experience:**

- Pediatric Psychotherapist
- UCLA Resnick Neuropsychiatric Hospital
- The Help Group Child and Family Center



**Amy Kranzler, Ph.D.**

**Director of Training & Consultation**

**Experience:**

- Clinical Psychologist
- Montefiore Health System:
  - Associate Director, CBT Training Program
  - Clinical Director, Adult DBT Program



**Adrian Cunanan**

**Head of Product**

**Experience:**

- Genoa Telepsychiatry (acquired by UnitedHealth)
- Blue Mesa Health (acquired by Virgin Pulse)
- Founder, ThriveStreams (mental health startup)

# Our advisors



**Gary Henschen,  
MD**  
Clinical Advisor

Dr. Henschen is a board-certified Psychiatrist and the former Chief Medical Officer for Behavioral Health at **Magellan Healthcare**



**Andrea Auxier, PhD**

Clinical Advisor

Dr. Auxier is a licensed Clinical Psychologist and the Chief Growth Officer for **Aware Recovery Care**. She was the Chief Commercial Officer for **New Direction BH**



**Doug Ghertner**

Advisor

Doug is the CEO of **IVX Health**. Previously, he was CEO of **Change Healthcare** (before its acquisition by Emdeon) and SVP of Client Solutions at **CVS**

THE PROBLEM

# A public health crisis

## Prevalence in Adolescents (13-18)



# 20%

20-25% of children in the U.S. have a diagnosable mental health disorder

# 50%

About 50% of children who need care do not receive it from a specialized behavioral health provider

THE PROBLEM

# The silent pandemic

**75–80 million**

Children & adolescents  
aged 0–18 yrs

**55–60 million**

Children & adolescents  
aged 5–18 yrs

**12–15 million**

Children & adolescents  
aged 5–18 yrs with  
a diagnosable mental  
health disorder

**40–50%**

of total behavioral health  
spend is attributed to those  
**26 yrs and under**

**24–28%**

of total behavioral health  
spend is attributed to those  
**18 yrs and under**

**20–25%**

of total behavioral health  
spend is attributed to those  
**aged 5–18 yrs**

## IMPACT

# Why it matters



### Supply Shortage

For those who do seek care, appointments often come with months-long waits.



### Unaffordable Care

Low availability of in-network providers has forced families to take the self-pay route, creating a significant financial burden.



### Lack of Appropriate Care

These issues have shifted the onus of treatment to pediatricians and family physicians, who often resort to prescribing medication or referring to an ED.

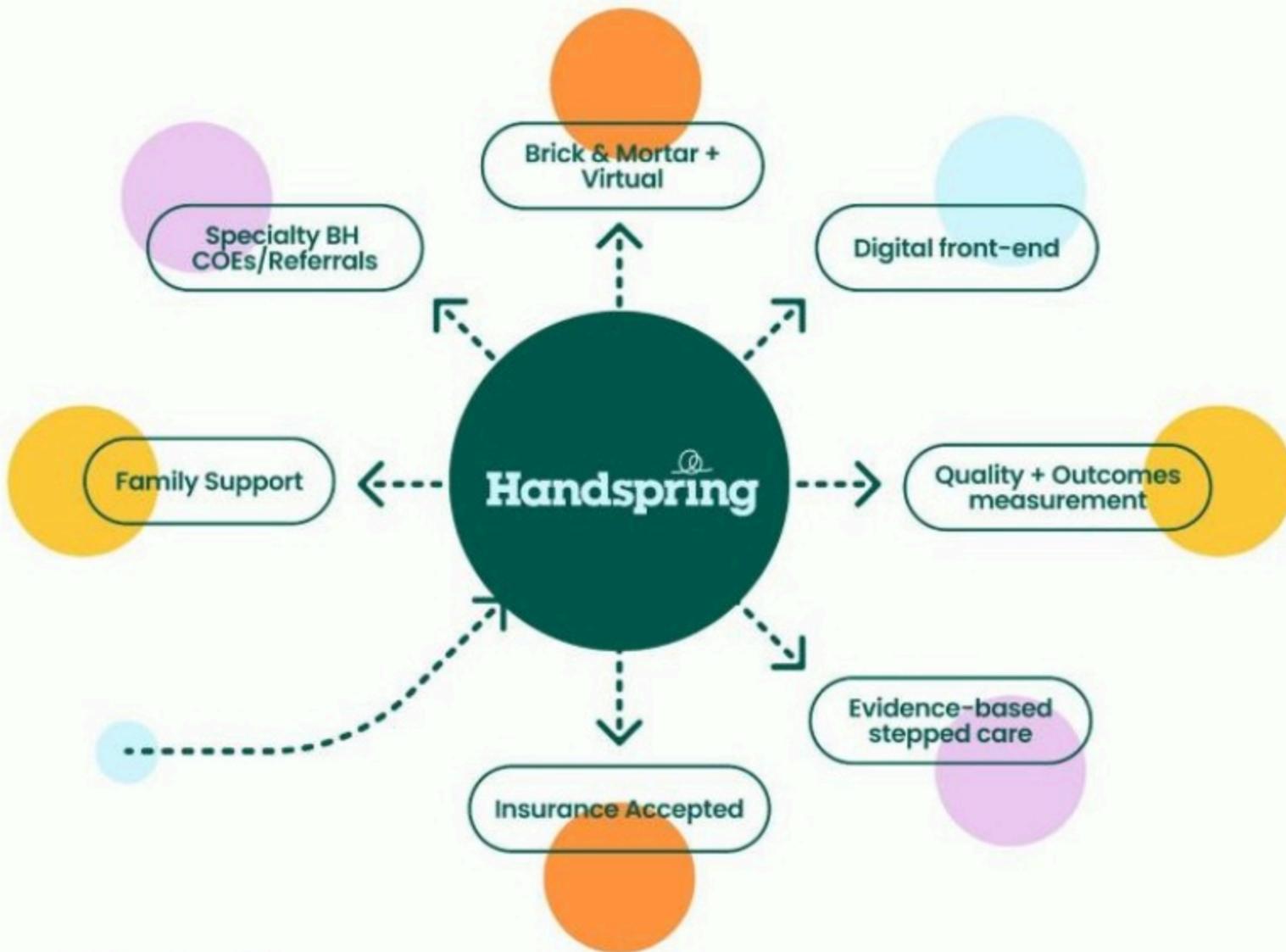
**50%**

of mental illness begins by age 14, and

**75%**

by age 24.

**Handspring** is a modern behavioral health clinic for children and families. We deliver an omnichannel care experience, via an evidenced-based care model, that is created to deliver the appropriate care at the right time via in-person clinics and a virtual care platform



# Our services

## Digital Care

*Virtual care, content-based learning and skill-building exercises for both parents and children; 24/7 access*

## Psychotherapy

*Integrated virtual & in-person experience*

## Psychiatry & medication management (late 2022)

*Integrated virtual & in-person experience*

## Care Coordination and Content

(using technology and non-clinical staff to make care more efficient and ease burden on clinical staff)

## Technology Platform

(member engagement & chat tools; outcomes & symptom tracking capabilities)

OUR VISION

# Building the biggest national multi-specialty pediatric practice with mental health at the center



TODAY

ADHD  
Anxiety  
Depression  
& other mood disorders

OCD  
Eating disorders  
Autism

Deeper integration with primary care

SMI  
Addiction

# Our beliefs

- **Virtual-first, not virtual-only.** Virtual is not enough. Virtual-only models are severely limited and address a small percentage of the target population, both from an age and acuity perspective. In-person care will be key to producing better outcomes and delivering care to those who need it the most. Our care model will be hybrid, and we'll triage families to the most appropriate modality for them.
- **A business model for all kids.** When we enter a market, we want to be able to care for the most kids in that market, regardless of their socioeconomic status or the level of benefits provided to their parents. This means working with payers and the state itself.
- **Affordability is key.** Expanding access means more than just technology to scale. It means affordability. In addition to being an in-network provider, we will build technology, deploy care extenders, and other approaches to make the care model efficient and reduce the financial burden on families.
- **To do pediatric care well, we need to specialize.** A care model for the pediatric population is very different from one for adults. As we grow, we will continue to address more needs for kids, rather than expanding vertically to the adult population.
- **Serve the clinicians.** What's always top of mind for us is how to build a company where clinicians want to work. We're a tech-enabled services company; technology is a key enabler, but our care providers are the most important asset.

Our omnichannel model and importance of in-person care

# Why we're hybrid

Virtual care is not appropriate for all children. Some need and deserve more hands-on attention

## 1 Appropriate Care

Virtual care is not appropriate for all children. As we move up the acuity spectrum or move down the age spectrum, children become very difficult to engage over video. There are other factors as well, including home environment and the ability of a clinician to speak to the child privately.

## 2 Competitive Advantage

All our competitors are virtual-only. They'll be limited to a smaller age spectrum and fewer conditions. As payers look to contract with a few companies, our unique model will stand out.

## 3 Recruiting Advantage

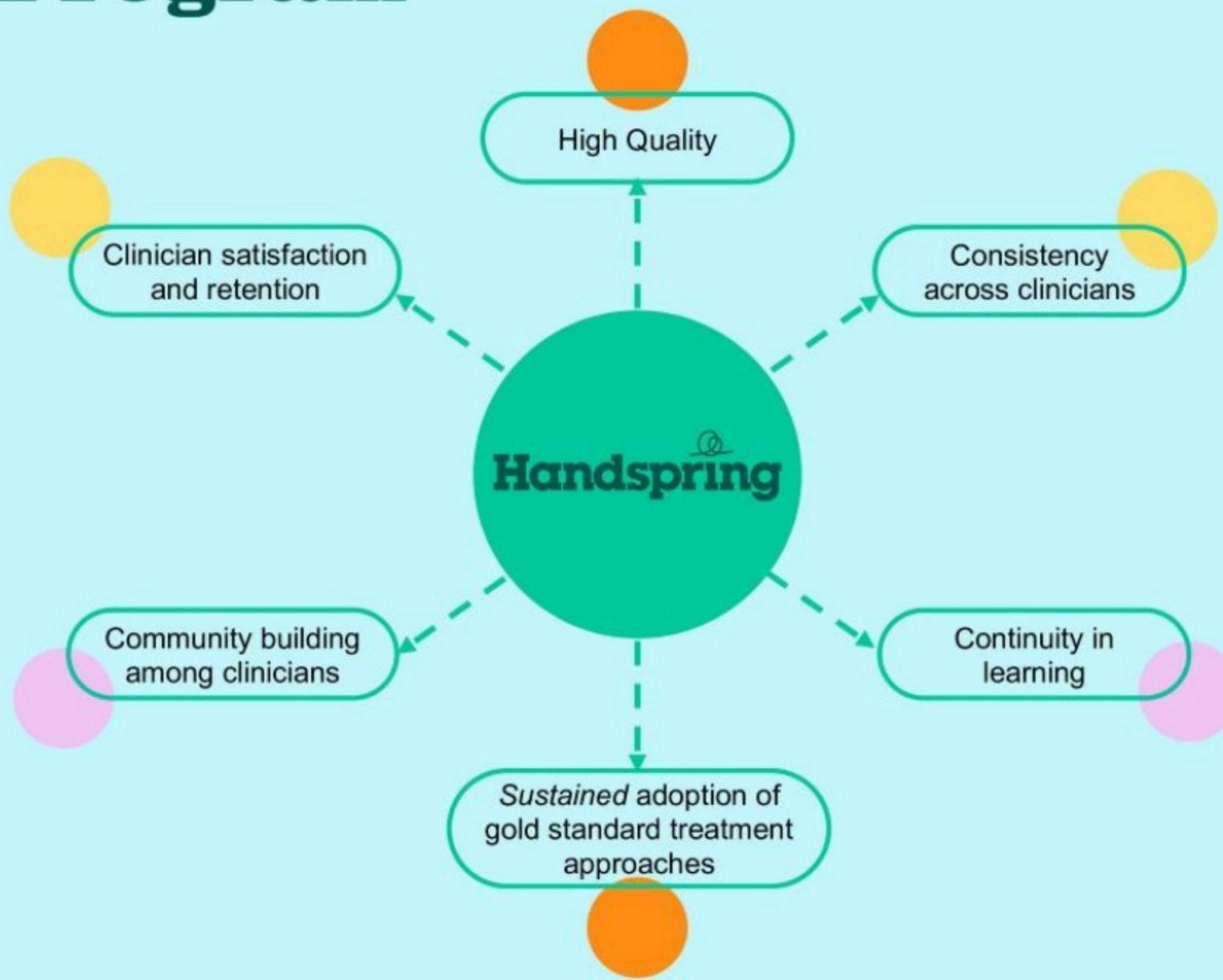
The ability to work both in-person and virtually is attractive to clinicians for a number of reasons. Providing mental healthcare can be a lonely job, and many therapists are suffering from burnout from the last two years. An in-person model allows them to participate in work culture and socialize with peers. They also prefer a model where they can treat patients with a wide variety of conditions and complexity.

## 4 Low Capex

Behavioral health is not like primary care when it comes to CAPEX. Our clinics need rooms and couches, not equipment and devices.

UNCOMPROMISING QUALITY

# Goals of our Training Program



# Thank you

For more info, contact:

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[kwasi@handspringhealth.com](mailto:kwasi@handspringhealth.com)