



hazel



Hazel Health

Team background



Josh Golomb (Chief Executive Officer) is an experienced senior executive, having co-founded healthcare enterprises and presided over several large organizations. He co-founded DaVita Rx and was President of the business from \$50M to \$1B+ of revenue. He was also CEO of direct primary care startup, Paladina Health. He has a proven success in developing forward-thinking healthcare organizations while delivering exceptional clinical and financial results. Josh received both his undergraduate degree and his MBA from Stanford University.



Rob Darzynkiewicz (Chief Medical Officer), or Dr. Rob as he is known to the kids, is board certified in Emergency Medicine with over 13 years of experience, the last two as Pediatric Emergency Director. Dr. Rob received his M.D. from New York Medical College. He oversees all clinical staff and operations, ensuring students are receiving top-quality, evidence-based care. Rob recognizes that technology allows him and his team to make a difference with students and their families by providing much needed access and better care.



Jeannie Chen (VP of Clinical Operations) has nearly 2 decades of executive-level healthcare strategy experience in both delivery and clinical quality capacities. She was formerly the Chief Strategy and People Officer at InnerChange. Prior to InnerChange, she served as a Divisional Director at DaVita. She is also passionate about mental health and making interventions early in a child's life. She received her undergraduate degree from Duke University (with honors) and her MBA from The Wharton School at The University of Pennsylvania.



Nick Woods co-founded Hazel Health and serves as Chief Technology Officer where he has responsibility for the technology direction, product architecture, and development. Nick has 25+ years of experience developing, innovating, and managing products. Previously, he was a senior software engineer at Apple. He received his undergraduate degree in Computer Engineering from Santa Clara University where he graduated first in his class.



Raquel Antunez (VP of Education Markets) has deep expertise providing advisory and service to diverse ethnic and socio-economic demographics; and is fluent in Spanish. Raquel has over 20 years of extensive experience in the education sector, including serving as a school principal and director, and a multitude of other leadership roles. Raquel earned undergraduate degrees and certifications from University of the Pacific and Universidad de Granada (Spain); she has a Master of Arts in Educational Administration from USC-Sacramento.



Matt Weissert (VP of Operations) has spent over 20 years in the healthcare industry developing strategies, teams and leaders to operate multiple lines of services nationwide. He most recently led operations/client services at Paladina Health and was a Division VP with DaVita for over a decade. He also served in the Air Force where he led multiple teams and projects around the world. Matt is a graduate of the US Air Force Academy and has an MBA from the University of West Florida.

Hazel is the **leader** in school-based telehealth

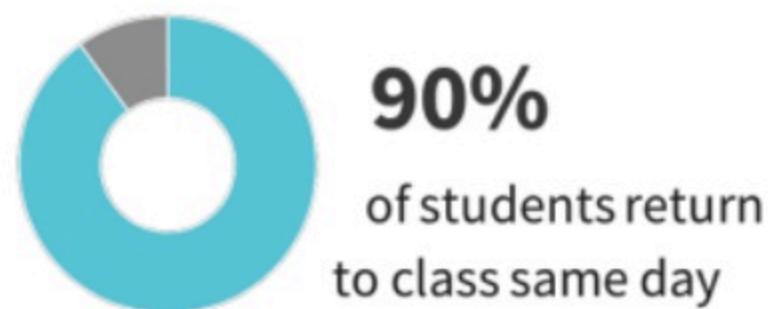
PROGRAM ENROLLMENT



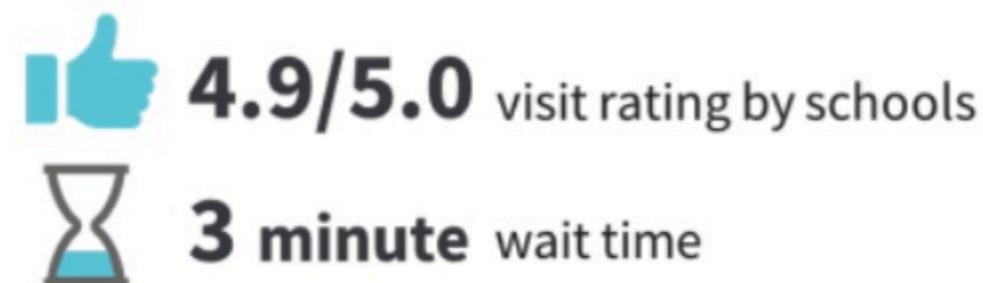
CHRONIC ABSENTEEISM



RETURN-TO-CLASS



PATIENT EXPERIENCE



"Hazel is built to serve families from every walk of life...families that don't speak English, live in rural communities, live in big cities, have low income, have middle income, have high income...This is a company who shows up as a friend to the school, school personnel, leadership, and most important, to the family. They understand our mutual clientele."

Jose Gonzalez, Planada Elementary School District Superintendent

More than **\$100B** in addressable annual spend

\$150B

Spend on school-age (K-12) healthcare

\$90B

Ambulatory pediatric cost (e.g. wellness & diagnosis visits)

\$10B

Unnecessary Emergency Room costs for children

~\$100B

Total Market Opportunity

Telehealth is **transforming** healthcare delivery

- Telehealth aligned healthcare access and the mobile Internet, but **adoption has remained stubbornly low at 10%**
- **Hazel Health** crossed the chasm with **70%+ adoption** by delivering exceptional care to children where they are, in a place they trust--**their schools**
- Covid-19 has dramatically changed the healthcare landscape for families
- With additional capital, we will reach nearly **30 million school-age children** accessible through an integrated school-based model **proven with school districts coast-to-coast in 7 states**

Telehealth adoption surges as providers look to fix 'access crisis'

COVID-19 And Telehealth: Crisis Drives Flexibility And Expands Care

How Access to Telehealth Is Increasing Across the US During COVID-19

'Don't think we'll ever go back': Coronavirus speeds shift to telemedicine, and the numbers are astonishing

From flu to knee pain, doctors and nurses are addressing medical maladies online

Unprecedented demand for telehealth services

Patients turning to telemedicine to access care from home

School Districts looking for health solutions for their students

Health Plans expanding telehealth coverage

Regulators eliminating restrictions to nationwide expansion



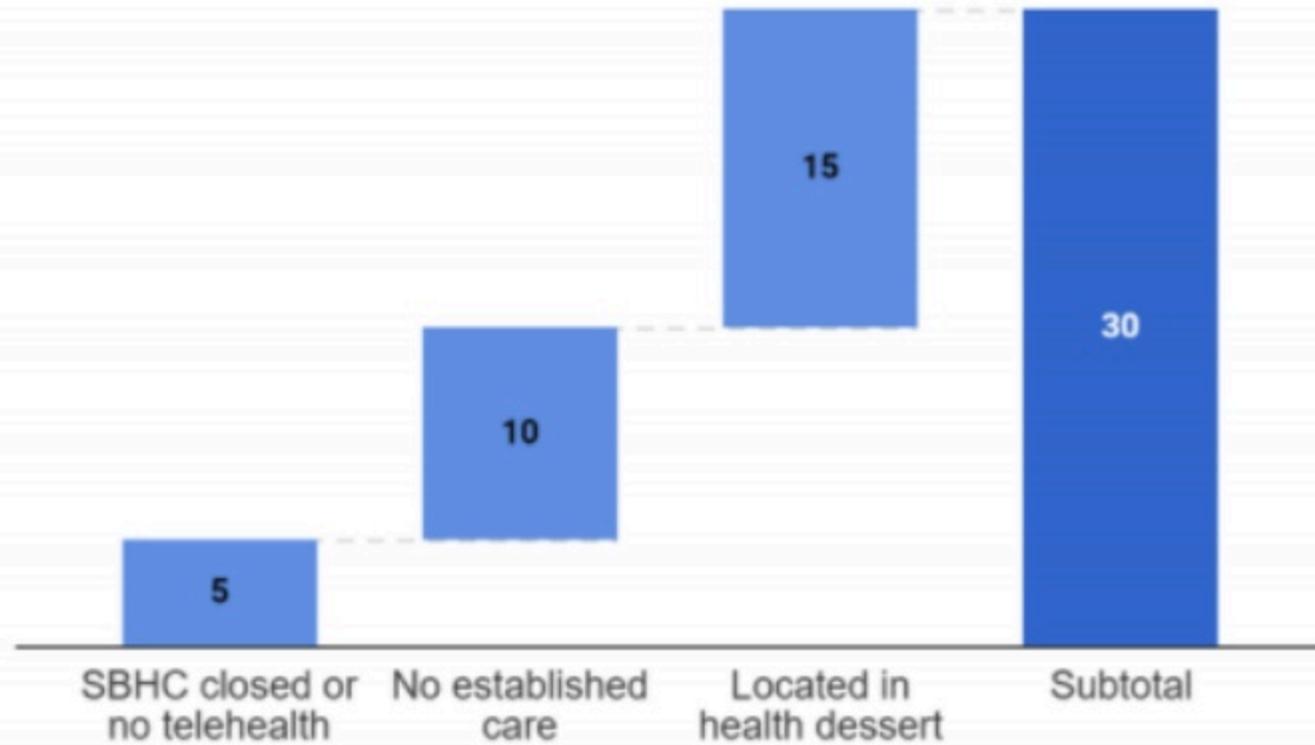
*“In a matter of days, **nearly all** of healthcare’s key stakeholders started to direct people in need of doctor consultations and care to telehealth,”*
Holly Spring, Amwell Vice-President

Many children **lack access to basic care**

New unmet need

Demand for a solution

30M children have limited or no access today

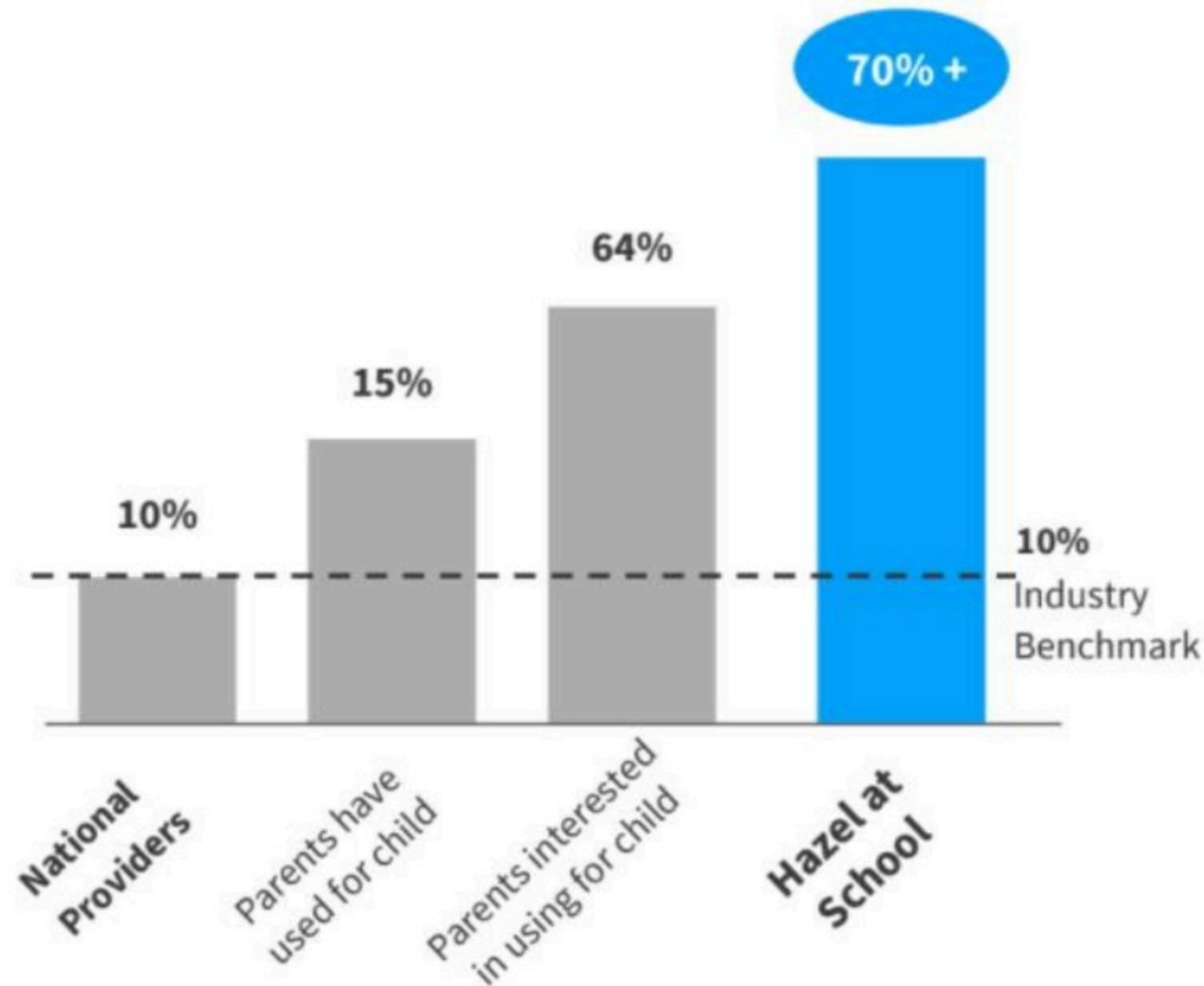


- Families looking to schools
- Nurses taking parent inquiries
- Need for support at home today has changed schools' view of student health from an ancillary service to a requirement

- Primary care offices are full or closed
- Risk infection spread at ER or skip care

Hazel leads the market with 70% utilization

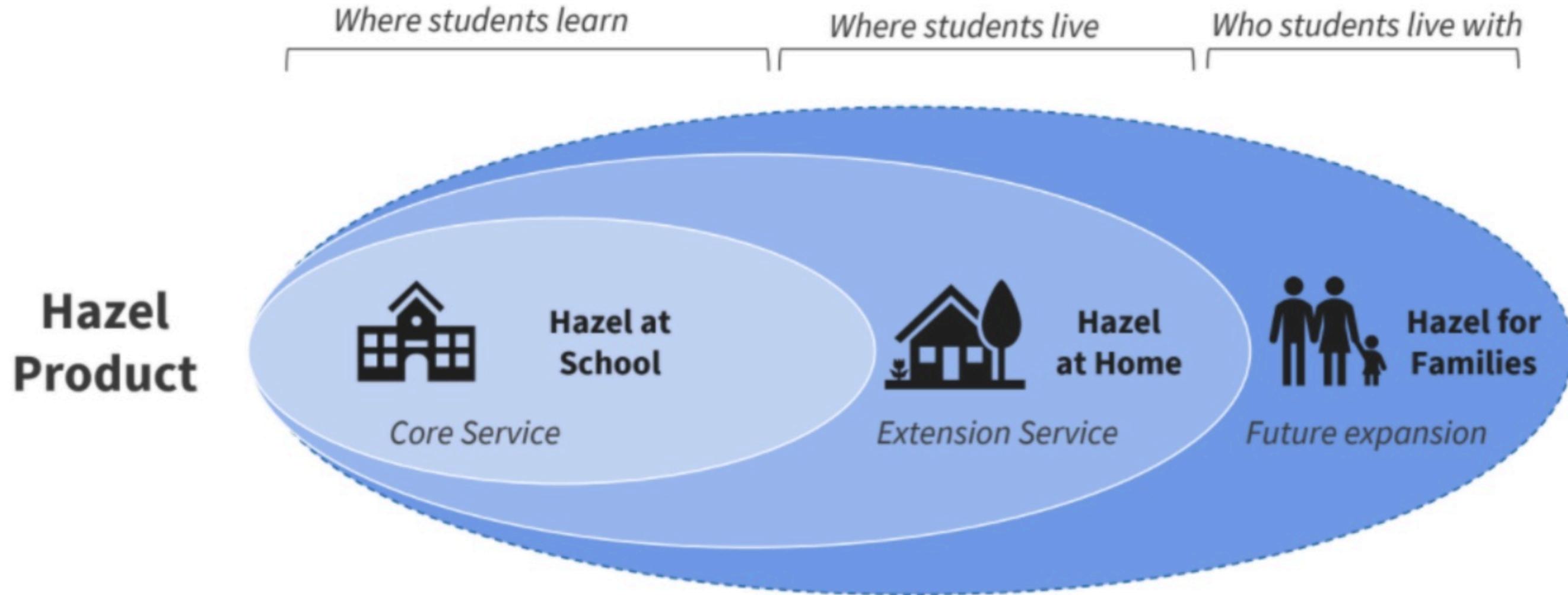
Telehealth Utilization



How We Do It

- Schools are the entry point
- Trusted by districts, families
- Easy to use
- Serve all demographics, expertise in underserved communities

We bring the Hazel experience **to the home**



Accessible care **when** and **where** its needed

Our **full-service offering** will meet demand

	Hazel at School	Hazel at Home	
Multiple Access Points	Location	School	Home
	Availability	During the school day	Before / After the school days, weekends, holidays, and summer
	Access Point	iPad at School	Web browser at Home
Same Quality and Service	Provider Type	Licensed MDs, NPs, PAs. Trained in school-based care	
	Scope of Services	Primary and urgent care – addressing 90% of needs	
	Service Level	Easy to use. Targeted for diverse populations; works with family's health plan	

Covid-19 changes make **national expansion** easier

Historical barriers to adoption

Current status

Telehealth Reimbursement Provider Licensure



Limited health plan coverage,
low reimbursement



Expanded coverage, shift
toward reimbursement parity



Required to be licensed in
state services are delivered



More states allow cross-
state licensure



Schools, home not always
allowed as origination sites



Fewer restrictions places of
care

Geographic Limitations



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