



# Tomorrow Health



We are restoring the **home** as the  
primary place of care.

Tomorrow Health is America's trusted **software solution**  
for home medical equipment, supplies and services.

# Our team combines healthcare innovators with proven technology and operations leaders.



**Vijay Kedar**  
Co-Founder & CEO  
Former Senior Director  
of Care Innovation



**Krishna Rajagopalan**  
Engineering  
Former Director  
of Engineering



**Shivani Stadvec**  
Marketing  
Former Director of Growth and  
Retention Marketing



**Drew Howard**  
Product  
Former Head of E-Commerce  
and Growth Product



**Anna Lenhardt**  
People  
Former VP of People at Hippo  
Insurance and Oscar Health



**Simon Maas**  
Insurance Operations  
Former Director  
of Operations



**Kevin Rath**  
Customer Experience  
Former Head  
of Customer Experience



**Eric Parnon**  
Business Development  
Former Director of Business  
Development



## Together, we've:

- built technology solutions serving **100's of millions,**
- created **\$100M dollar partnerships,**
- hired and retained exceptional **leaders and technical talent,** and
- delivered industry-changing **customer experiences**

# We're supported by world-class investors and an exceptional industry advisory board.

Raised a total of  
**\$32.5M**

ANDREESSEN  
HOROWITZ



Rainfall



And founders from **DoorDash**,  
**Flatiron Health**, **PillPack**, **Stripe**,  
**Quartet Health** and more.



**Steve Nelson**  
Former Chief Executive Officer



**Eric Hargan**  
Former Deputy Secretary



**Scott Serota**  
Former Chief Executive Officer



**Trevor Fetter**

Former Chief Executive Officer,  
Tenet Healthcare

**Beth Bierbower**

Former Segment President,  
Humana

**Paul Mango**

Former Deputy Chief of Staff for Policy,  
US Department of HHS

**Seth Cohen**

President of Cedar (current),  
CEO & Co-Founder (OODA Health)

**Alan Murray**

President and Chief Executive Officer,  
Empire BCBS

**Phyllis Yale**

Former Board Chair  
BCBS MA, Kindred

**Bob Badal**

Co-founder, Chief Revenue Officer  
Strive Health

**Bobby Parikh**

Engineering Leader  
Uber

**Roy Beveridge**

Former Chief Medical Officer  
Humana

**Michael Blau**

Former Healthcare Managing Partner  
Foley & Lardner

**Trent Haywood**

Former Chief Medical Office  
BCBS Association

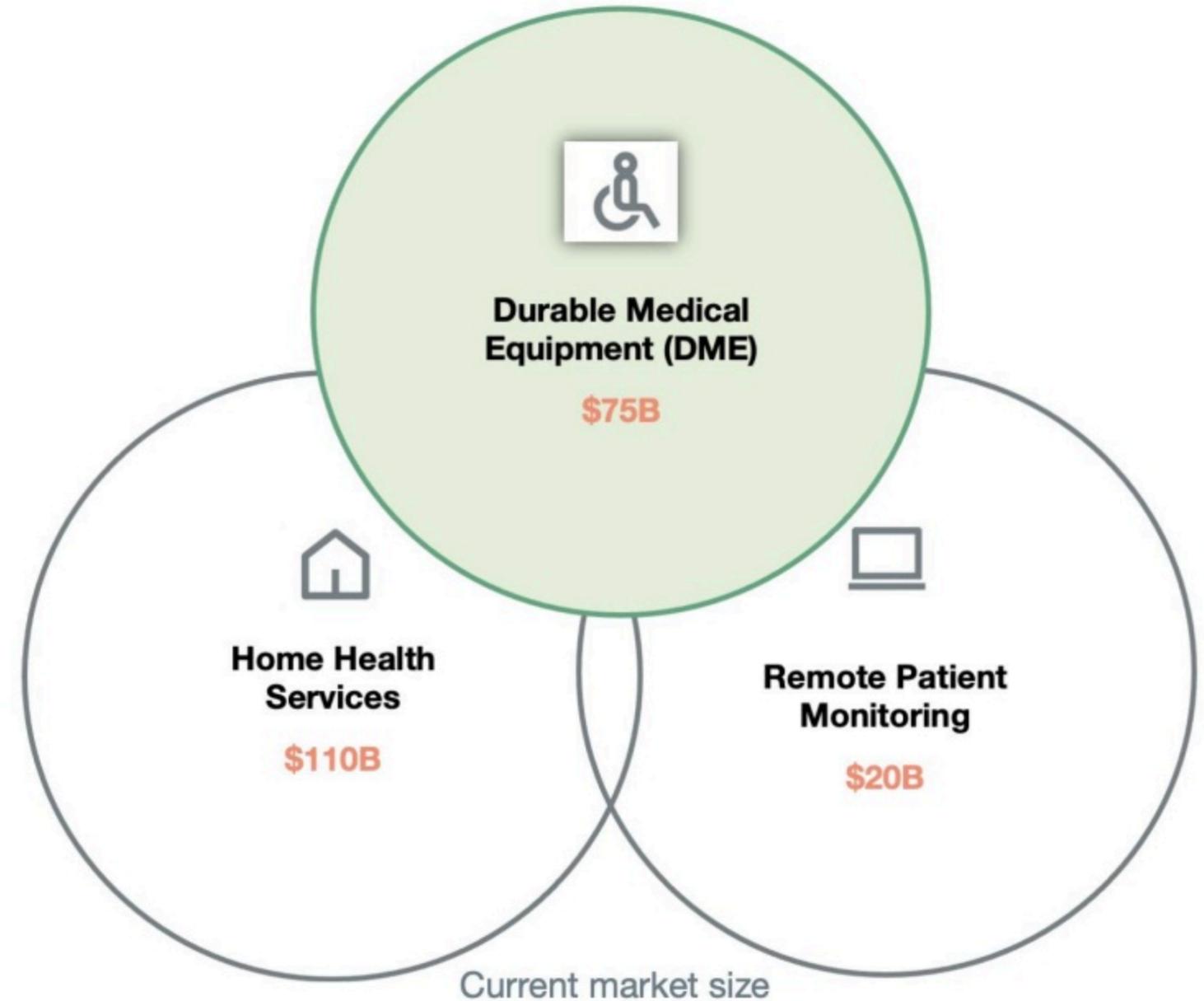
**Eric Van Horn**

Chief Growth Officer  
Optum Home and Community Care

# Care is shifting home at a dramatic rate.

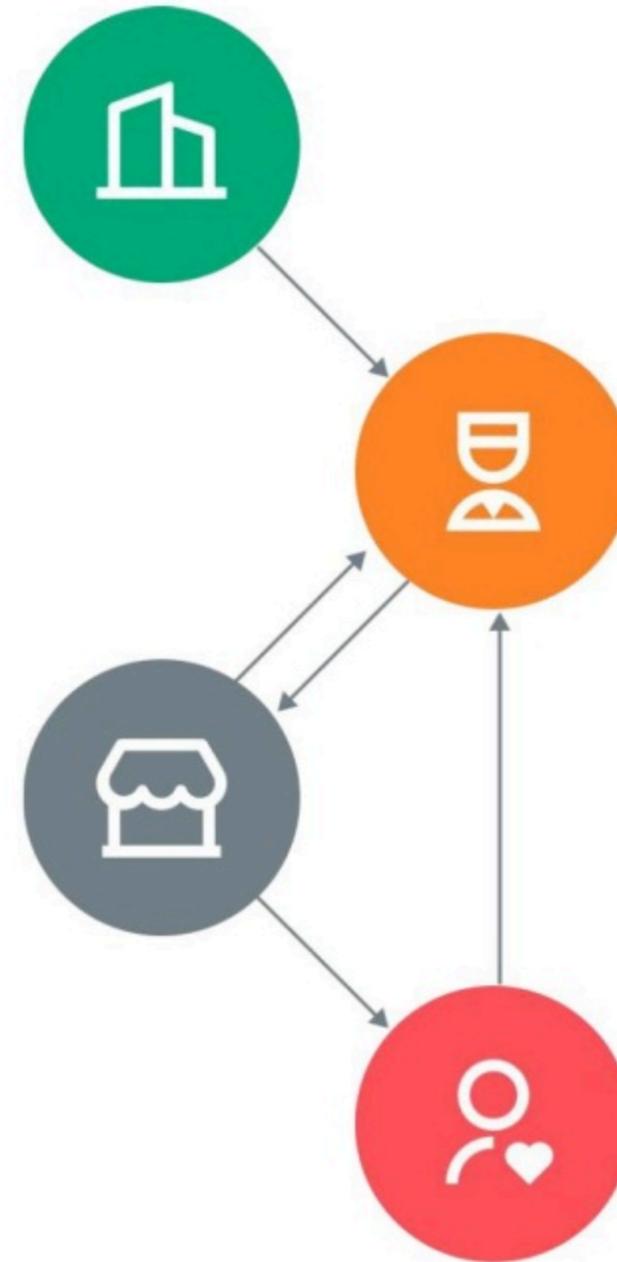
# 91%

of health plans are seeking programs to move care to the home in 2022



# Today's process is fragmented.

There are **32,000+** unique providers of home-based care equipment, services, and supplies with no standards for quality.



## Payors:

Insurers manage fragmented home-based care with no standards for quality

## Referring Providers:

Medical professionals **fax or order over the phone**, with no closed loop on the patient experience

## DME Suppliers:

Struggle with shrinking margins and **no insight into quality and performance** criteria for value-based payments

## Patients

72% suffer from inefficiencies and **delays in care**, often resulting in costly readmissions

# Everyone wins leveraging our solution, resulting in better care outcomes for patients.

**Payors** save **15%** on home-based care spend, with increased quality and improved patient outcomes.

**Patients** start care on time **95%** of the time, compared with an industry average of 50%.



**Referring Providers** spend **45%** less time ordering and managing home-based care.

**DME Suppliers** spend **60%** less time processing orders, reducing operating costs and getting supplies to patients faster.

# But **patient care** falls between the cracks.

## 72%

of patients report significant difficulty getting prescribed DME across fragmented suppliers.

## 1 in 10

patients report readmissions, medical complications or emergency care due to DME delays.



average patient rating of the largest medical equipment & supplies providers.



When Vijay was taking care of his mother's Stage 3 cancer, he had to personally work with over a dozen different providers to manage her care at home. **Due to delayed and mismanaged equipment, she had to be readmitted to the hospital twice.**

# We've proven our ability to coordinate care with material value to insurers like Geisinger Health Plan.

"**Tomorrow Health ensures that GHP members receive the highest quality of care at home.** We're delighted to be able to offer exceptional patient support and transparency between patient, provider and supplier."

—**John Bulger**, DO, MBA, Chief Medical Officer at GHP



## Geisinger Health Plan's footprint:

**550,000+** patient lives covered

**5,000+** in-network referring providers

**180+** in-network suppliers

**97%**

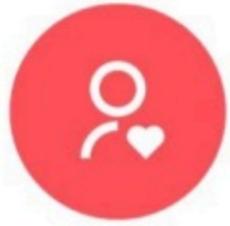
**Patients** start care on time, compared to an industry average of 50%

**45%**

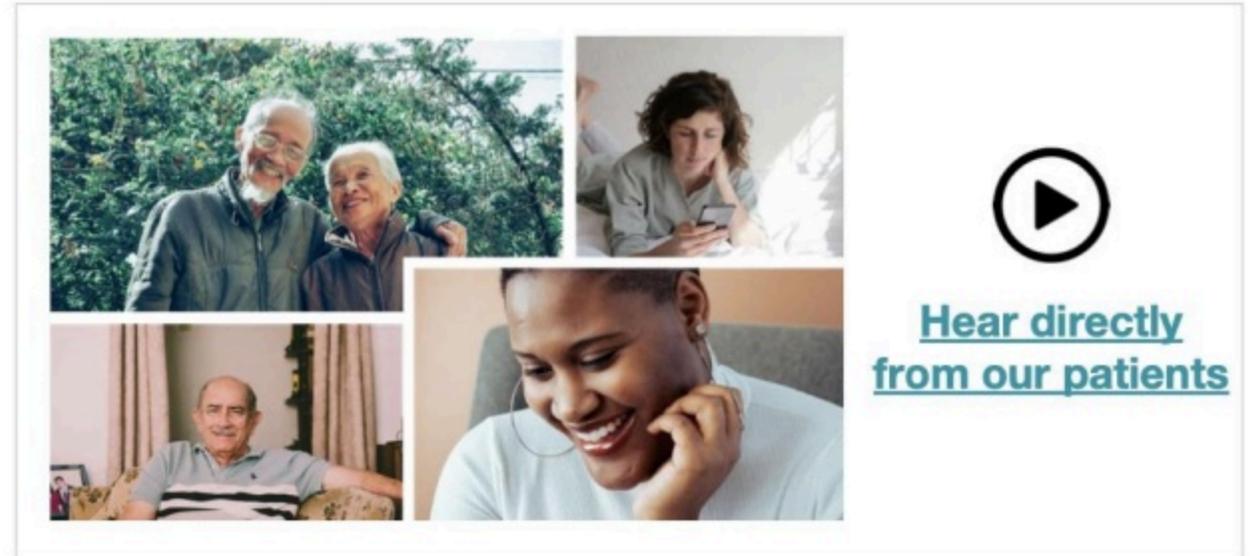
**Less time spent** by referring providers, ordering and coordinating home-based care

**9.5**

**Patient satisfaction** compared to industry average of 1 out of 5 stars



**Patients** finally have a trusted partner to access timely and affordable care they deserve.



**90+**

CSAT Score over the last 12 months

**95+**

Patient NPS reflected in unparalleled service

“He helped with issues I tried resolving for months with my son's DME provider. He **fought on our behalf**, called daily with updates, and connected us with a better provider. So thankful for his help with getting what my son needed.”

— Jaime M. on Justin, Care Advocate

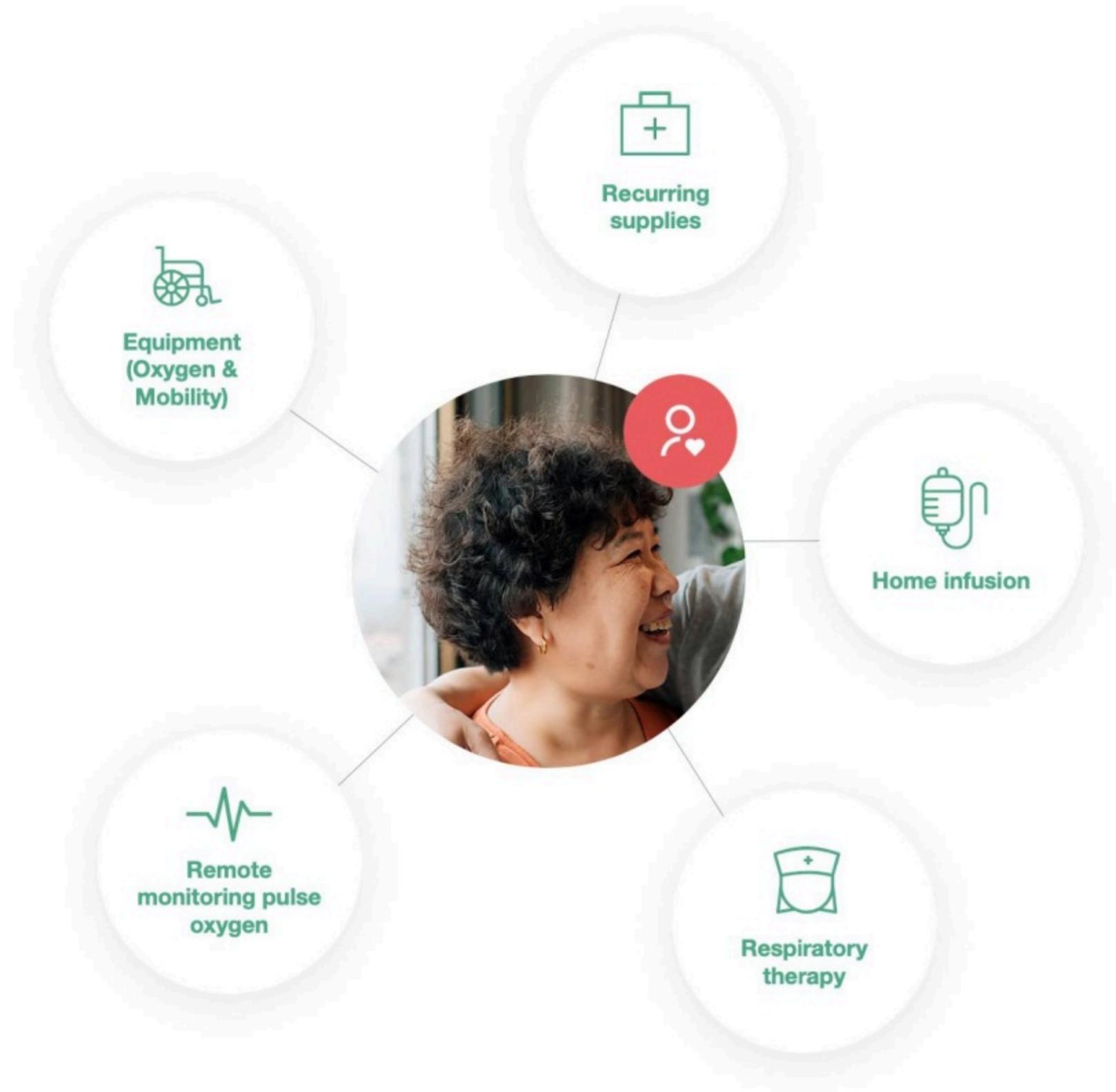
# Tomorrow, patient care will be seamlessly coordinated at home.

Imagine a COPD patient with:

- CPAP machine and supplies from a reliable supplier
- Visits with a respiratory therapist at home
- Connected pulse oximetry remote monitoring devices

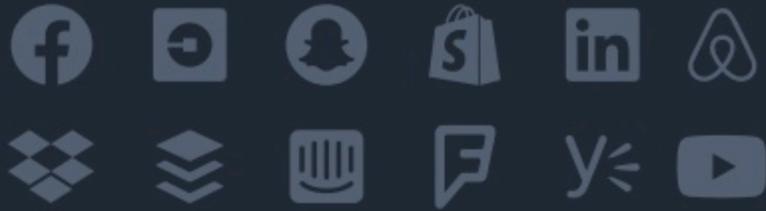
**All tracked and managed through a connected, partner enabled, home-based care ecosystem.**

Powered by





# Thank You



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