



National Hearing Program July, 2018



Presented By:
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AudioNet America
President/CEO



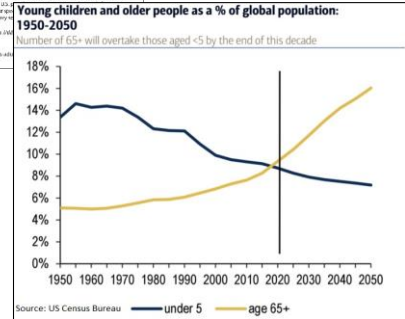
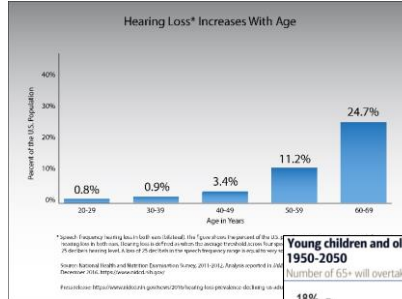
Who We Are





Hearing and the Market

- Created in 2007 for the Auto's
- Marketing to Self-Insured Programs
 - Medicare Advantage, Medicaid
- Market is utilizing AudioNet both as a recruiting tool and retention
- 2018 continues to grow Medicare Advantage and now a major focus on Medicaid (Oct 2018)



Utilization in hearing will continue to grow and the need to manage the benefit will do the same



Hearing Health Statistics

// Hearing loss is one of the nation's most common health issues

- 1-IN-2**
AGES 75+
Nearly half of people in this age range have hearing loss.¹
- 1-IN-5**
AGES 12+
1 of 5 experience hearing loss severe enough to hinder communication.²
- 22 million**
American workers are exposed to potentially damaging noise each year.
- 3-IN-10**
AGES 65-74
30% of people in this age range experience a form of hearing loss.¹
- MEN**
Men experience hearing loss more frequently than women.²

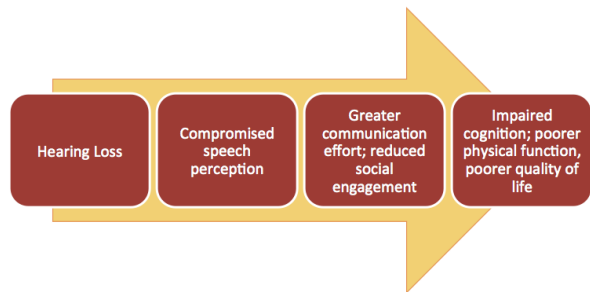
1. Source: Ha-Sheng Li-Korotky, AuD, PhD, MD. (2012). Age-Related Hearing Loss: Quality of Care for Quality of Life. *The Gerontologist*, 52(2), 265-271.
2. National Institute on Deafness and Other Communication Disorders (NIDCD)



Hearing Health Statistics

Comorbidities Linked to Hearing Loss

- **Social isolation and loneliness**
 - Up to 7.5 times greater
- **Depression**
 - 1.63 times per 25 dB of hearing loss
- **Falls**
 - 1.4 times per 10 dB of hearing loss
- **Cardiovascular disease**
 - low-frequency and flat losses strongly correlated
- **Diabetes**
 - 1.4 times greater
- **Cognitive impairment and dementia**
 - 1.89 for mild hearing loss, 3.00 for moderate hearing loss, and 4.94 for severe hearing loss

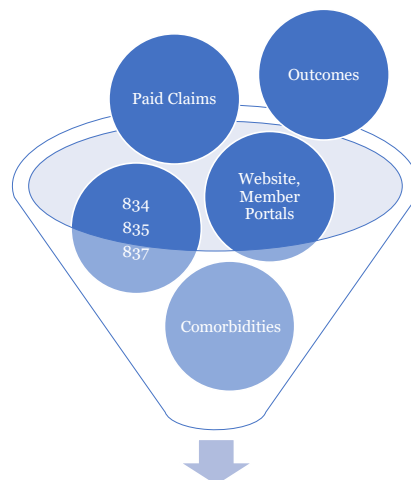


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Data Points

Play a major role in:



*** Making a difference in the overall care of your members ***

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Sample Plan Design

Description	In-Network Benefit *	Reimbursement
Audiometric Examination	Covered in Full	Once every 36 months
Hearing Aid Evaluation Test	Covered in Full	Once every 36 months per ear
Standard Digital Hearing Aid (includes CIC, ITC, ITE, BTE)	Covered in Full	Once every 36 months per ear
Dispensing Fee	Covered in Full	Once every 36 months per ear
Conformity Evaluation	Covered in Full	Once every 36 months per ear

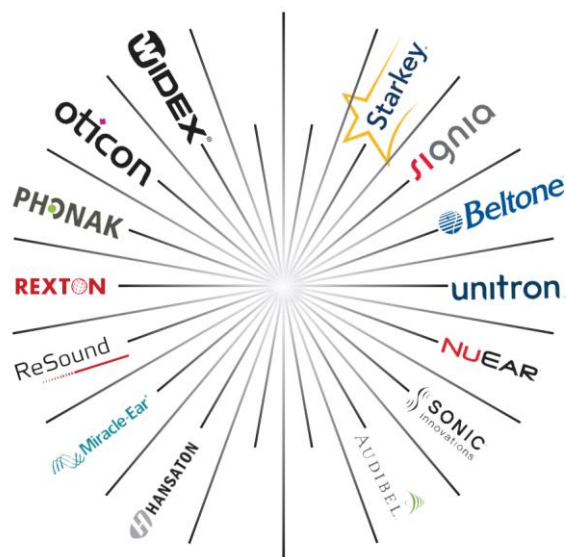
- AudioNet removes the Dollar "\$" allowance from the program and provides a true benefit versus a retail value that can be manipulated in the market
- **Three-year** manufacturer's warranty and a **three-year** Loss & Damage (L&D) warranty, with a one time replacement
- **Maintenance visits** are "Covered in Full" for first 6 months, thereafter office visits are capped at \$20.00/visit for the next 30 months

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National Provider Network

“Top 6”
Manufacturers
and Many More



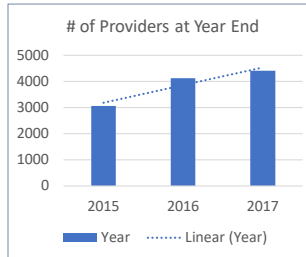
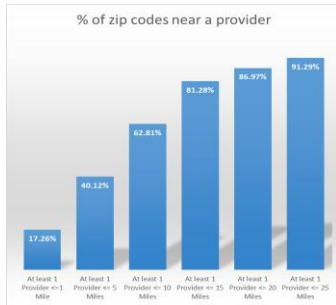
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National Provider Network

Highlights:

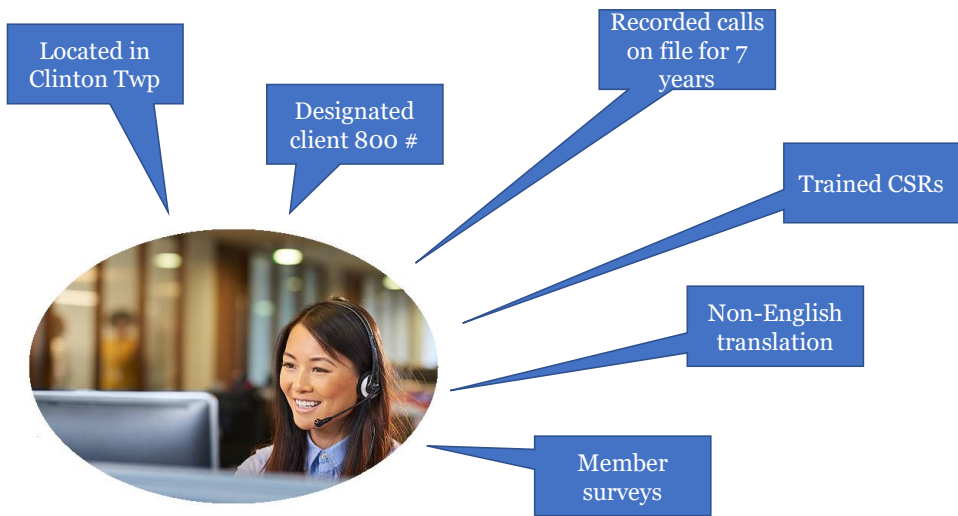
- 1 provider within 25 miles
- “Audiologist Only” / Fully credentialed
- Mandated State-of-the-Art products
- MI Geo Access >91%
- Current book of business running at 1% Out-of-Network claims



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Michigan Based Member Services



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Standard Reporting

Monthly Paid Claims

7/11/2018 - 4:21 PM

Group Name	Procedure Code	Procedure Code Description	Units	Paid Date	Amount Paid	Location
Health Care Administrator	50015	Assessment for hearing aid evaluation	2	2/22/2018	\$600.00	Physician Grp
Health Care Administrator	50200	Conformity evaluation	2	2/23/2018	\$600.00	Physician Grp
Health Care Administrator	50580	Diagnostic/fit, initial of hearing aids	1	2/22/2018	\$600.00	Physician Grp
Health Care Administrator	50581	Hearing aid, digital, bilateral, BTE	1	2/23/2018	\$600.00	Physician Grp
					\$4,800.00	

Network Name: Great Lakes Provider Network LLC
Member ID: HCA001159-01

Member Satisfaction

Select Period: Q1 2017

Category	Very Satisfied	Satisfied	Neutral	Dissatisfied
Customer Satisfaction	100%	0%	0%	0%
Member Satisfaction	100%	0%	0%	0%
Member Retention	100%	0%	0%	0%
Member Engagement	100%	0%	0%	0%

Banking Arrangements

Monthly Check Register
Employer Group Name

Issue Date	Check #	Payee Name	Amount Paid
2/23/2018	102	HEARUSA	\$7,560.00
2/23/2018	103	Great Lakes Provider Network LLC	\$1,540.00
2/23/2018	104	YOUR HEARING NETWORK	\$1,400.00
2/23/2018	106	American Hearing Benefits Inc	\$4,620.00
Total Amount of Checks			\$15,120.00
Number of Checks			4

Banking Arrangements

AUDIONET AMERICA INC.
Reconciliation Summary

Beginning Balance	Feb 28, 18	0.00
Cleared Transactions		
Deposits and Credits - 1 Item		25,000.00
Total Cleared Transactions		25,000.00
Cleared Balance		
Uncleared Transactions		
Checks and Payments - 4 Items		
Total Uncleared Transactions		

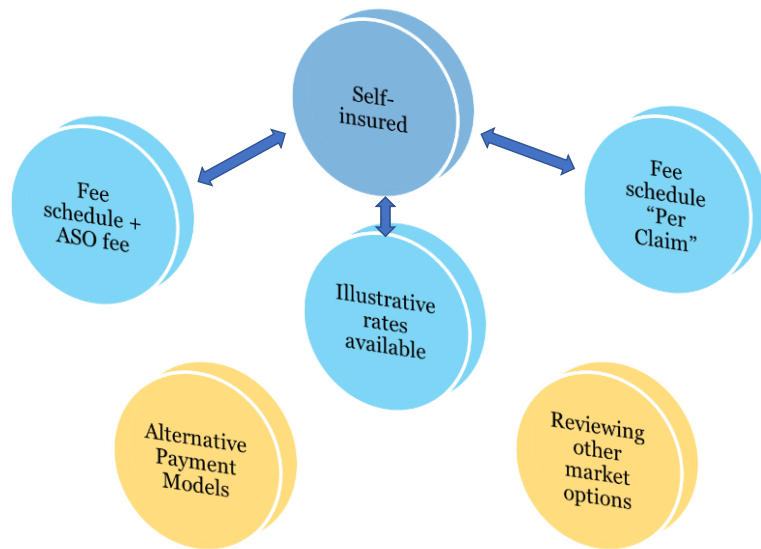
Banking Arrangements

AUDIONET AMERICA INC.
Reconciliation Detail

Type	Date	Num	Name	Chk	Amount	Balance
Beginning Balance						
Cleared Transactions						
Deposit		02142018		X	25,000.00	25,000.00
Total Deposits and Credits						25,000.00
Total Cleared Transactions						25,000.00
Cleared Balance						
Uncleared Transactions						
Checks and Payments - 4 Items						
Check	02232018	102	Hear USA		-7,560.00	-7,560.00
Check	02232018	106	AMH		-4,620.00	-12,180.00
Check	02232018	103	GLPN		-1,540.00	-13,720.00
Check	02232018	104	YHN		-1,400.00	-15,120.00
Total Checks and Payments						-15,120.00
Total Uncleared Transactions						-15,120.00
Register Balance as of 02/28/2018						
New Transactions						
Checks and Payments - 1 Item						
Check	02/28/2018	107	Hear USA		-2,100.00	-17,220.00
Total Checks and Payments						-2,100.00
Total New Transactions						-2,100.00
Ending Balance						-17,220.00



Pricing





Closing

- Great Partner
- Leader in the Industry
- Transparent
- Michigan Based
- Making a Difference

Experience the Power of Hearing

Because Life is Worth Listening to!

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Questions and Next Steps?



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