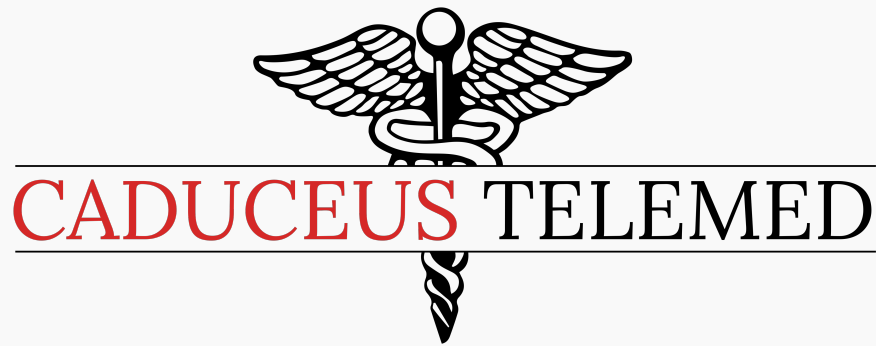


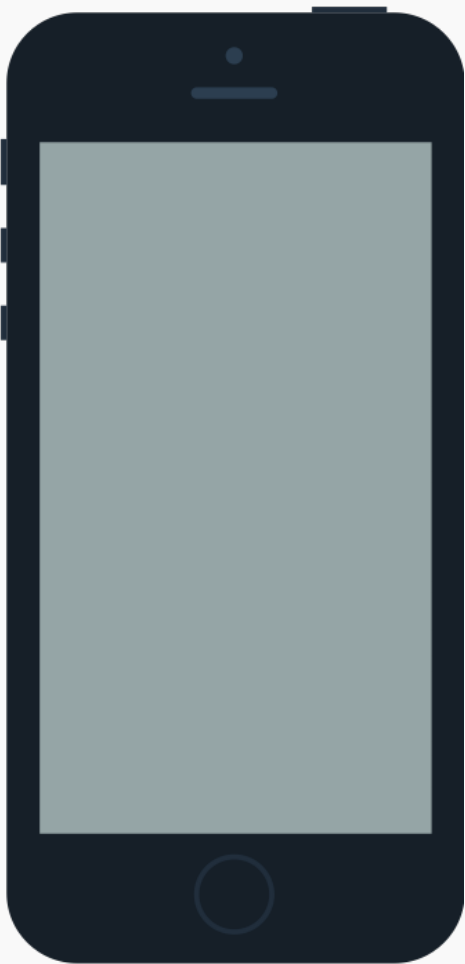
Welcome!



Rick Noss, Vice President Risk
InSource Employer Solutions

Terri Pharr, Director of Client Relations
Caduceus USA-Exams-TeleMed

Stephen Dawkins, MD, MPH, BSHS, FACOEM
Medical Director, Caduceus USA-Exams-TeleMed



Caduceus TeleMed

What is TeleMedicine?

Caduceus TeleMed provides occupational health services (injury care and drug testing) via a smartphone app. An employee hurt on the job, or in need of a drug test, can access a doctor from their Supervisor's phone without leaving the jobsite.



Return on Investment



Save Time



Save Money



Mitigate legal exposure

Tele Rad

ROI: **24/7** access to readings/Improved quality of care

Tele Stroke

ROI: Rural hospitals **access** urban specialists in 90 seconds

Tele ICU

ROI: Access to specialists/Improved **quality** of care

Tele Primary Care

ROI: Unprecedented **convenience**

Tele Behavioral Health

ROI: Access/Privacy/**Early intervention**

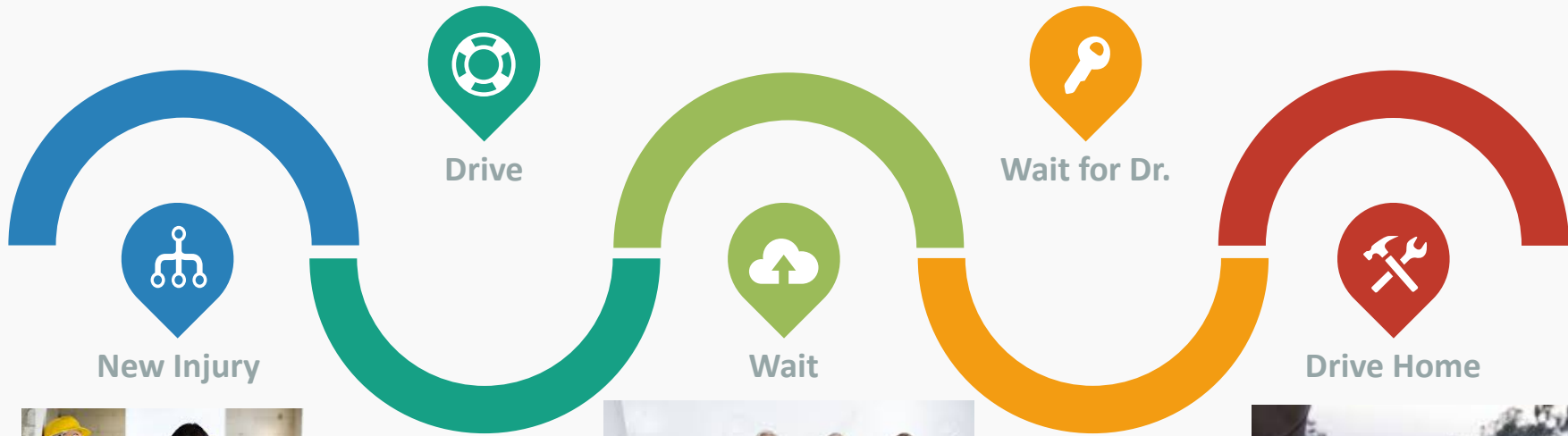
Tele Chronic Care

ROI: More **frequent contact**

Caduceus TeleMed

ROI: **24/7, access, quality, convenience, early intervention, frequent contact**

Traditional Workers Comp Cost



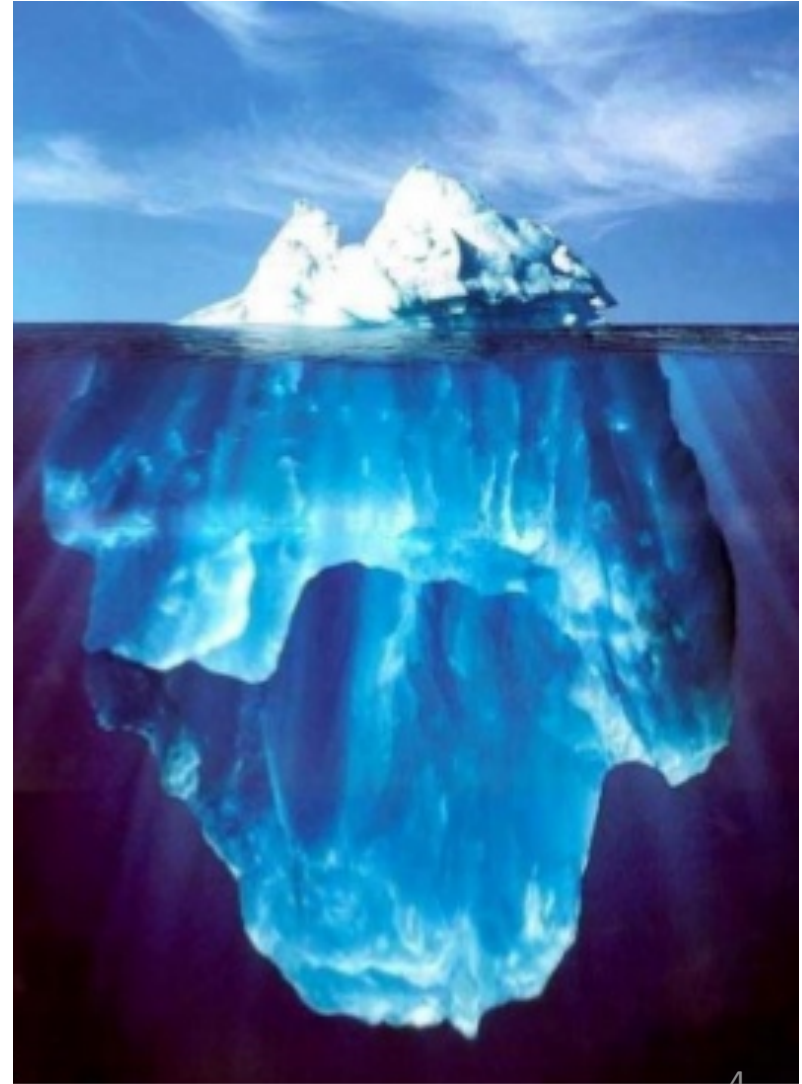
Direct vs. Indirect WC Costs

Direct (Visible)

- Medical expenses
- Indemnity costs

Indirect (Hidden)

- 4:1 Ratio (Iceberg Theory)
- Lost supervisory time
- Co-workers' lost time during emergency
- Travel time to/from clinic
- Overtime for production to catch back up
- Learning curve for replacement worker
- Clerical costs
- Other payments made to injured under benefits program




Traditional Cost vs. Caduceus TeleMed (Save \$)


TeleMed Return on Investment

WC Initial Visit

TeleMed Initial Visit

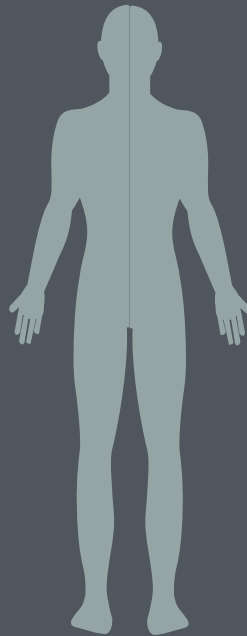
Cost \$563 avg 

Lost Supervisor Time 
2-3 Hours

Lost Work Productivity 
4-6 Hours

Lost Time Filing Claim 
1 Hour


Cost \$2,815



Vs.



 Bill Carrier

 Lost Supervisor Time
15 Minutes

 Lost Work Productivity
15 Minutes

 Lost Time Filing Claim
0 Hours

Cost \$281

Recorded Video decreases Legal Costs with Caduceus TeleMed (Save \$)

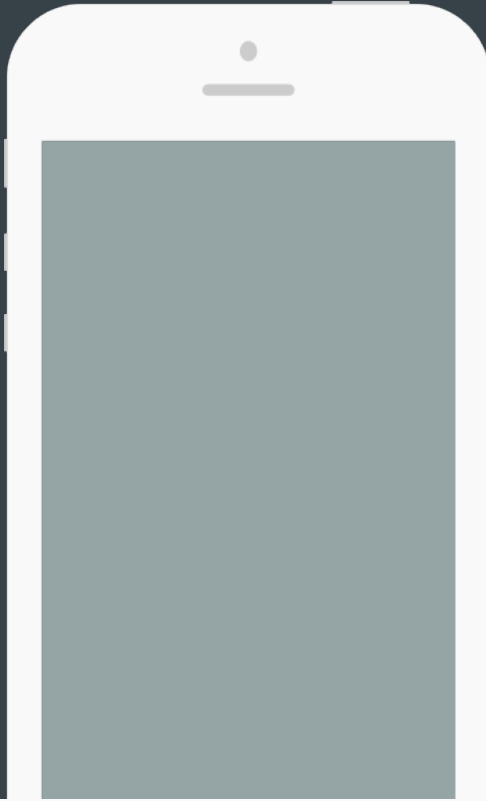
When opposing parties tell two different stories, one of which is blatantly contradicted by the (video) record, so that no reasonable jury could believe it, a court should not adopt that version of the facts for purposes of ruling on a motion for summary judgment.

That was the case here with regard to the factual issue whether respondent was driving in such fashion as to endanger human life. Respondent's version of events is so utterly discredited by the record that no reasonable jury could have believed him. **The Court of Appeals should not have relied on such visible fiction; it should have viewed the facts in the light depicted by the videotape.**

Scott v. Harris, 550 U.S. 372, 380–81, 127 S. Ct. 1769, 1776, 167 L. Ed. 2d 686 (2007) (emphasis added). Accord **Morgan v. Borough of Fanwood**, 680 F. App'x 76, 80 (3d Cir. 2017) (quoting **Scott v. Harris**: “When, as here, there is reliable video footage of the facts in the record, we view the facts in the light as depicted by the videotape.”) and **Witt v. W. Virginia State Police, Troop 2**, 633 F.3d 272, 276 (4th Cir. 2011) (“Thus, **Scott** does not hold that courts should reject a plaintiff's account on summary judgment whenever documentary evidence, such as a video, offers some support for a governmental officer's version of events. Rather, **Scott** merely holds that when documentary evidence “blatantly contradict[s]” a plaintiff's account “so that no reasonable jury could believe it,” a court should not credit the plaintiff's version on summary judgment.”).

See also **Pratt v. Nat'l R.R. Passenger Corp.**, 197 F. Supp. 3d 645, 650–51 (D. Vt. 2016), *aff'd*, 709 F. App'x 33 (2d Cir. 2017), cert. denied, 138 S. Ct. 749 (2018) (attached):





How Does it Work?

Easy to Use Application

Create a new visit within 2 minutes

Phone to phone | No work for your IT department

Speak with Provider is less than 5 minutes

Connects via 3G, 4G, 5G, LTE, Wi-Fi

Office visit fully recorded



Reports



Support



24/7/365



Customizable

Eliminates:

“I told the doctor, but they did not write it down.”

“I hurt my hand, but now my shoulder hurts.”

Caduceus TeleMed: Exclusive Features

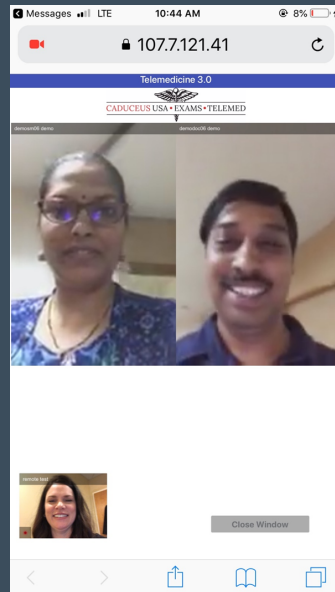
Caduceus TeleMed Special Features

3 Way Call

Safety Manager does not need to be with the injured worker.

01 Initiate Call

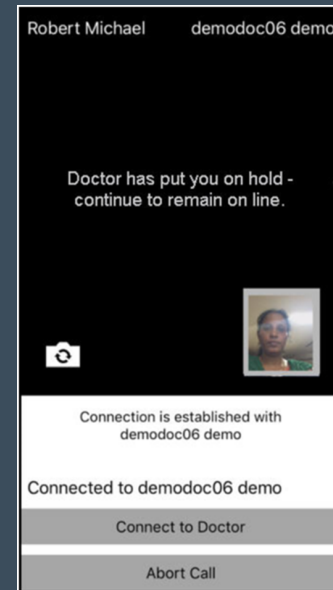
02 Add Patient



'On Hold'

Patient privacy option during a 3 way call.

03 Place Emp Rep On Hold



04 Complete Visit

Create visit – select language

- In **Demographic Info** section, new field “**Language**” is included with default value as “**English**”
- Emp rep should select **patient’s language** from this dropdown list.
- After selecting language, enter remaining mandatory information & click on “**Create visit**”

Cancel Patient Information

Demographic Info

Social Security Number:
181848481

First Name:
Helen

Last Name:
mark

Language:
English (United States)

Patient E-Mail:
patient@patientemailprovider.com

Date of Birth:

16	January	2019
17	February	2020
18	March	2021

Cancel Patient Information

Chinese

Dutch

English (United Kingdom)

English (United States)

French

Italian

Korean

Russian

Spanish

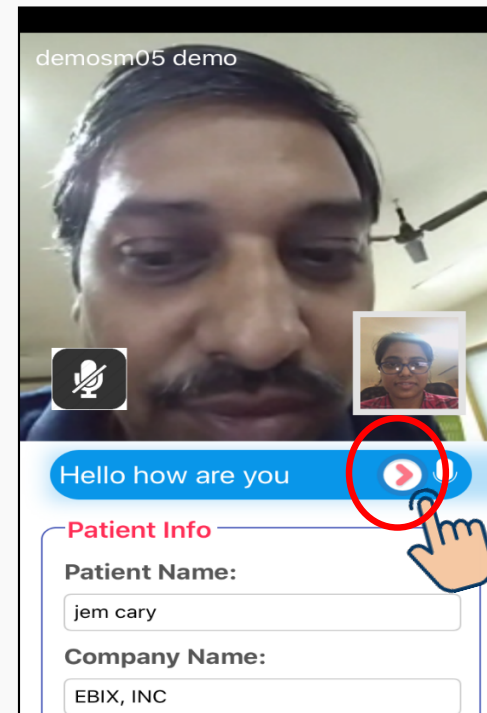
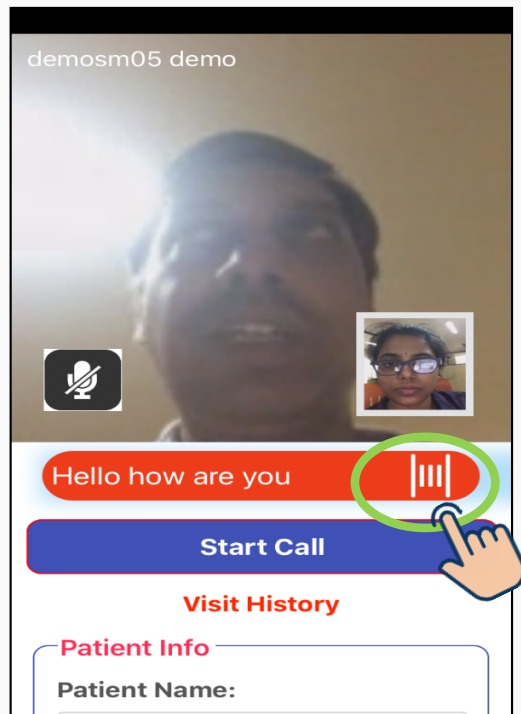
Vietnamese

Patient E-Mail:
patient@patientemailprovider.com

Date of Birth:

Google translator – Translate recorded speech (STEP 3)

- After speaking, user is expected to perform 2 action events:
 - Click on icon as show in left hand side screen
 - This is a trigger which stops “speech recording”
 - Now, click on “**Send**” icon as shown in right hand side screen
 - **Only on “Send” icon click, voice gets translated & translated version is heard on other end.**



Caduceus TeleMed: Exclusive Features

Caduceus TeleMed Special Features

Drug Testing

- * Saliva testing with TeleMed oversight
- * Post accident testing, random, etc.



Cancel Patient Information

New Existing

State :
--select--

Purpose of Visit :
--select--

Injury

Drug test

First Name :
First Name...

Last Name :
Last Name...

Patient E-Mail :
patient@patientemailprovider.com

Date of Birth :
Date of Birth

Modified First Aid Kits

- * Designed for common injuries (sprains, falls, burns)
- * Meds handed to patient after the TeleMed call
- * Eliminates trips to the drug store and/or pillaging your First Aid Kit



FIRST AID KIT ORDER FORM

Caduceus USA | Exams | TeleMed
 535 North Central Avenue
 Hapeville, GA 30354
 Phone: 404.761.4040
 Fax: 404.761.4008

Today's Date:
Company Shipping Location:

Company:
Branch:
Contact:
Phone:
Email:

First Aid Kit:	Kit Contents:	Units at \$25/each:	Total:
Naproxen	1 Bottle of Naproxen 2 Biofreezes 1 Ice Pack		
Ibuprofen	1 Bottle of Ibuprofen 2 Biofreezes 1 Ice Pack		
Tylenol	1 Bottle of Tylenol 2 Biofreezes 1 Ice Pack		
Bee Sting/Allergy/ Rash	Topical Benadryl Cream Non-Drowsy Claritin Pills Band Aids		
Bleeding	Bandages Gauze Coban Gloves (non-sterile)		

Special Comments:

* Please note, we can create a customized kit for your company's specific needs. The unit price will be subject to change.

Shipping Fee: _____
Total Cost: _____

The first aid kits are designed to provide prompt and careful attention for your employee's safety after their Caduceus TeleMed visit. We will be happy to supply any further information you may need. Thank you for your business.

TELEMED CONTACTS:	
Summer Stubbs	Terri Pharr
SStubbs@CaduceusUSA.com	Terri.Pharr@CaduceusUSA.com
Direct: 678.787.1640	Direct: 404.932.5628

Signature: _____

Modified First Aid Kits

- * Designed for common injuries (sprains, falls, burns)
- * Meds handed to patient after the TeleMed call
- * Eliminates trips to the drug store and/or pillaging your First Aid Kit



Oral Cube*

Product Overview

Cancel Patient Information

New Existing

State :
--select--

Purpose of Visit :
--select--
Injury
Drug test

First Name :
First Name...

Last Name :
Last Name...

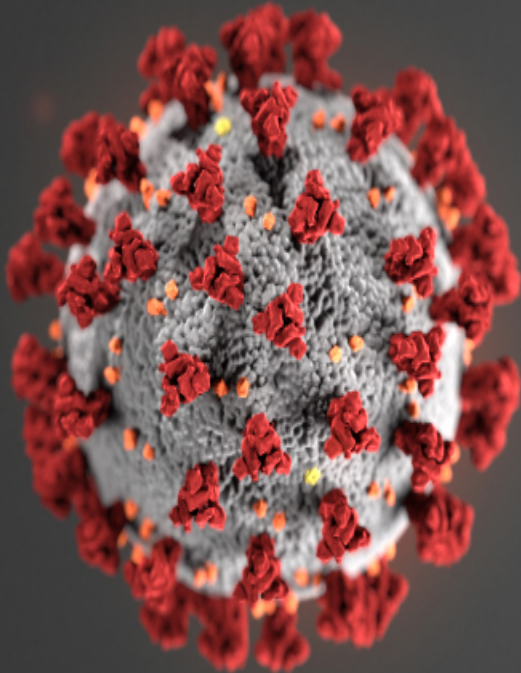
Patient E-Mail :
patient@patientemailprovider.com

Date of Birth :
Date of Birth





CADUCEUS USA • EXAMS • TELEMED



ARE YOU SET UP FOR CADUCEUS TELEMED?

CONTACT: TELEMED@CADUCEUSUSA.COM

TERRI PHARR

PH: 404.932.5628

SUMMER STUBBS

PH: 678.787.1640

1. FIRST AID KITS (WHILE SUPPLIES LAST!)
2. EXPOSURE SCREENING
3. AT-HOME TELEMED VISITS

The New York Times | <https://nyti.ms/2Q6nYKN>

Doctors and Patients Turn to Telemedicine in the Coronavirus Outbreak

The use of virtual visits climbs as a way of safely treating patients and containing spread of the infection at hospitals, clinics and medical offices.



By Reed Abelson

March 11, 2020 Updated 12:05 p.m. ET

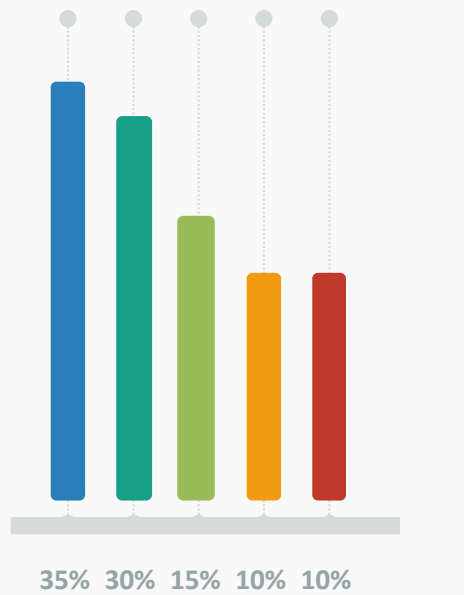
The man had recently traveled, including a brief stop in Tokyo. He had a fever and cough about a week ago, but was now feeling fine.

He called the virtual medical line set up by Rush University Medical Center in Chicago recently to help screen patients for coronavirus.

“He said all the right buzzwords: cough, fever, fatigue,” said Dr. Meeta Shah, an emergency room physician at Rush.


After talking with him, Dr. Shah did not think he needed to be admitted but referred him to the city’s health

Outcome Data for TeleMed Visits



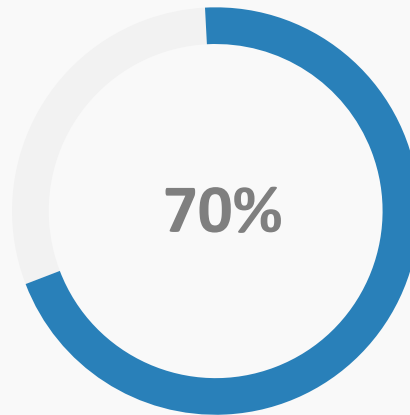
- Sprain
- Contusion
- Abrasion
- Burn
- Insect Bite

 Visit Cost
\$150-\$225

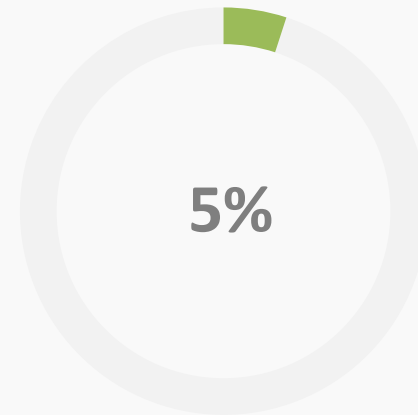
 Referrals to Clinics
2%

 Follow Up Visits
65%

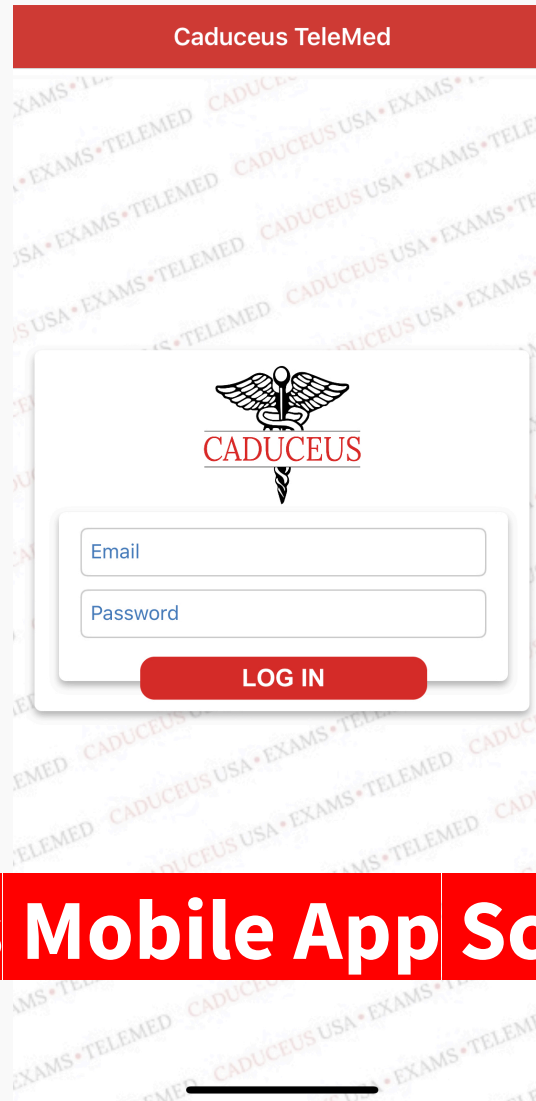
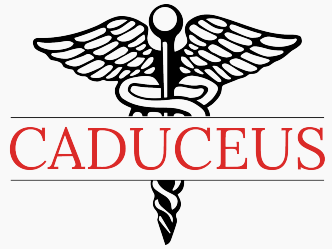
 Active in
35+ States



Full Duty



OSHA Recordables



Caduceus Mobile App Screenshots

10:15

Cancel Patient Information

New Existing

Category

Visit Type:
Select

Country/State/Branch Info

Country:
United States

Branch:
None

State:
Select

Purpose of Visit:
Select

Demographic Info

Social Security Number:
XXXXXXXXXX

First Name:

10:16

Cancel Patient Information

New Existing

Category

Visit Type:
Select

Select
Workers Comp
Corporate

Branch:
None

State:
Select

Purpose of Visit:
Select

Demographic Info

Social Security Number:
XXXXXXXXXX

First Name:

10:16

Cancel Patient Information

New Existing

Category

Visit Type:
Select

Country/State/Branch Info

Country:
United States

Branch:
None

State:
Select

Purpose of Visit:
Select

Select
Injury
Drug/Alcohol test
COVID-19 Screening

10:15 📶 🔋

Cancel Patient Information

Demographic Info

Social Security Number:

First Name:

Last Name:

Additional E-Mail(s):

Patient E-Mail:

Date of Birth:

January	4	1975
February	5	1976
March	6	1977

Date of Injury:

August	6	2019
September	7	2020
October	8	2021

10:15 📶 🔋

Cancel Patient Information

January	4	2000
February	5	2001
March	6	2002

Date of Injury:

August	6	2019
September	7	2020
October	8	2021

Result Info

Previous Visit Scanned docs:

Remote Patient Info

Remote Patient: Yes No
(Please select "Yes" only if patient is not in room and his/her mobile number is known)

Language Info

Language:

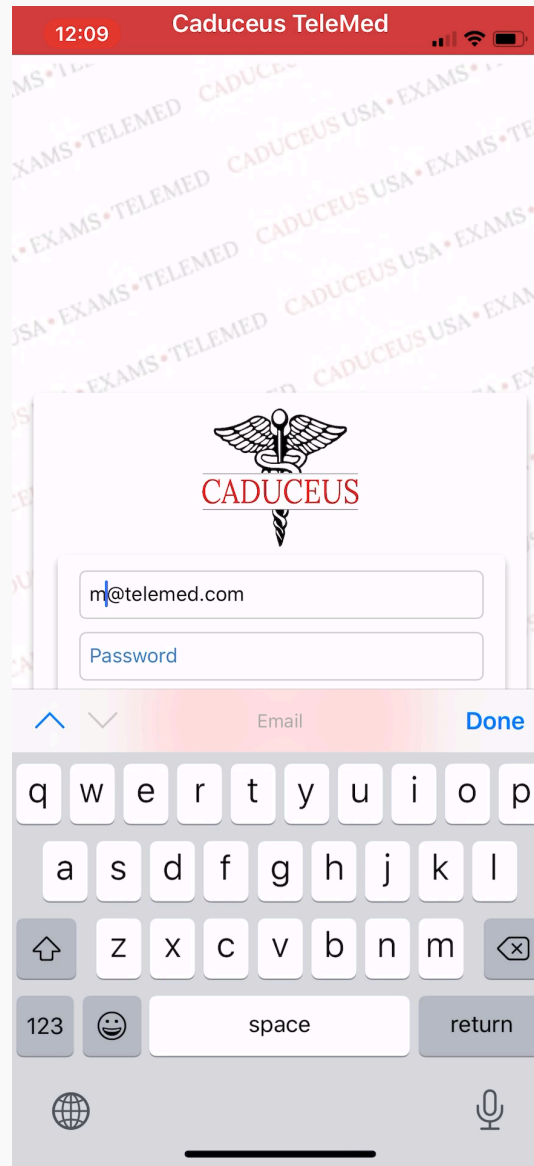
English (United States)
▼

Start New Visit



Please wait...We are attempting to connect you with a live Medical Assistant. Thank you for your patience





Caduceus Mobile App Demo

📎 1 attachment



Date of Injury: **09/01/2020**

Date Of Service: **09/01/2020**

Patient Name: **CONLEY, COREY**

Reason For Visit: **Workers Comp / Telemedicine**

Company Name: **AUTOMATION PERSONNEL SERVICES, INC (TELEMED)**

Department/Branch Name: **APS HUNTSVILLE**

Physician Name: **Dr. Stephen Dawkins, MD**

Diagnosis: **CONTUSION OF LEFT HAND - S60.222**

Medication: **Aleve,Biofreeze,IcePack**

Recommended Test(s): **N/A**

Checkout Status: **Follow Up date -09/03/2020**

Work Status: **Restricted Work**

Physician Comments: **Left hand contusion after a keg fell onto his left hand. Limited use of the left hand to two hours per day.**

Click [HERE](#) to login into the Caduceus Telemed™ EMR system and view COMPLETE patient visit details.



ARE YOU SET UP FOR CADUCEUS TELEMED?

SET UP TELEMED FOR YOUR BUSINESS.
LET THE DOCTOR COME TO YOU.

DOWNLOAD APP

SAVE TIME
SAVE MONEY
REDUCE OSHA RECORDABLES

SPECIAL SERVICES:

- SUPERVISED DRUG TESTING
- COVID-19 SCREENING AND MONITORING
- RETURN TO WORK CLEARANCES

SPECIAL FEATURES:

- THREE WAY VISITS - REMOTE PATIENT
- PLACE SAFETY MANAGER 'ON HOLD'
- LANGUAGE TRANSLATION

ORDER FIRST AID KITS FOR YOUR COMPANY!
INTENDED TO BE PLACED ONSITE, READILY AVAILABLE FOR YOUR
CONVENIENCE, AS SOON AS AN INJURY OCCURS.



Caduceus TeleMed provides occupational health services (workers' compensation, drug testing, COVID-19 screening/ return to work) via a smartphone or tablet. Clients and patients can access a Caduceus provider within minutes at any time from any place.

How to Use Caduceus TeleMed

Please ensure you have a strong WiFi connection.

OPTION 1

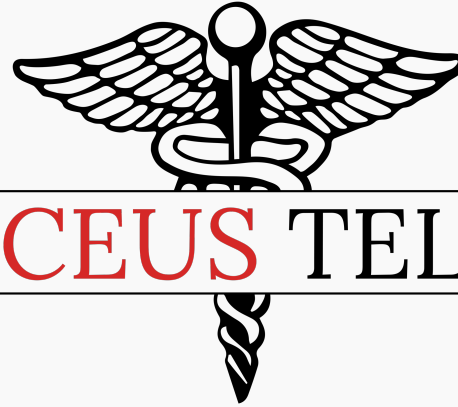
1. Search and download the 'Caduceus TeleMed' app.
2. Open the app.
3. Enter username and password, and select create a 'Create a New Visit.'
4. Enter patient's information.
5. Select 'Create a New Visit.'
6. 'Accept the Connection' when the Caduceus TeleMed provider arrives.

OPTION 2

1. Call 254-TELEMED on a mobile device.
2. Caduceus will gather patient's information.
3. Caduceus will initiate video visit.
4. Caduceus will send the patient a text. Open the text, and click on the link.
5. Accept the prompts for the visit.
6. Begin visit with Caduceus TeleMed provider.

For any questions, email TeleMed@CaduceusUSA.com.

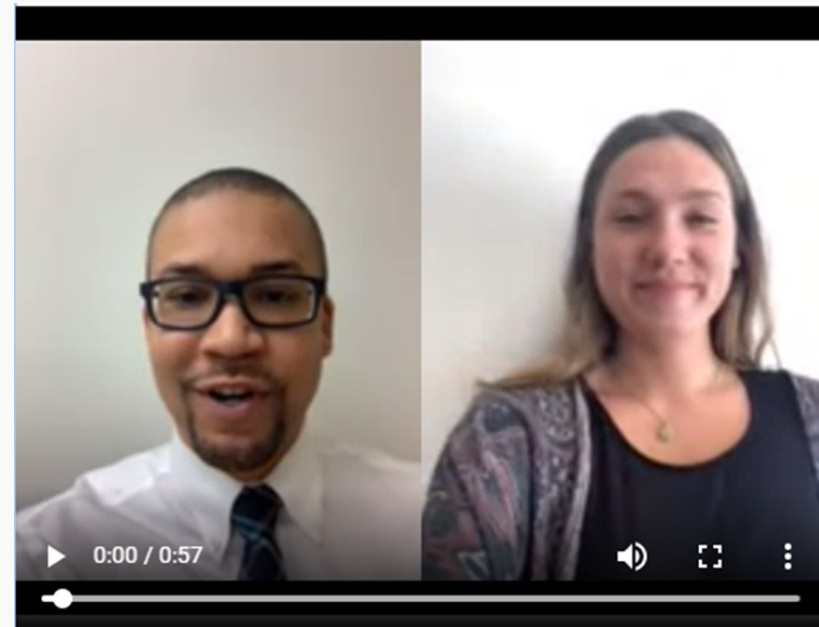
CONTACT: TELEMED@CADUCEUSUSA.COM TODAY



CADUCEUS TELEMED

Get Started in 24 hours

1. Determine measurable goals (ROI) for Caduceus TeleMed.
2. Decide how you will pay for Caduceus TeleMed calls.
3. Identify the authorized users for Caduceus TeleMed.
4. Determine if you will use smartphones or tablets.
5. At each jobsite, find the best cellular/Wi-Fi signal.
6. Do you require drug testing or first aid kits?
7. Set up Company Protocol with Caduceus TeleMed.
8. Download Caduceus TeleMed2 app on all devices.
9. Schedule training webinar for all authorized users.
10. Use Caduceus TeleMed for all initial and follow up visits.



✉ TeleMed@CaduceusUSA.com
www.CaduceusUSA.com



Pricing Summary

- ❖ Billed Through Cost of the Claim
 - ❖ Telemed Visit - \$225 per visit
 - ❖ Post Accident Drug Test - \$50
- ❖ Billed Directly to InSource Client (if service selected).
 - ❖ Drug Test Kits- \$3.25-\$4.75 depending on panel
 - ❖ First Aid Kits - \$25/kit
 - ❖ Pre-employment and Random Drug Tests - \$50
 - ❖ COVID-19 Screening - \$225





Enrollment

- ❖ Send email to InSource account manager with:
 - ❖ Representative Name, Title, Email, and Phone
 - ❖ State if there are any additional services requested beyond workers compensation such as test kits, COVID-19 Screening, and first aid kits.
- ❖ Download Caduceus Telemed App
- ❖ Caduceus will send enrollment email
- ❖ Caduceus will arrange training call
- ❖ Add Telemed information to panels if applicable
 - ❖ Information is added to client website for panel states

