Wellness and Preventive Medicine Program
A New Paradigm for Health and Wellness

ENGINEERING YOUR SUCCESS.
Wellness and Preventive Medicine Program

- Who Is Parker Hannifin?
- Parker’s 3 Year Vision
- Wellness is Our Goal
- Network Development
- Frequently Asked Questions
- Participant Questions

Please note:
This presentation contains confidential information and should not be duplicated, used or disclosed – in whole or part – for any purposes other than to provide services to Parker Hannifin’s employee population.
About Parker
The Global Leader in Motion & Control Technologies (NYSE:PH)

- $13.6 Billion in Revenue
- 58,000 Employees
- 47 Countries
- World’s leading diversified manufacturer of motion and control technologies and systems
- Broad technology platform encompassing multiple technologies:
  - Aerospace, Hydraulics, Filtration, Climate Control, Fluid connectors, Pneumatics, Seals and Shieldings
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The 3-year Vision

- At least 85% of Parker US locations will have an integrative physician and other integrative providers on site or near by.
- Network providers will submit claims in a way that will allow Parker to accrue ROI data and shift toward natural health and healing.
  - Parker’s vision of obtaining ROI data to prove, once and for all, that natural/holistic healthcare treatments save money and improve the health of employees.
  - Parker will be able to take this data and introduce the Network to other large, self-insured companies, expanding access to millions of employees in diverse industries across the country.
Our objectives include an initiative to globalize Health and Wellness throughout 2013 and into 2015:

- Create and sustain a culture of health for all employees
- Improve overall health and quality of life
- Reduce absenteeism
- Reduce presenteeism
- Create a leading edge approach to the variety of benefits offered to employees
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The Importance of the Program

- The US has the highest healthcare costs in the world
  - Nearly 50% of American suffer from a chronic condition; this is projected to increase by 6% per year through 2030
  - Nearly 85% of all healthcare spending is to treat chronic disease

- Unnecessary annual medical costs (from 2002)
  - 7.5M unnecessary surgical procedures
  - Up to 9M unnecessary hospitalizations
  - Tens of millions of unnecessary antibiotic prescriptions

- Control costs
  - By addressing underlying causes of health conditions and using natural methods of healing to address them, health care costs will be reduced by a large multiple
In every program, each participant wants to know...

W.I.I.F.M.
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W.I.I.F.M: Employees

- Employees/patients want it!
  - In 2012, a survey of hospitals found 85% of patients wanted the organization to offer CAM services
  - Credentialing process ensures high quality providers that are accessible and affordable for employees

- Options for natural health and healing
  - Employees have access to practitioners and integrative medical doctors who have been initially vetted through the credentialing process, helping to ensure access to high quality natural health providers
  - Employees will soon have access to choices for Integrative Oncology in the US and abroad, giving employees options other than conventional cancer treatments.

- Employees can afford CAM thanks to their Wellness benefit
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W.I.I.F.M: Practitioners

- Relationship with Fortune 250 company, which brings credibility and visibility
  - Once the Network is built, other Fortune companies can lease it, creating a similar program and integrative provider access for their employees

- Consistent stream of patients
  - Reach out to employees in locations near you
    - They may not be aware of their benefit.
  - In Phase II, we will be working on ways to direct ee’s to your clinic through health fairs, fliers and other opportunities for engagement

- Patients can afford treatments thanks to their Wellness benefit
  - Office visits and specialized Lab tests
  - IV therapies: nutrition, chelation, ozone
  - Supplements (more about this later)

- Prompt, hassle-free reimbursement for services
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W.I.I.F.M: Parker

- Employees have access to holistic care and non-pharmaceutical options for getting and staying well
  - These are options, not mandates.
  - Local education will help expand services
- Relationship with high-quality holistic practitioners
  - Parker will protect its reputation by associating only with qualified, licensed, and credentialed providers
- Parker wants a long term, viable plan, based on quality measures and data
  - Parker wants and needs data to prove that spending money to provide CAM services to documents a measurable ROI
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W.I.I.F.E: What’s In It For EVERYONE

- Providers get more patients and timely payment
- Patients/ee’s get holistic care and more options
- Parker gets healthy, engaged, productive employees.
- Parker can manage costs and document ROI for integrative treatments.

**BEST of all:**
- Appropriately coded claims can be tracked to prove, once and for all, what we’ve been saying for years: “Our Medicine and Therapies work!”
- Other companies will have the proof they need to make the financial commitment to Integrative Health and Wellness programs.
Clean claims are paid within thirty (30) days of receipt
“Clean claims” include the necessary items to make payment including:
Electronic claim filing is preferred; however, claims can be filed in a variety of ways, including:

<table>
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<th>Provider Portal</th>
<th>Paper</th>
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<td>Payor ID: 38225</td>
<td><a href="http://www.ngs.com/parker">www.ngs.com/parker</a> Submit A Claim</td>
<td>NGS CoreSource PO Box 2310 Mt Clemens, MI 48046</td>
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Frequently Asked Questions

- Is Pre-Authorization Required?
  - No. Prior authorization is not required; however, services can be verified by calling NGS CoreSource.

- Can I collect my full charge at time of service from the member?
  - The patient is REQUIRED to pay a 20% co-pay at the time of service; this cannot be waived.
  - As a participating provider, we encourage you to submit the claim for payment to NGS CoreSource for payment on behalf of Parker Hannifin.
  - How this entire process works will be explained in full detail after the doctor is through the credentialing process.
Will my fee schedule be approved?

Yes. To belong to the network, Parker requests a 10% discount off your current fees. The patient pays 20% of that fee at the time of the service. The balance is remitted to you 30 days after the claim is submitted to NGS.

Can I receive my payments via direct deposit?

Yes. Direct deposit is the preferred method of reimbursement and will significantly expedite your payment. Direct deposit forms were included in the original recruitment package you received. However, if you’d like to request the form again, please contact us at 800.647.1766.
Next Steps....

Questions?