Introducing:



STD Lab Testing



Teladoc is **improving** for our members

Introducing **STD Lab Testing** through our trusted partner, **sexualhealth**





Fast, discreet, and affordable STD lab tests

Members can request lab testing through **Teladoc** one of three ways:

- Request Lab Testing button on their Teladoc Member home page
- Referral to co-branded sexualhealth website for lab test(s) from one of our doctors during a regular consult via members' Message Center
- 1-800-TELADOC—our call center staff will warm transfer the member to the sexualhealth call center for further assistance



Results are quick, easy and confidential

Step 1:

Find the test(s) for you

Step 3:

View results online

Step 2:

Visit a local lab

Step 4:

Speak with a doctor



Wide selection of STD lab tests

Members can get tested for the following STDs:

- Chlamydia nearly 3 million cases reported each year
- Gonorrhea approximately 820,000 cases each year
- Hepatitis B between 800,000 and 1.4 million cases in the US
- Hepatitis C between 2.7 3.9 million cases in the US
- Herpes 1 & 2 about 1 in 6 people ages 14 49 have herpes 2 virus
- HIV over 41,000 new cases in the US each year
- Syphilis over 55,000 new cases in the US each year
- Trichomoniasis more than 1 million new cases in the US each year



Post-results consultations are not always required

Optional (member may see results without consultation first) if:

- Results are negative (member given educational material)
- Results are positive for less severe conditions

Required (member unable to see results without consultation first) if:

 Results are positive for severe conditions (i.e. HIV)



Teladoc STD Lab Testing

tackles the biggest problems in healthcare: quality, access and cost



Clinical Quality

- "Care Advisors" specially trained to coach and counsel on STD issues help address member concerns about stress, embarrassment, and care options
- "Diagnostic Triage" tool is based on years of industry experience
- Best-in-class lab partners LabCorp and Quest
- Quality assurance program
- Robust STD protocols, guidelines and patient education materials tailored to telehealth
- Early detection has meaningful impact on women's reproductive health and other clinical areas



- Discreet, fast and convenient 4,000+ testing locations
- o On-demand lab orders → Tests requisitioned immediately
- Guaranteed three day delivery of test results
- Targeted communications to drive awareness ~44% of patients have never been tested

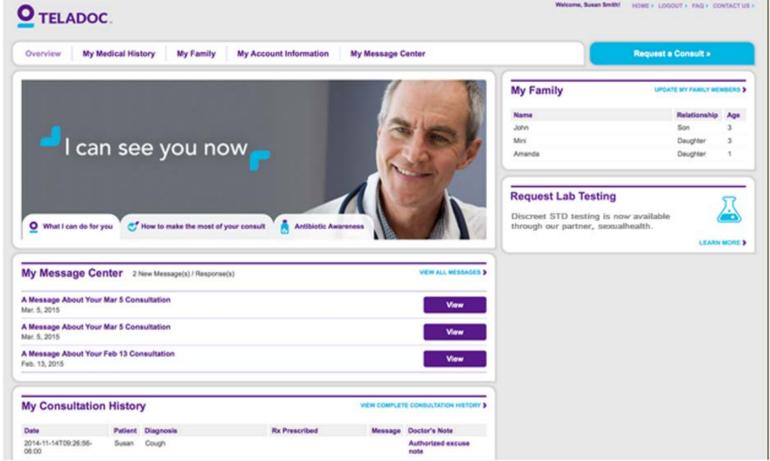


- Lower cost than many in-person alternatives
- Price transparency for member compared to traditional channels where cost may not be known
- ER / Urgent Care / PCP triage avoidance → Improves ROI and outcomes
- Employee productivity benefit for employers (absenteeism, presenteeism)
- Rapid identification of issues prevents more costly visits later



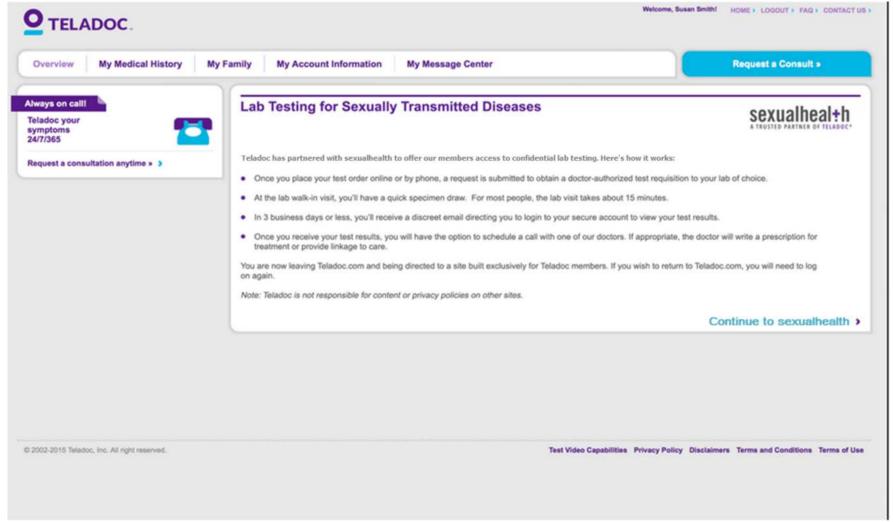
Access Point 1 - Member home page

A new "Request Lab Testing' widget will be added to the Member Home Page for the Sexual Health Product with a 'Learn More' link.





When the "Learn More" link is clicked, a new page will display with information about the Sexual Health Product. The page will have a 'Continue to sexualhealth' link that will redirect the member to the Analyte Online Clinic.

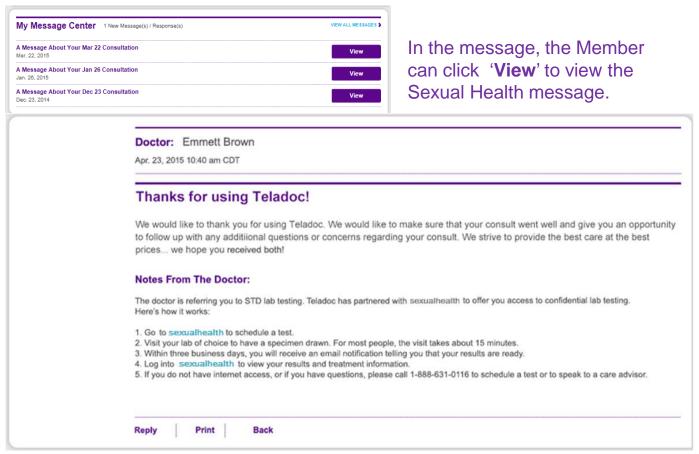




Access Point 2 – Provider referral

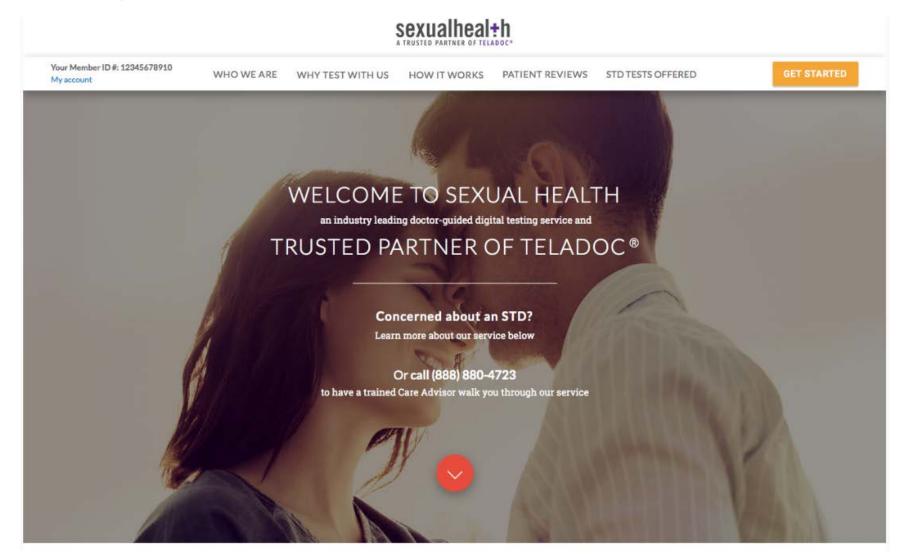
During a General Medical Consult, the Teladoc doctor tells the Member they recommend STD lab testing.

The doctor will tell the member they will receive a message via the message center when the consult is complete that will include a link to the STD lab testing partner where they can order a lab test.





When the Member selects the sexualhealth link, they are securely redirected to the Analyte sexualhealth site to order their STD Lab Tests.





Access Point 3 – Call center warm transfer

Step 1 – Call Center Scripting

Scripting for set up of intake and 'warm transfer' from 1-800-TELADOC to sexualhealth:

"Thank you for calling Teladoc; my name is (Agent Name) How may I help you today?"

Member answers with trigger word or phrase for **sexualhealth** services

Pending account: "Ok. I will be more than happy to help you with that. First let's get you registered with Teladoc and then I can warm transfer you to **sexualhealth** for additional assistance" I would also like to provide you with the toll free **sexualhealth** phone number 888-631-0116."

 Scripting to ensure the Member is registered and medical history is complete prior to transferring to the sexualhealth Call Center Rep:

"Thank you for calling Teladoc; my name is (Agent Name) How may I help you today?" Member answers with trigger word or phrase for **sexualhealth** services:

Active account: "Ok. I will be more than happy to help you with that. First let's check to see that you are completely registered and that your medical history is up to date."

Step 2 – Teladoc Call Center Member Registration

 The Teladoc Call Center representative will complete member registration and medical history, then call the sexualhealth Call Center to warm transfer.



Easy implementation

STD Lab Testing is an enhancement to our core service

- No additional PEPM/PMPM cost for the STD Lab Test feature
- Fully confidential—the member pays the lab test fee, which is provided outside of the plan
- Post-test doctor consultation fee is included in test fee
- No STD information will come back into Teladoc member's EHR or medical history

