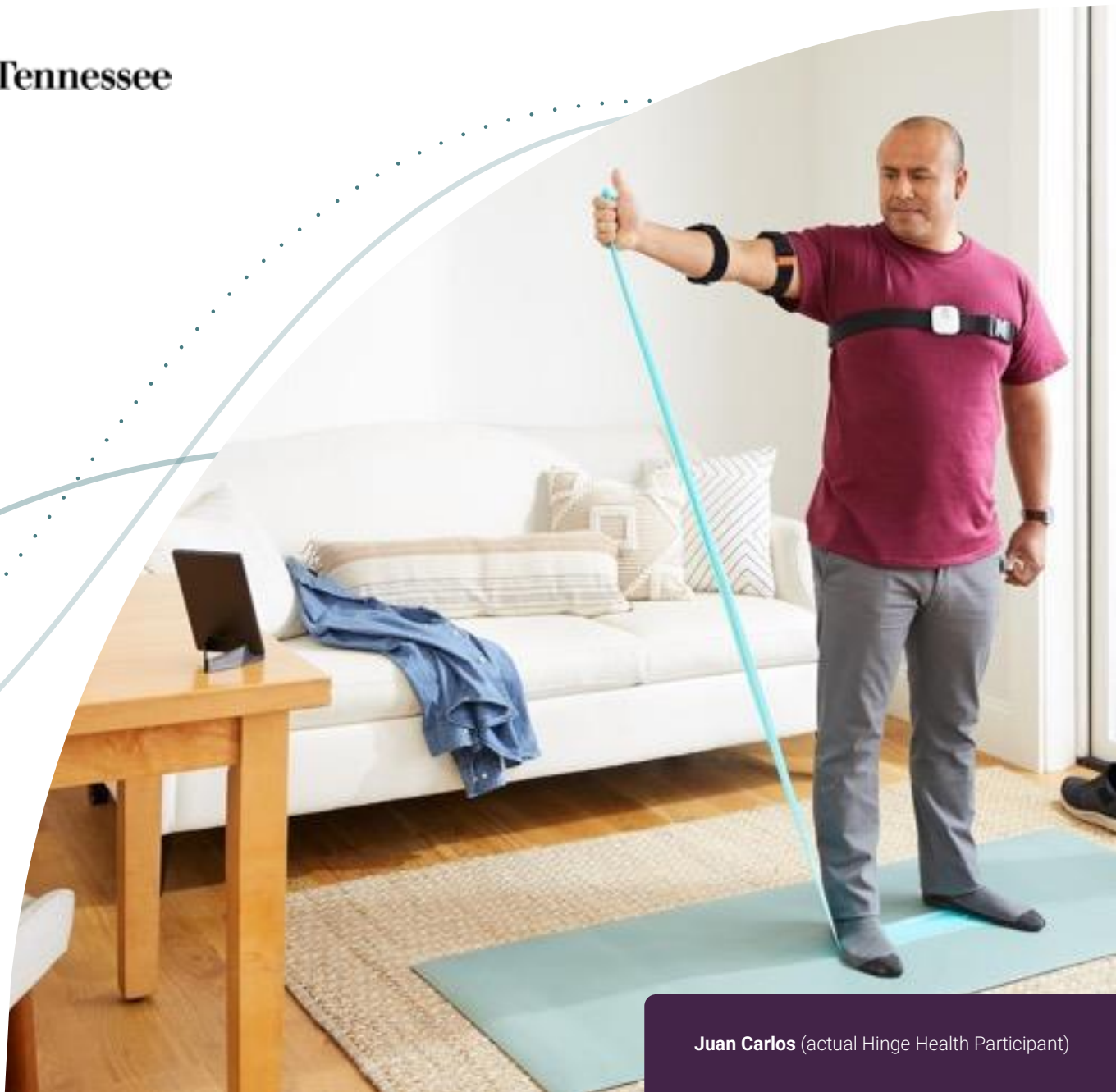




of Tennessee

What Hinge Health can do for you

February 8, 2022



today's agenda

- 01 Who we are
- 02 Who we help
- 03 How we treat
- 04 What to expect
- 05 FAQs
- 06 Q&A

01

who we are

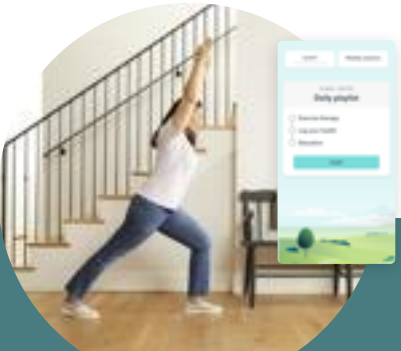
Hinge Health's Digital MSK Clinic

Physical Therapist + Health Coaching model provides best-in-class MSK care while removing financial barriers for BCBST members

Prevention

At-risk

Job-specific exercises & education



Acute

Recent injury

Virtual PT for all joint & muscle groups



Chronic

High-risk

Exercise, education, and behavioral change



Great work today, Clark!

Surgery

Pre & Post rehab

Pre/post rehab & continuity of care



Making great progress!

The only clinical care model to deliver PT and beyond

Surrounds your members with the right level of proven, evidence-based care

Licensed Doctors
of Physical Therapy



Board-certified
health coaches



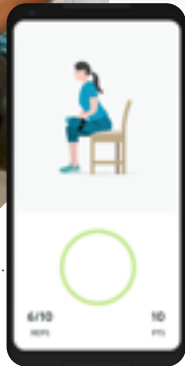
Physicians and
orthopedic surgeons



Motion sensors
for guided PT



Information and expertise
from clinicians



All-in-one app
experience

02

who we help

WHO WE HELP

Meet Lenell, a 45 year-old county clerk



Lenell wanted a better alternative to her current treatment

Lenell had persistent knee pain for the last 4-5 years. It was so bad she couldn't put socks on.

WHO WE HELP

Meet Jim, a 49-year-old manufacturing engineer



**Jim wanted to know if
he could avoid surgery**

Jim had chronic back pain for most of his adult life and had been considering surgery. There wasn't a day that passed that he wasn't reminded of his pain.

WHO WE HELP

Meet Alex, a 36-year-old warehouse worker



Alex wanted to manage pain while planning for surgery

Alex had chronic knee pain and had been considering surgery, but was reluctant to schedule it during COVID.

WHO WE HELP

Help when you need it

No two journeys are the same



Care for a recent or past injury



Prepping for an upcoming surgery

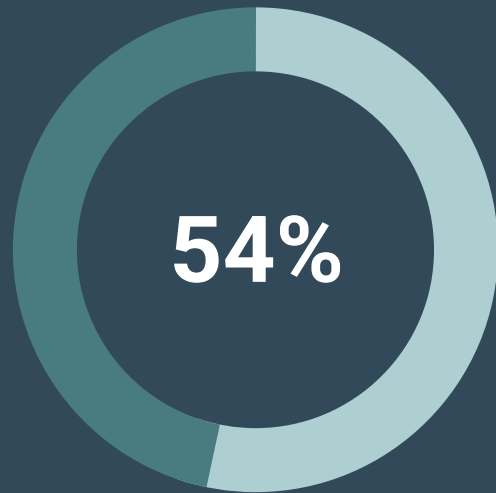


Recovering from surgery

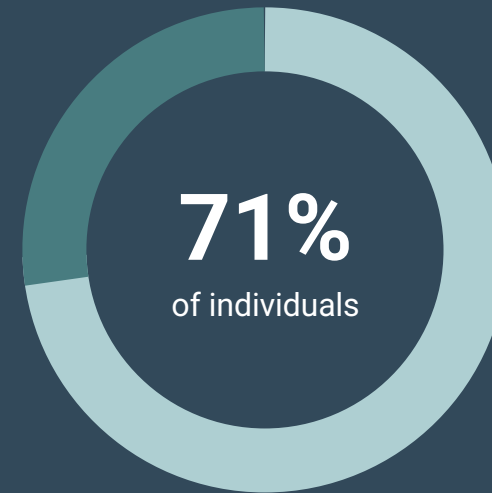


Desire for building healthy habits

You are not alone



of American adults experience persistent joint pain per year¹



with back & joint pain are experiencing new or increased pain due to remote work's sedentary lifestyle²

WHO WE HELP

Questions to ask yourself

- 1 How is my back & joint pain affecting my mood and quality of sleep?
- 2 Can I miss half a work day to visit a physical therapist or another care provider?
- 3 How much will my treatment cost? (doctor visits, imaging, medications, etc.)

03

how we treat

Physical therapist & coach-led, digital one-stop solution for all major muscle and joint issues

HOW WE TREAT

Care for everybody and every body part

We have you covered



The Program

- Designed with evidence-based guidelines
- Informed by recent literature and research
- Care for all body parts, from neck to foot

HOW WE TREAT

Care that is proven to work

A treatment plan customized for you and your needs



Exercise therapy

Real-time feedback & tracking with our sensor technology



Education

A personalized curriculum of easy, science-based reads



Dedicated care team

1:1 health coaching, physical therapy, second medical opinions

HOW WE TREAT

Clinical & Coaching teams

Depending on your needs, your personalized program could include coaching and therapy

Behavioral health coach support

Role: Accountability & adherence

- **250+** accredited health coaches, all full-time employees
- Coaching sessions clinically proven to reduce pain
- Spanish-speaking coaches available

Sample of our health coaches' diverse background



Lolita Lopez, NBC-HWC
MPH



Sarina Lamarche, NBC-HWC
MA in Psychology



Michael Litzenberg, ACSM
B.S. Kinesiology



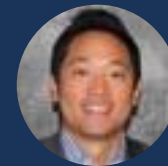
Dr. Jeff Krauss, MD
Chief Medical Officer



Dr. Jonathan Ide-Don, DPT
Director of Staff PTs



Jonathan Lee, MD, MBA
Senior Expert Physician,
Orthopedic Surgery



Raymond Hwang, MD, MBA
Medical Director

Physical therapists & clinical experts

Role: Clinical questions & support

- **Team of full-time PTs and clinical** experts led by Harvard & Stanford trained Chief Medical Officer, Jeff Krauss, MD
- Support and train health coaches
- Ensure clinical standards of the program

HOW WE TREAT

Transforming lives

Clinical studies have shown an impact

- ↓ **69%** pain reduction
- ↓ **58%** depression & anxiety reduction
- ★★★ **2 of 3 surgeries** avoided

Outcomes validated by researchers at **Stanford, University of California SF, Vanderbilt** and top consultants.

Source: ¹ Smittenaar (2017). [JRAT](#) 6 Month Outcomes, ² Mecklenburg (2018). [JMIR](#) Randomized Control Trial
³ Bailey (2019) [Nature](#). Randomized Controlled Trial, ⁴ Bailey (2020). [JMIR](#). 10,000 Participant Longitudinal Cohort Study



04

what to expect

WHAT TO EXPECT

Application Process

1. Apply

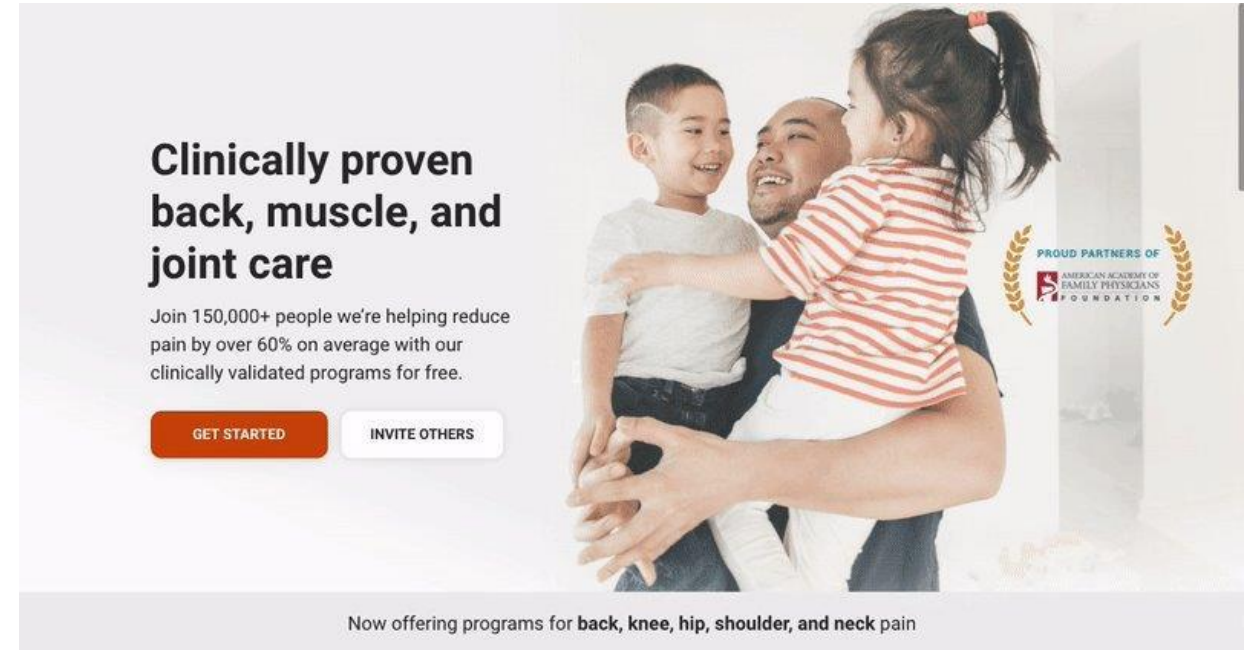
- Visit hingehealth.com/statetn-health
- Fill out questionnaire
- Expect a follow-up email within 24-48 hours

2. Program Acceptance

- Receive welcome message from your care team

3. Begin Program

- Log in to the app and begin the Hinge Health program
- Set up an initial call with a member of your care team
- If you need items within your treatment plan, you will receive them in 1-2 weeks



**Clinically proven
back, muscle, and
joint care**

Join 150,000+ people we're helping reduce pain by over 60% on average with our clinically validated programs for free.

[GET STARTED](#) [INVITE OTHERS](#)

PROUD PARTNERS OF
AMERICAN ACADEMY OF
FAMILY PHYSICIANS
FOUNDATION

Now offering programs for **back, knee, hip, shoulder, and neck** pain

Get expert treatment from the comfort of home

05

FAQs

FAQs

Question	Answer
How do I enroll?	You can sign up at hingehealth.com/statetn-health .
How much does Hinge Health cost?	Provided at no additional cost for all employees and dependents 18+ enrolled in a BlueCross BlueShield of Tennessee medical plan through the State of Tennessee. Cost and usage of this program is included in premium and administrative fees; no additional out-of-pocket expense applies.
What is a health coach and how can they help me?	In some of our programs, you will receive 1:1 health coaching. A health coach is an accountability partner. They will work 1:1 with you to help you create and stick with your goals. You will have a monthly call with them and they will check in with you each week.
Can I do more than one program at the same time?	Participants are unable to work on multiple Hinge Health programs simultaneously. We recommend selecting the area of the body you are experiencing the highest level of pain or discomfort and work on that first.
What if my doctor has told me that I can't do specific movements?	Hinge Health is designed to meet you where you are. We provide modifications and education on how to pace yourself during your activities so you can succeed.

Feel free to reach out to us at hello@hingehealth.com or to call **(855) 902-2777** if you have additional questions.

06

Q&A

Apply today by visiting
hingehealth.com/statetn-health

Questions? Email hello@hingehealth.com or call (855) 902-2777.

Eligibility: Employees and dependents 18+ enrolled in a BlueCross BlueShield of Tennessee medical plan through the State of Tennessee are eligible.

