



Educational Webinar





Company Overview

About Esperta Health

Our Belief

Esperta Health is a specialty physician practice committed to delivering a complete wound care program for your members with chronic wounds in the comfort of their home.

What We Built

We have built the industry's only **complete in-home chronic wound care program** driven by clinical expertise, evidence-based guidelines, and innovative technology. The program is designed to standardize wound care treatment and deliver real-time responsive treatment plans designed to improve healing outcomes and significantly reduce costs.



Wound Care
Expertise



Wound Evaluation
System



Responsive
Treatment Plans



Wound
Prevention

Wound Care Expertise



Physicians & Nurses

- Esperta Health practitioners are all certified in wound care
- Physicians boarded by ABWM (American Board of Wound Management)
- Nurses are all wound care certified through a certification entity or the Esperta Health wound certification program

In-Home Clinicians

- In-home certified wound clinicians practice independently and have additional oversight by physicians
- Esperta Health provides comprehensive didactic and skills-based training with competencies assessed through knowledge-based and hands-on testing
- Clinicians participate in quarterly wound knowledge sessions and undergo annual competency assessments

Wound Care Expertise



Wounds We Manage

- Diabetic Ulcers
- Arterial Ulcers
- Venous Ulcers
- Pressure Injuries
- Chronic Venous Insufficiency Ulcers
- Malignancy-related Ulcers
- Lymphedema-related Ulcers
- Surgical Wounds
- Burns
- Atypical Wounds
- Autoimmune Wounds
- Wounds Caused by Infections
- Non-Healing Wounds
- At-Risk Wounds

Program Inclusions

- Wound Analysis
- Wound Cleansings
- Dressings & Supplies
- Local Anesthesia
- Debridement
- Skin Substitutes
- Negative Pressure Wound Therapy
- Follow-Up Monitoring
- Prevention

Esperta Health provides wound care services to members in their homes, including those who are not homebound.

Proprietary Wound Evaluation System



Patient Medical History

All patient medical history, insights and vitals are collected and inputted into the system.



Physical Wound Assessment

Physical assessment of wound by certified clinician.



Wound Imaging Technology

The technology automates and standardizes wound data collection thru analysis and measurement of the total wound area, depth of wound, colorization and blood flow.



Predictions of Poor Healing

Predictors suggestive of prolonged wound healing are identified from patient and wound data. Drives advanced treatment modalities and determines if a wound is at risk of not healing.

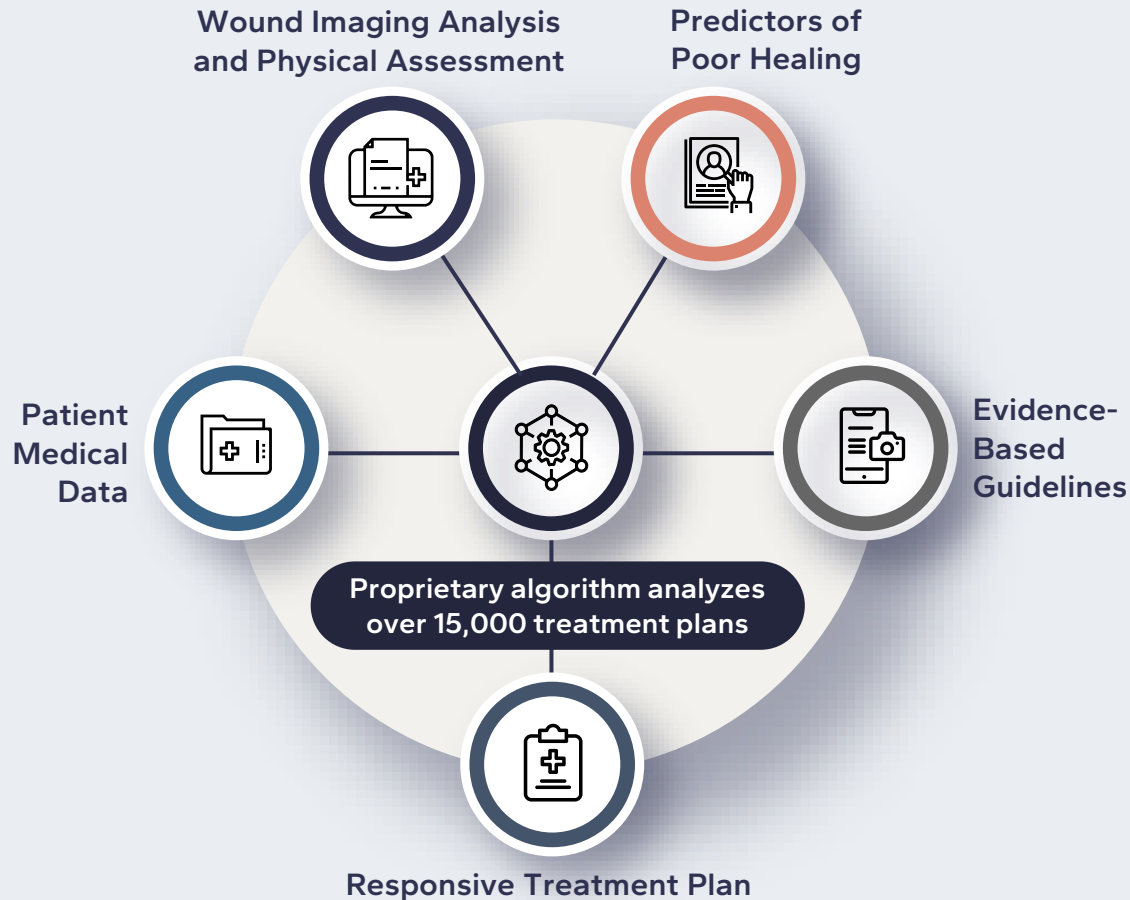


Evidence-Based Guidelines

Embedded in the platform and improved over time with data intelligence.



Responsive Treatment Plans



Wound Care Orders

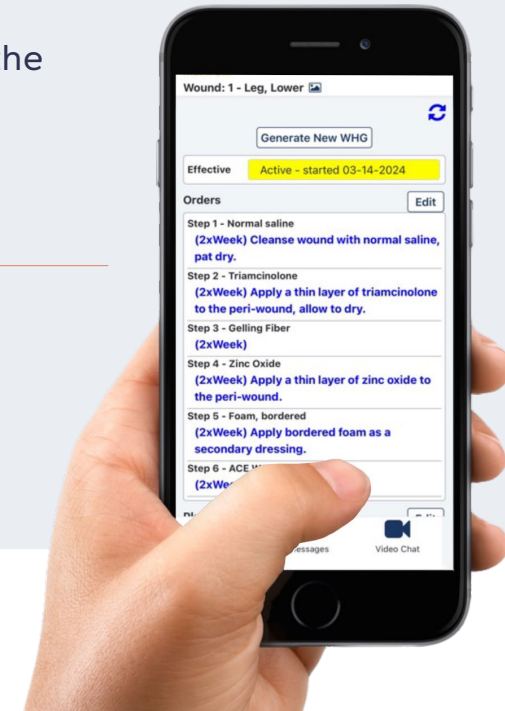
An order set with wound-specific supplies is automatically developed for the in-home clinician to treat the wound.

Patient Instructions

Comprehensive information is provided to the patient regarding wound care instructions, wound etiology, recommended lifestyle modifications, and nutrition.

At-home Supply Delivery

Dressing supplies are sent directly to the patient's home which improves standardization and increases efficiency.



Wound Prevention



Once the wound is healed, patients receive targeted **intervention to prevent wound recurrence**



This critical component of our program encompasses virtual technology to ensure the patient has access to and can use resources to **prevent wound recurrence**



If there is any indication of potential wound recurrence, Esperta Health's **clinicians intervene**

Program Impact

90%

Wounds are healed
within 90 days

**Faster
Healing**

3.8%

Patient Infection
Rate

**Fewer
Infections**

1.9%

Wound-related
Hospitalization

**Reduced
In-patient
Stays**

>1%

Wound
Recurrence

**Low
Wound
Recurrence**

4.8

Patient
Satisfaction

**High
Patient
Satisfaction**

What Makes Us Different

- Specialty Physician Practice with wound certified Nurse Practitioners
 - Diagnose, treat, and heal wound patients in their homes
 - No need for the PCP to write or approve wound care orders.
- Patients do not need to be homebound
 - Esperta communicates back to you about your patients after the first visit and monthly after that
 - 12-week prevention program to prevent wound recurrence

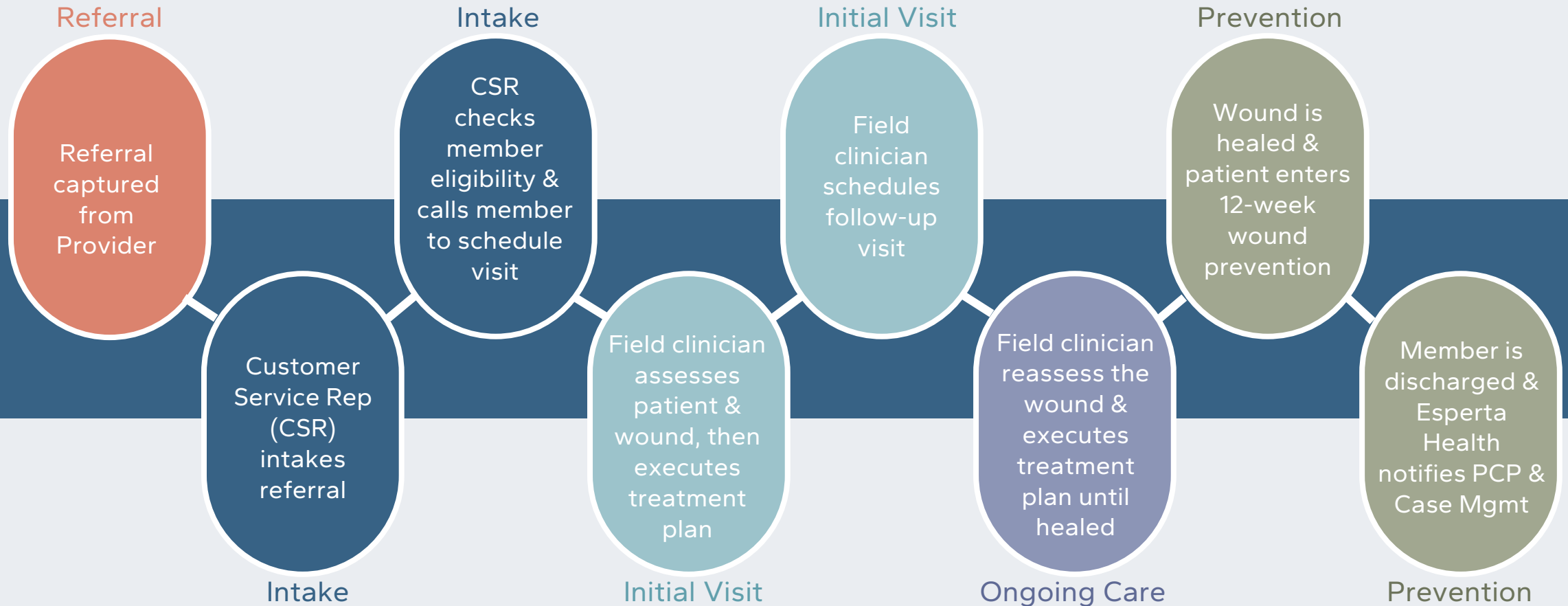


When and How to Refer

When should you refer to Esperta Health?

- **Refer immediately if:** signs of infection (spreading redness, drainage, odor, fever), exposed bone or tendon, poor circulation (absent pulses, rest pain, gangrene), or rapidly worsening wound
- **Refer early if:** wound hasn't improved ~50% after 4 weeks of standard care, or any wound open longer than 30 days
- **Refer sooner for high-risk patients:** diabetes, peripheral arterial disease, pressure injuries (Stage 3+), or recurrent non-healing wounds
- **Rule of thumb:** if it's infected, ischemic, or not improving, refer
- **Why it matters:** early referral means faster healing, lower amputation risk, and fewer hospitalizations

Patient Experience after Referral is Received



Member Communication:

We engage with patients through calls, emails & text and our Patient Portal as frequent as needed based on the treatment

Provider Communication:

We Fax a patient summary after the initial visit and every 30 days after

Communication back to the Patients' PCP

Visit Note Communication

- Visit notes are communicated to the patients PCP
 - After the initial visit
 - Every 30 days while the patient is in our care
 - After discharge
- There is no black box – you know exactly what is going on with your patients