

Executive Summary


Satori World Medical is a payor-supported, employer-sponsored, consumer-choice **global healthcare network** which provides individuals, employers, and payors with world-class healthcare, excellent client service and significant financial benefit. Satori is the first global healthcare network specifically designed to deliver high quality healthcare services, share the tremendous cost savings with plan sponsors and their employees and coordinate all medical travel services for individuals who need care. **Typically the cost for a major surgical procedure is 40-80% less than that of the US, in international hospitals that rival top US institutions, staffed by equal or higher quality doctors, and with no out-of-pocket expense to the patient.**

Satori World Medical is a values driven organization. Starting with our Mission Statement and core values, our goal is to provide services that our business partners and clients will benefit from and value as part of their medical plan.

We strive to exceed our customers' expectations in everything we do. The cornerstone of our philosophy is to provide a high touch service that delivers quality healthcare, consumer choice, and economic savings for all stakeholders in a professional, seamless manner. We are a "closed ecosystem". All of our processes are performed internally so there are no external handoffs. From the initial phone call to Satori, our Nurse Patient Advocate (NPA), a bilingual surgically trained Registered Nurse will coordinate every step of their care; answering their questions about our hospitals, doctors and program; communicating with payors on eligibility and authorization; facilitating medical records transfer; coordinating a phone call between the patient and Satori provider; scheduling their procedure and any necessary follow-up appointments with their US physician. Our in-house Travel Care Coordinators handle all logistics including airline reservations for the patient and a companion, hotel accommodations, and coordinating on-the-ground concierge transportation services when they arrive in their destination country. All interactions around the patient are documented in Satori's Client Service Tool (CST), our software system which monitors, tracks, and records the patient flow longitudinally across all functions.

Satori has assembled a network of Joint Commission International (JCI) accredited Hospitals with departments designed to cater to U.S. patients, staffed by U.S./U.K. or equivalently trained and board certified physicians and nursing staff that are English speaking. Our network hospitals are "the best of the best." Each hospital has been personally inspected by our Chief Medical Officer (CMO) and VP of Network Development who vetted the hospitals and doctors via our rigorous multi-day due diligence process. Our multi-disciplinary quality model is unmatched in the industry and is led by Ron Johnson, M.D., F.A.C.S. a board certified surgeon and the company's full-time CMO. Dr. Johnson has assembled an industry first, Medical Quality Advisory Board (MQAB), comprised of leading clinicians in their sub-specialty field who have established clinical guidelines around medical travel eligibility, monitor the quality outcomes and reporting of our network and serve as an advisor to the company on various medical issues.

Satori has implemented a network contracting philosophy of utilizing U.S. payor style contracts with all our international providers. We have contractually obligated all providers to participate in ongoing quality audits, monitoring, credentialing and quarterly reporting. Our contracts recognize US payors' regulatory obligations. Our agreements have industry leading pay-for-performance provisions as well as the requirement that all healthcare personnel that touch our patients speak English. Among our many contract innovations, the pricing of the surgical procedure is bundled (all inclusive - hospital, physician, ancillaries) and negotiated as a fixed price case rate.



We in turn provide a single bill to the payor which is in US Dollars and is for the total expense including our fixed price case rate, all travel and hotel costs, our mark-up for overhead and profit, and a Personal Accident Insurance Policy for each patient.

The cost savings by the utilization of the Satori Global Network™ for a procedure is between 40-80% when compared to the cost of the same surgical procedure performed in the U.S. As a result, a major surgical healthcare expense becomes, for the first time, a fixed cost, known in advance, and simple math. One bill to the payor from Satori, one check from the payor to Satori. This makes for a very low cost claim adjudication process. Our program is easy to implement and is as simple as “plug and play”.

Our network strategy revolves around two (2) themes. First, we believe that a tightly structured network made up of a high quality, high performing, collaborative group of hospitals and doctors makes business and quality sense for Satori as well as for our clients. The second is to develop a collaborative relationship with our network hospitals. We are the only company in the medical travel industry that holds regularly scheduled conference calls with the key leadership of our network partners.

Integral to our corporate philosophy and values is that all stakeholders share in the savings of global healthcare. **The Health & Shared Wealth Program™ is a revolutionary model which allows plan sponsors to share a portion of the savings with their employees.** For the first time, the individual consumer who selects Satori for their surgical procedure will be eligible for an economic benefit through our shared savings model with a contribution to an employee’s Health Reimbursement Account (HRA). It is truly a win-win-win proposition.

By adding Satori World Medical, an employer is investing in their employee’s financial well-being by making this option available to them. Our program offering is a 100% medical benefit. **Patients are not going to have any financial difficulties as a result of requiring an expensive surgical procedure.**

Satori does not charge a Per Employee Per Month (PEPM), network access fee, or rental fee for our program. When Satori is selected for a surgical procedure by an employee the result is the plan sponsor saves money, then and only then, does Satori make money. Our economics are such that we only benefit when all stakeholders benefit. We are fully aligned with all stakeholders on a quality and financial basis. There is no downside to adding the Satori Global Network™ by any employer or health plan since we only get paid when our services are utilized.

Satori is a company that is a mile wide and a mile deep. Satori has recruited a **management team with over 120 years of leadership experience in healthcare services.** Additionally, we have established a leading group of advisors for our various Boards with over 275 years of successful health services entrepreneurship, medical management, patient care, benefits, health plan leadership, government and public policy leadership. Satori is structured throughout with healthcare experienced, professional staff. We are based in San Diego. Our member communications and enrollment strategies are well thought out, collaborative, web and print based and most important of all, very user friendly. We know and understand quality healthcare delivery and financing.

Our program promotes the notion that all employees’ have access to high quality health care at a reasonable price and are empowered to make an informed choice around where to receive their healthcare. **By adopting a global healthcare benefit option, a plan sponsor will bring additional value to their organization (by increasing their net income through the savings) and their employees (who receive an economic benefit).** Our program embraces this notion and this is demonstrated in our business and medical model. When Satori World Medical is added to a health plan, the organization will be working with a company that understands the business of delivering high quality, patient centric healthcare and is willing to generate revenue only when the program is utilized.