



Executive Summary of the Nexus Program

Med-South, Inc. and **Encore Health Care** have a proven track record of delivering outstanding patient outcomes AND cost savings for our hospital partners and payor plans in Alabama and Tennessee for persons diagnosed with Respiratory Disease/COPD. Our respiratory-focused population health programs have delivered hospitalization and ED utilization reductions in the range of 25% to 75%, creating an ROI of 200+% for our Medicaid and Medicare advantage partners. The home-based, Respiratory Therapist-driven, Nexus Program uses innovative performance focused care protocols, patient engagement techniques, physician and care team involvement, telehealth, and integrates medication management. **Med-South** has partnered with **Encore Healthcare** (Tennessee) to bring this program to other states beyond hospitals in Alabama and Medicaid payor plans in Tennessee. **Med-South's** sister company, **ABC PLUS Pharmacy**, is a national provider of respiratory medications specializing in patient education and adherence tracking. Florida Medicaid recipients diagnosed with COPD have high acute care utilization and unfortunately fall into a provider gap that does not focus on home respiratory disease management. If given the opportunity to partner with Medicaid plans in Florida, we can deliver similar savings to the Florida Medicaid program through our innovative and effective treatment model.