

# BluMine Health – Broker Partnership Overview

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## What BluMine Does

- Concierge-style primary care built specifically for employers.
- Onsite and near-site clinic development models.
- Reduces healthcare spend while improving employee access and productivity.
- Supports employee/patient retention and enhances employer/client asset value.

## Why Brokers Partner With BluMine

- Strengthens employer value proposition during annual benefits negotiation.
- Differentiates hard dollar expense reduction vs. unpredictable cost avoidance assumptions.
- Enhances long-term patient engagement and employee retention decisions.
- Provides a no-cost strategic health care avenue with more upside than downside.

# BluMine Health – Employer ROI Snapshot

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## Historical Workforce Engagement for ROI Calculation

- Year 1: 25% average employer population utilization.
- Year 2: 35% average employer population utilization with 10% fully engaged\*
- Year 3: 45% average reduction population utilization with 20% fully engaged
- Year 4: 55% average reduction population utilization with 30%+ fully engaged

\*Population uses BluMine Health as the primary source of care

## Utilization Workforce Impact

- Reduced emergency room and urgent care utilization.
- Lower unnecessary specialist visits.
- Improved employee productivity and job position engagement.
- Reduced absenteeism and faster return-to-work timelines.
- More hard-earned income to use on pressing family expenses.