



Care of Tomorrow, TODAY

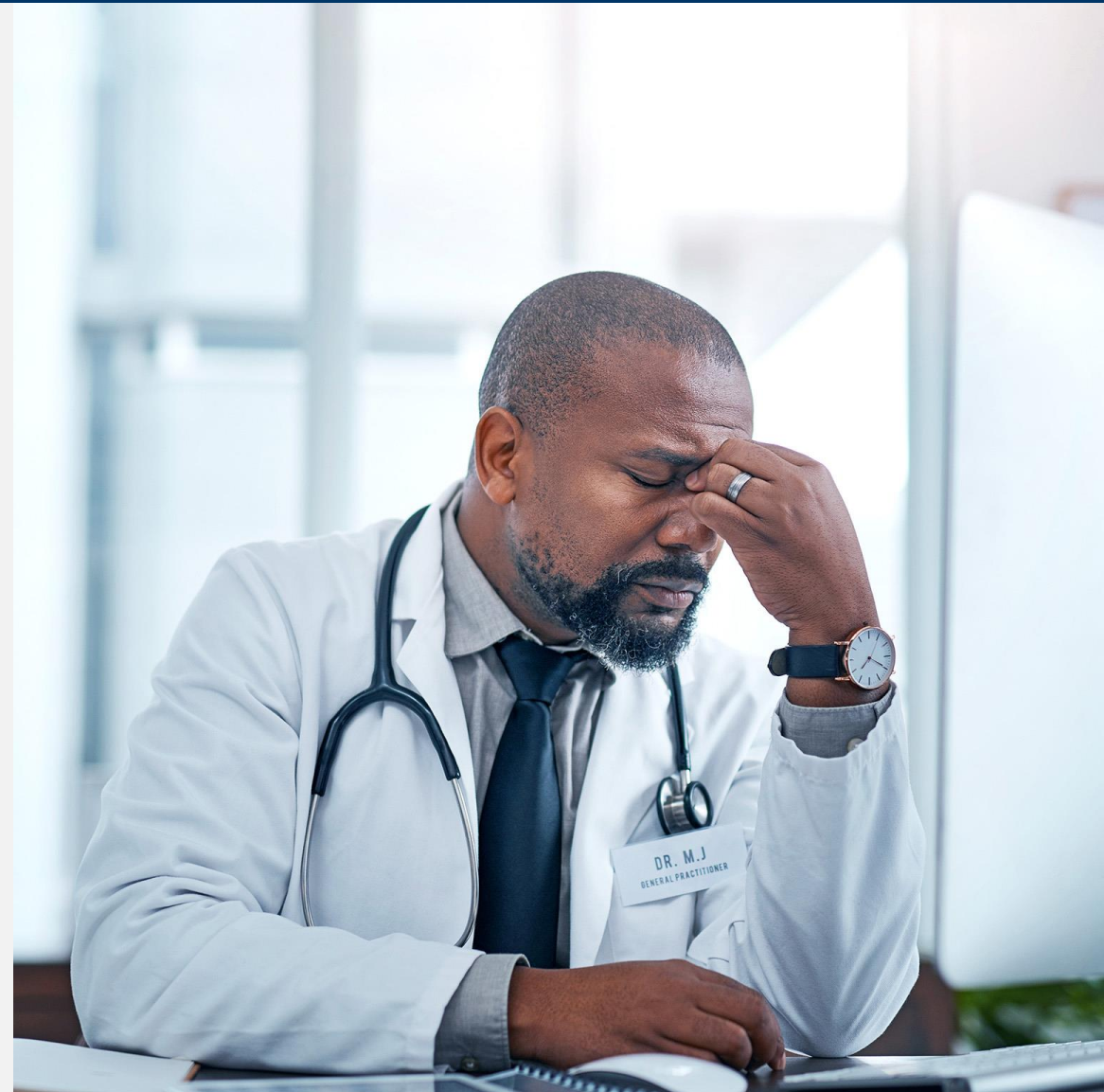
John P. Munoz

Matthew Yeates



Current Landscape

- National Challenges:
 - 86,000 doctors short by 2035
 - 140M US residents have two or more chronic conditions
 - 50.5% of clinicians experiencing burnout
- New Mexico Specific:
 - Workforce shortages (especially rural)
 - Tight margins and rising demand
 - Equity and access issues



The Cost of Inaction

- High hospitalizations and emergency visits
- Escalation to higher-cost settings
- Staff burnout and turnover
- Financial leakage from reactive care

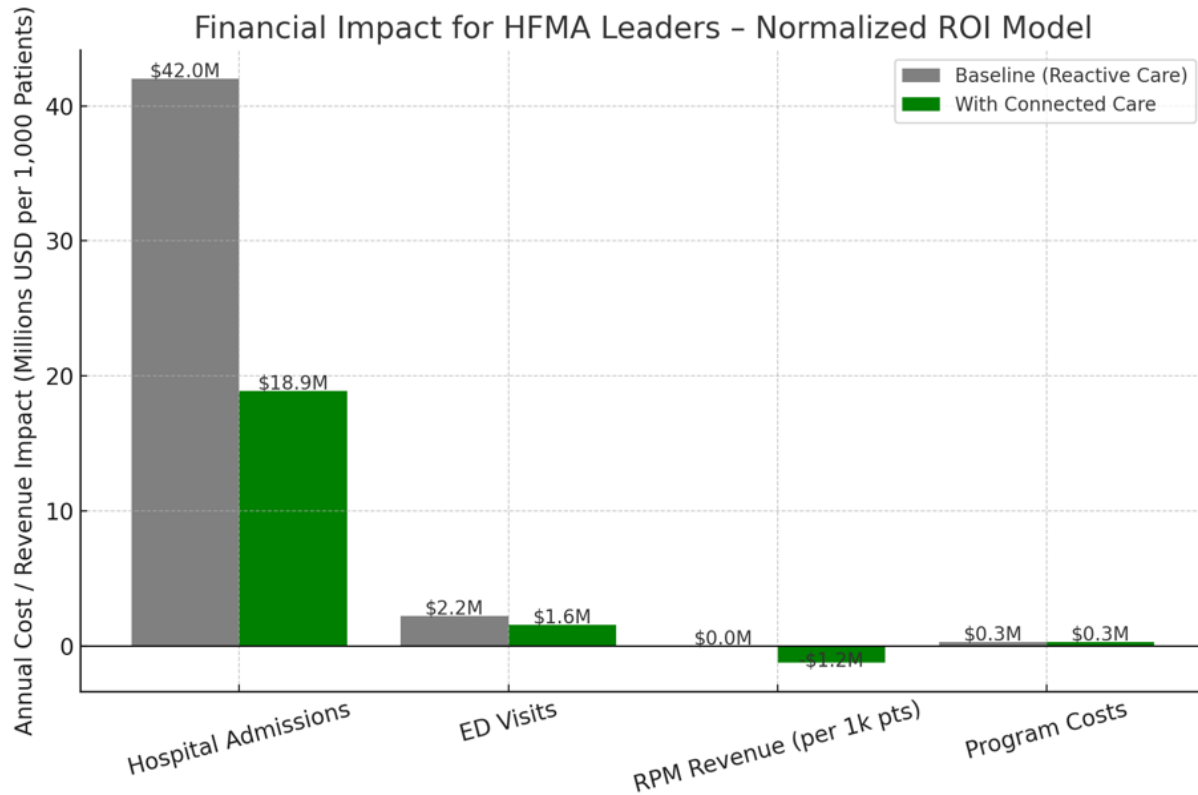


Why Proactive Connected Care?

- Cost avoidance and improved efficiency
- Better outcomes for patients
- Reduced stress on financial funnel
- Increased revenue through proactive care



Financial Impact for HFMA Leaders



- Improved ROI for Connected Care
- Lower cost per patient
- RPM & CCM reimbursement streams
- Operational efficiency extending staff reach without more FTEs

Technology & Connected Care In Action



- Advanced AI-driven daily health monitoring
 - **Close gaps between clinic & home** → better outcomes
 - **Enhance clinician efficiency** without replacing humans
 - **Supported by live care team** for personalized care
 - **Strengthens NM healthcare organizations**
- Patient Benefits
 - Personalized Prompts and Check-ins
 - Medication & Appointment Reminders → improved adherence
 - Increased engagement & companionship
- **National Recognition:** Amazon | Intel | Samsung | Google

Electronic Caregiver & Addison Care



- Addison Care: The 24/7 Virtual Caregiver
- Support staff of CNAs, Nurses, medical professionals
- Data-rich, data-driven decisions
- Fall detection and earlier interventions

Direct financial
benefit and
scalable care
delivery



Connected Care Solutions Covering Gaps in Care Between the Clinic and the Home

- In-Home Care Console
 - Addison Virtual Health Assistant
 - Pro-Health (Faceless Addison)
- Bluetooth Peripherals
- Live Agent Care Coaching / Coordination
- Pocket MD – 24x7 Doctor on Demand
- Premier Safety Device – GPS, Fall Detection, Emergency Alert
- Addison Aware

DISTRIBUTION CHANNELS

MEDICARE

ECG Contracted Providers

- Chronic Care Management (CCM)
- Remote Patient Monitoring (RPM)
- Remaining Components available via Retail

MEDICAID

Waivers

- Vary by State
- ECG Customizes packages to fit scope
- Components not covered may be sourced via Retail Channel

RETAIL

Full Addison Care Experience

- \$499 Access and Setup Fee
- \$249 Ongoing Monthly
- See Care Partner for pricing on individual components

Financial Outcomes

- Reduced admissions and ER visits
- Extended staff reach without new FTEs
- Direct reimbursement benefits
- Risk mitigation and financial sustainability



Learn More

Contact us at:

John Munoz: jmunoz@ecg-hq.com 575-520-8574

Matthew Yeates: myeates@ecg-hq.com 575-208-2490

TRY ADDISON AT HOME!

SCAN THE CODE BELOW



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Introducing Addison Care: <https://www.youtube.com/watch?v=XUTY79tJh7w&t=3s>

Queso

Questions & Discussion