Commercial Collaborations at JHM through Solutions
1. Introductions – Dr. Jonathan Weiner
2. Solutions Presentation
3. Discussion, Q&A.
The Solutions team is a division within Johns Hopkins Healthcare LLC.

The Solutions Division was created to drive new revenues to support research and education:

- Commercialize Johns Hopkins population health innovation and expertise in analytics and interventions to the broad market
- Facilitate consulting arrangements with external clients

What we don’t do:

- Do tech transfer. That is what JHTV does.
- Commercialize IP involving drugs or devices – Again, JHTV
- Build mobile or other apps for use within the institution - TIC
CURRENT PORTFOLIO COMPONENTS

### Predict
- **Johns Hopkins ACG System Analytics**
- **Patient Needs Segmentation**
- **Population Health Consulting**

### Intervene
- **Clinics**
  - Nurse Practitioner Driven
  - Hopkins DOEM oversight
- **act2**
  - Activity, Weight Management
  - Developed by Hopkins Faculty
- **DECIDE**
  - Diabetes Management
  - Developed by Hopkins Faculty
- **Balance**
  - Behavioral Health Support
  - Hopkins Faculty Supported
- **Workstride**
  - Targeting cancer patients & families
  - Developed by Hopkins Faculty

### Evaluate
- **Adherence to Protocols**
- **Activity Measurement**
- **Outcomes Analysis**
- **Cross sectional/Longitudinal**
- **Performance Reporting**
- **Outcomes Reporting**
Jonathan Weiner – ACG System, worldwide
Hadi Kharrazi – GSAP project
Felicia Hill-Briggs – DECIDE diabetes mgmt.
Nisa Maruther - Act2 diabetes prevention
Lilly Shockney, Terry Langbaum – WorkStride managing cancer.
Matt Peters, Paul Kim – Balance mental health
Jodi Segal – Meds to Beds, Walgreens
Hsien-Yen Chang and Jodi Segal - healthcare overuse tool

Lauren Nicholas – Premier
Caleb Alexander – Premier research, Walgreens research
Ed Bunker - HIV POC-IT project for Zambia
Albert Wu - Caring for the Caregiver
Eric Bass - WellPoint.
Eric Howell - Hospitalist Engagement & Retention Survey.
Sarah Szanton - CAPABLE aging-at-home training program
Clinically cogent
Built on the fundamental principle that clustering of morbidity is a better predictor of resource use than the presence of a specific disease
Significant revenues reinvested back into R&D at Johns Hopkins Bloomberg School of Public Health

Over 30 years in market
Validated in over 20 countries
Referenced in over 1,000 peer-reviewed journal articles
Continual evolution through R&D conducted at Bloomberg School of Public Health — #1 for Public Health in US

Our Population Health Analytics Software develops risk models using:
- Demographic * clinical * pharmacy * laboratory data
For Various Populations:
- Employees * Patients * Plan Members

Our Population Health Analytics gives you insights:
- What’s driving your medical costs and what does future resource utilization look like?
- Which targeted Care Management & Wellness programs should you consider in your Population Health Management approach?
- Who would benefit from these programs most?
10-year license to develop and commercialize

- Sold and maintained in the US and ~20 countries
- Dominant presence in England, Italy, Sweden. Active presence in Spain, Norway, Germany, Australia, Singapore
- Estimated 170 million covered lives being administered
- Common uses are risk stratification, population segmentation, provider profiling, and rate setting.

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Since its founding in 2013, Solutions has transferred $32.5M to schools and departments.
WHY WE ARE HERE

We would like to engage with you and other faculty members who are

- Doing research in the following areas and want to apply their research outcomes to real world challenges
  1. Behavior Change programs – education, coaching, tracking
  2. Management of Chronic Health Conditions
  3. Treatment and Medication Adherence
  4. Preventative Medicine

We are also seeking faculty members who can

- Serve as advisors on protocols and methodologies that clients need.
- Support commercial partnerships by serving as consultants and subject matter experts
- Serve as advisors as we design new population health management businesses within Solutions
WE LICENSE FROM JHU TO DEVELOP PRODUCTS

JHU

Discovery

JHTV

Intellectual Property

License Agreement

JHHC Solutions

Startup Company

Established Company

Product
COMMERCIALIZATION: LIKE BUILDING YOUR HOUSE

- Architect: YOU! (Faculty)
- Building Permit: JHTV
- Construction: JHHC Solutions
- Realtor: JHHC Channel Partners
- Buyer: Customer
ONE STOP SHOP FOR COMMERCIALIZATION

Market Need meets Faculty Innovation

Solutions reports outcomes to clients. Faculty involved.

Channel Partners sell finished product

Product concept is marketed to Clients

IP disclosure to JHTV. Solutions licenses IP

Product development with faculty.

How JHHC Solutions brings faculty innovations to the world

Business Model Defined

MVP Defined

Feedback

Build & Test

Technology Partners Engaged

Business Plan Created

Product Development Process
We can

- Sponsor projects to adapt your research for use in specific healthcare segments
- Guide you in disclosing your IP to the institution.
- Share go-to-market ideas for your adaptation.
- Work with you to identify pilot customers
- Obtain market feedback on the real-world application of your adaptation.
- Develop business models for applications that fill a void in the market. You will serve on our advisory board.
WHAT TO EXPECT WHEN YOU WORK WITH US

- Commercial work is like any other; it will require you to commit your time.
- Your core research may need to be adapted for fit and scalability. We can help you navigate areas of friction as you adapt your research to solve a specific real-world problem.
- Most businesses want solutions to current problems. We can help you adapt to working at the speed of business.
- Support – Solutions is designed to support faculty.
  - Project management support needed.
  - Package, promote and distribute the end product or service.
  - Manage revenue distribution to faculty via royalties, salary support, consulting fees or sponsored research agreements.
We can work with you at whatever stage you would like to engage us.

We have three major categories of faculty engagement:

– Product development innovation within our interventions portfolio targeted at health plans, health systems, and self-insured employers

– Promote your invention via our website and help with managing contracts, invoicing, revenue collection and transfer.

– Triage, guidance, helping make connections with organizations and mentoring support
Please reach out to us to discuss ideas or pose questions you or other faculty may have around our discussion today.

Contact details:

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