



NEWS RELEASE

Teladoc Partners with Compass to Provide In-Network PCP and Specialist Referral Services

2/7/2017

First partnership to extend continuum of care for telemedicine visits with cost-saving, customized referrals

LEWISVILLE, Texas--(BUSINESS WIRE)-- **Teladoc**, Inc. (NYSE: TDOC), the undisputed leader in telehealth, providing access to care for millions, announces today its partnership with **Compass Professional Health Services®** (Compass) to provide in-network referrals that align with the Teladoc physician quality standards. Teladoc members seeking a primary care physician (PCP) or a specialist, including oncologists, orthopedists and others, can now request and receive a referral within one business day.

Surprising to many, it is estimated that 62 million Americans do not have access to a PCP¹. Furthermore, research² shows that patients who have a PCP relationship demonstrate better management of chronic disease, have 30 percent lower health care costs, and have a 70 percent reduction in unnecessary trips to the emergency department. Working with Compass, Teladoc will extend its ability to provide continuity of care while enabling its members to derive maximum value from their telehealth benefit through easier access to in-network providers.

"Too many Americans are without access to quality care, and now for the first time ever, patients seeking virtual care will have even greater access and more care options thanks to this unique in-network referral offering from Teladoc and Compass," said Henry DePhillips, MD, chief medical officer, Teladoc. "Primary care physicians and specialists are further integrated into the Teladoc ecosystem, supporting our approach to patient-centered health care and enabling members to benefit from a closed-loop continuum of care."

The Compass health navigation engine, with additional access to Compass Health Pro® consultants, is fully embedded into the Teladoc platform for PCP and specialist referrals. Using an unmatched combination of proprietary technology and knowledgeable guidance from the customer service team, Teladoc and Compass are further ensuring continuity of care. When Teladoc members are within the platform, they can request a PCP or

specialist through an easy-to-navigate process. Criteria including physician quality and outcomes, geographic location, physician gender and availability are factored into referrals.

“As the champion of simpler, smarter health care, we believe telehealth plays an important role in helping to improve access to quality health care,” said Eric Bricker, MD, chief medical officer of Compass Professional Health Services. “By working with Teladoc, we marry telehealth with finding the right doctor to provide the next level of care for even the most complex conditions.”

Through the partnership with Compass, Teladoc can also further support Accountable Care Organizations (ACOs) and other health care initiatives that require integrated, in-network care and benefit from an established patient-physician relationship.

The integrated Teladoc-Compass solution is expected to be available in the third quarter of 2017.

For more information on the Teladoc telehealth solution, visit <https://www.teladoc.com/>.

1. 2014 study by the National Association of community Health Centers, found here: <http://www.nhchc.org/wp-content/uploads/2013/04/nachc-access-is-answer-brief.pdf>
2. <http://missionpointhealth.org/pcps-for-business/> The results show that on average, members who designated a PCP saved about 30% on their healthcare costs, compared with those who did not choose a PCP. The study also revealed a nearly 70% reduction in hospital admissions over that same time for those members with a PCP.

About Teladoc

Teladoc, Inc. (NYSE:TDOC) is the nation’s leading provider of telehealth services and a pioneering force in bringing the virtual care visit into the mainstream of today’s health care ecosystem. Serving some 7,500 clients — including health plans, health systems, employers and other organizations — more than 17.5 million members can use phone, mobile devices and secure online video to connect within minutes to Teladoc’s network of more than 3,100 board-certified, state-licensed physicians and behavioral health specialists, 24/7. With national coverage, a robust, scalable platform and a Lewisville, TX-based member services center staffed by 400 employees, Teladoc offers the industry’s most comprehensive and complete telehealth solution including primary care, behavioral health care, dermatology, tobacco cessation and more. For additional information, please visit www.teladoc.com.

About Compass Professional Health Services

Compass Professional Health Services is a health care technology and consulting company that helps employers

and their employees navigate the complicated and costly health care landscape. Since 2005, the Compass health navigation platform has created the premier health benefits experience for more than 2,000 companies and 2 million members, nationwide. Through an unmatched combination of smart technology and the friendly guidance of Health Pro consultants, Compass simplifies health care and helps employees make better health care decisions. To learn more, visit www.compassphs.com.

View source version on businesswire.com: <http://www.businesswire.com/news/home/20170207005457/en/>

Source: Teladoc, Inc.

Media:

Teladoc

Courtney McLeod, 914-265-6789

Director of Public Relations

cmcleod@teladoc.com

or

For Compass

Jenn Riggle, 214-296-2013 x 664

jenn.riggle@compassphs.com