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UNITED CONCIERGE MEDICINE LAUNCHES IN CENTRAL NEW YORK
Unique Virtual Concierge Medicine Provider Serves Syracuse Firefighters; Announces
Partnership with CenterState CEO

SYRACUSE, NY – At a panel event today discussing innovative health care benefits presented by CenterState CEO and its Business Solutions of New York (BSNY) subsidiary, health care provider United Concierge Medicine (UCM) formally launched its Central New York presence. Through a unique partnership, CenterState CEO will offer its members virtual concierge care through UCM to help increase access, reduce costs, and improve quality of care.

Launched in 2014, the UCM care model provides a unique new benefit to users – a virtual, on-call provider – and cost savings to employers by driving more appropriate levels of care. Unlike traditional telemedicine options, UCM provides a more personalized and comprehensive care model. By leveraging the concept of continuity of care, UCM provides customized and in-depth care from dedicated providers that can include ordering labs, X-rays, referrals and prescriptions. Beyond these services, UCM providers follow up with every patient on all cases. By eliminating the four walls of a hospital, ER or urgent care center, UCM is able to drive down utilization costs and improve care to ultimately save time and money for patients and employers.

BSNY Chief Operating Officer, Frank Caliva said, “this new partnership will continue to deliver on our organization’s promise to local businesses – to be a trusted resource and an innovator in reducing costs while improving results. We’re thrilled to welcome UCM to Central New York.

Today, UCM’s unique health care model provides high quality, customized, and immediate access to a mission-driven medical team for patients, allowing access to top-notch care without the overhead of traditional brick and mortar. This difference is shown in UCM’s 40% average utilization rate. UCM’s experience has found a single consult by a patient yields a direct medical cost savings of more than \$600, but more importantly, a 99% patient satisfaction rate.

While UCM launched this new partnership in Central New York today, the company is no stranger to Syracuse, having an existing relationship providing services to Syracuse Fire Department employees. That relationship has been overwhelmingly positive for SFD, as UCM’s services have delivered a projected yearly savings of nearly a quarter of a million dollars, including more than \$210,000 in projected healthcare savings and nearly \$40,000 in projected absenteeism savings.

Eric Yetman, Recording Secretary of Syracuse Fire Fighters Association, Local 280 IAFF said, "We partnered with UCM because we see the value in the service they provide – convenient, easy to use, and cost effective. Our members can get care and not have to worry about co-pays,

deductibles or out of network issues. Feedback from our members has confirmed our decision to work with UCM and we look forward to a long partnership with UCM - for the health and wellbeing of our members and for the financial health of our City."

UCM CEO Keith Algozzine, PA-C said, "UCM represents a new era in medicine that blends the best of new with the best of what once was; one where compassionate, customized care is delivered through advanced technology, not four walls of a facility. Our unique model is changing the front door of health care by offering virtual health care clinic that allows patients to access a provider immediately to virtually assess and guide treatment options, avoiding ER and urgent care visits unless truly necessary."

About UCM

United Concierge Medicine is leading technology-enabled health care provider, delivering a unique product at the intersection of concierge medicine and telemedicine. By providing a 24/7 connection between providers and patients through every day technology such as phone, text, video and secure messaging, UCM provides a unique vehicle for improved health care outcomes. We can diagnose, prescribe medications, order lab/x-rays and even referred to local PCPs and specialist, but by providing ease of access and quality care, UCM reduces costs by improving health and reducing unnecessary urgent care and emergency room visits. Our business to business solutions allow businesses, colleges, healthcare organizations and insurers to leverage our providers, technology and expertise to provide telemedicine services under their brand.

About BSNY

A subsidiary of CenterState CEO, for over 40 years Business Solutions of New York has served as a trusted advisor to entrepreneurs, small employers and not-for-profit organizations. Marketing exclusively through Chambers of Commerce and business associations, BSNY provides access to programs and services that help local organizations Plan, Protect, Grow and Succeed.

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