

## The Problem

Cancer is growing disproportionately quicker than other healthcare challenges. It is a growing clinical, practical and financial burden in the workplace.

## The Break Through

Cancer Guardian is an employee-centric comprehensive cancer support program that addresses real-world challenges in healthcare. It provides access to support, DNA testing and navigation services that are NOT typically covered by health plans.

## The Impact

As members of Cancer Guardian, employees have affordable access to better understand their hereditary cancer risk, personalize their cancer treatment, and navigate the complex healthcare system in the event of cancer diagnosis.

### Best Prospects



Employers who have any type of cancer affiliation, non-profit, or cause-marketing involvement.



Employers focused on promoting prevention and early detection, and providing white-glove service during a critical life event.



Employers who are sensitive to their cancer burden, e.g.

- Incidence is potentially higher than average
- A major driver of their healthcare spend
- Impact on key employees and/or executives



Employers offering Critical Illness/Cancer Insurance.

- While CI/Cancer Insurance provides a financial safety net
- Cancer Guardian provides services that can improve both prevention and survival

### Cancer Guardian: Client Summary as of 4/2020

**Current Number of Clients**



**Average Size Group (Eligible EES)**



**Voluntary Participation**



**25% Employer Paid**

**75% Voluntary**

### Top Industries

Healthcare/Hospitals, Tech, Financial Services, Law Firms, Manufacturing, Education and Life Science

# Why have employers implemented Cancer Guardian?

## Fully Insured



A new way to show your employees that you care.



Some employers have leveraged their wellness credits to help fund Cancer Guardian.

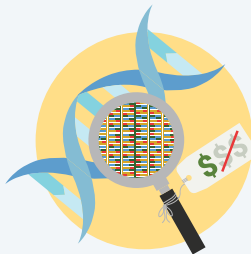


Help your employees during a critical life event and provide them access to genomic testing and dedicated cancer support services that can improve survival.



Improve the identification of hereditary risk for cancer, within your population, which can enhance early detection and prevention.

## Self Insured



Provide hereditary testing in a more affordable manner. For example, BRCA1 tests can generate medical bills in excess of \$4,000 when covered by insurance.



Improve the likelihood of an employee identifying early-stage cancer vs. late-stage cancer. The cost of treating early-stage cancer is roughly half the cost of late-stage cancer.



Reduce cancer misdiagnosis and wasted spend (conservatively, 1 in 7 cancers are misdiagnosed).



Some brokers have successfully leveraged a discount on the stop-loss premiums due to the implementation of Cancer Guardian on an employer-paid basis.



The genomic profiling included in Cancer Guardian can dramatically increase cancer clinical trial enrollment by 3–4x.



Improve the odds of an employee enrolling in a clinical trial for cancer. The drug sponsors of cancer clinical trials commonly cover the cost of the treatment, which is now over \$10,000/month on average according to the National Cancer Institute.