

canopy | revive

premier partner summit 2025



monday
september 29



premier partner summit 2025

building a collaborative path forward



use the QR code
to share your feedback and stay
connected in this ongoing loop

1

share why
Canopy and
Revive are
together as one

2

listen to the
experts
in the room

3

co-design the
future of
employee health
and wellbeing

4

commit to results
with clear next steps,
shared metrics,
ongoing partnership

please keep this in mind as we go

where do you see the biggest **opportunities** for your organization or clients in the next **12–24** months?

what barriers to **engagement** or access do you want us to help address?

which **services** could create the most value for your people or clients right now?



introduce yourselves

please share your name, role, and one
priority you want to advance before
leaving our time together and your
favorite movie as a kid



what drives
revive?



our mission

to partner with employers and plan sponsors to optimize health and well-being through improved access and affordability, fostering a healthier and more productive workforce.

our vision

create a future where every employee enjoys optimal health by providing employers with quality, affordable solutions, ultimately contributing to a healthier and more productive society.



our values

range

expand possibility through
collaboration and
cross-functional learning

empathy

lead with compassion, emotional
intelligence, and respect

virtue

uphold high standards with
integrity and excellence

innovation

drive transformation through
bold ideas and better ways
forward

value

commit to delivering exceptional
impact in everything we do

execution

make it real with focus, follow-through,
and accountability

revive's virtual care suite



everyday assistance programs (EAP)

selfcare and connection to
experts for life's challenges



urgent care

fast resolution for everyday
health concerns



primary care

ongoing relationships for
better health



mental health access

direct connection to counselors
guided by case managers



pharmacy services

affordable prescriptions with
transparent pricing



weight health

clinically-guided weight
management + lifestyle coaching
and digital resources

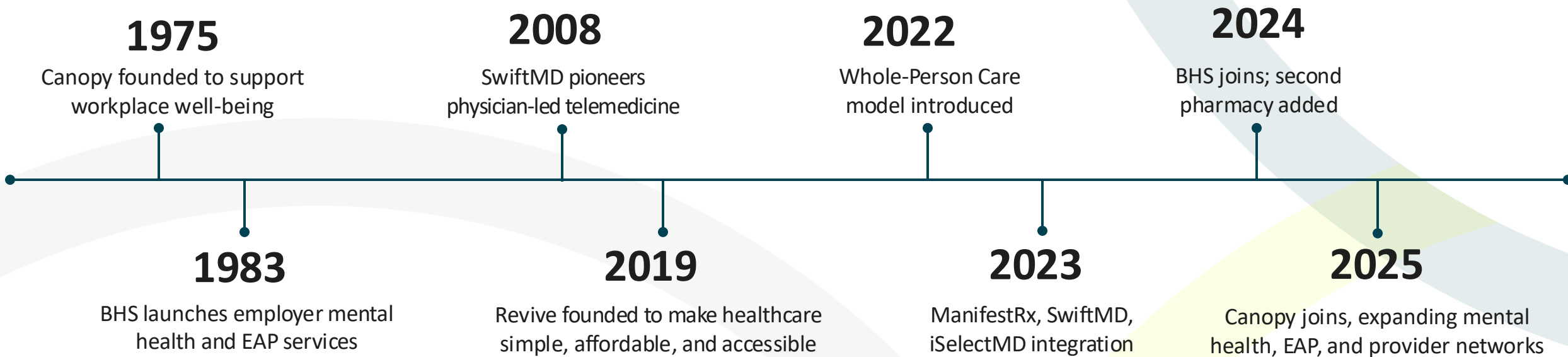


MSK and specialty care

expert guidance for complex
needs

our journey to date

- early telemedicine focused on single needs
- revive delivers an integrated ecosystem of whole-person care at scale



In three years, we've integrated five companies,
expanded nationwide networks, and scaled
whole-person care to 4.5M members.

thoughts and
takeaways



what to expect tomorrow

a deep dive into revive's core capabilities, hosted by John Lufburrow



primary and urgent care solutions

Dr. Andy Eskew, Chief Medical Officer



mental health solutions

Anna Meiners, VP of Customer Success



pharmacy solutions

Mark Orlando, Pharmacist
SVP of Revive's Pharmacy



weight health solutions

Amanda Brown, Head of Product
Clinical Panel

tonight's activities

Riverview Pavillion

cocktail reception: 5:30-7:00pm

lawn games/conversation

dinner: 7:00-10:00pm



tuesday
september 30



premier partner summit 2025



meditation



agenda

today's conversation

1

the market pulse, pressures, challenges, and megatrends

2

revive in action, our approach within our services model to deliver value

- primary and urgent care solutions
Andy Eskew (remote)
- mental health solutions
Anna Meiners
- pharmacy solutions
Mark Orlando
- weight wealth solutions
Amanda Brown / Clinical Panel

3

our impact

4

revive's differentiators

5

how revive partners for success

employers are feeling
the squeeze: higher
costs, rising
expectations, and
access gaps

cost up

8.5%

projected healthcare cost
increase in 2025 ([PWC,](#)
[2025](#)) → employers must do
more with less

retention at stake

~75%

of employees would accept a
lower salary for better
healthcare coverage
([BenefitsPro 2024](#)) → benefits
drive retention

per-person spend

52%

projected healthcare spend
per person in 2032 ([Peter G](#)
[Peterson Fdn 2024](#)) → cost
burden rising

affordability gap

36%

of Americans have skipped or
postponed care due to cost
([KFF 2025](#)) → care avoidance
increasing driving worse outcomes
and higher downstream costs

This means there is a growing demand for
whole-person care, faster and easier access to
providers, and solutions that address cost,
access, and satisfaction.

two persistent challenges we can solve together

access

83+M people live in areas without enough primary care providers (HRSA, 2024)

mental health wait times average **3–6 weeks** (Rethink Mental Illness, 2025)

affordability

pharmacy spend is the **fastest-growing cost** driver (Mercer, 2025)

1 in 4 Americans struggle with medical bills (KFF 2025)

our impact opportunity

by tackling both, we help **protect budgets** and **improve employee well-being**, without disrupting existing health plans

megatrends

within accessibility
and affordability,
and how revive leads



megatrend	why it matters	revive's response
Employers face sustained benefit cost growth	Employers demand clear, early ROI and minimal disruption.	We deliver measurable first-year savings via redirected care, pharmacy optimization, and high engagement without changing core plan design.
GLP-1 costs now a board-level issue	Coverage is rising, but unsustainable cost growth makes benefit design complex.	Our Weight Health solution combines clinical stewardship, multi-pathway protocols, and ROI tracking tied to downstream savings and utilization.
Retail and tech players reshaping care access	Employers want integrated, scalable solutions—not disconnected apps.	We offer a full virtual clinic (urgent, primary, mental health, pharmacy, weight health) that's scalable, integrated, and prioritized for employer impact and employee wellness.
Access gaps are widening while cost barriers persist	Delayed care drives avoidable high-cost claims.	Virtual-first routing, \$0 visits, and navigation tools remove cost barriers and speed time-to-care.
AI-powered care is moving from pilot to productivity	Employers expect vendors to deliver more value with fewer resources.	We're already using AI to boost efficiency—from outreach and triage to documentation—backed by outcome tracking and clear ROI metrics.

the revive approach

integrated whole-person care

address physical, mental, and pharmacy needs together

seamless experiences

one relationship, multiple access points

proven outcomes

measurable savings and better health



the solution our **virtual care** platform

eliminates barriers to affordable, high-quality care beyond traditional medical plans

integrated, technology-driven ecosystem focused on employee well-being...anytime, anywhere.

delivers the value of an on-site clinic, at a fraction of the cost

Urgent Care

Convenient, fast medical care for non-emergencies

→ Schedule appointment

Primary Care

Continuous care, health management and prevention

→ Schedule appointment

Physical Therapy

Restore function, relieve pain and improve physical performance

Medication

Refills, renewals and savings on prescription drugs

→ Manage medication

Vi

Con
servi

→



primary care solutions

- ✓ exclusive physician group for our members, U.S.-trained, board-certified, with 10+ years clinical experience
- ✓ passionate and patient-centered care available on-demand **24/7** plus scheduled appointments
- ✓ full-scope: prescriptions, lab orders, chronic condition management
- ✓ all the benefits of an on-site doctor, without the overhead



urgent care solutions

- ✓ **members have nationwide, 24/7 access to board-certified physicians by phone or secure, HIPAA-compliant video**
- ✓ **over 90% of consults begin within ten minutes, giving members timely care when they need it most**
- ✓ **services include prescriptions, lab orders, and ongoing chronic condition management at no out-of-pocket cost**
- ✓ **by replacing costly brick-and-mortar visits, members save time and money while still receiving high-quality care**

how we deliver primary care

high-quality, relationship-based care

providers delivering care at the highest level

integrated with the broader health system

dedicated, consistent provider teams



Dr. Andy Eskew
Chief Medical Officer



mental health solutions

- ✓ **modern, stigma-free support during and beyond crisis**
- ✓ **state-of-the-art digital self-care tools**
- ✓ **a counseling network of 30+k experts**
- ✓ **concierge-style coordination ensures timely, culturally competent matches and plan adherence**
- ✓ **boosts workplace well-being through solutions for daily life**



virtual mental health + everyday assistance programs (EAP)

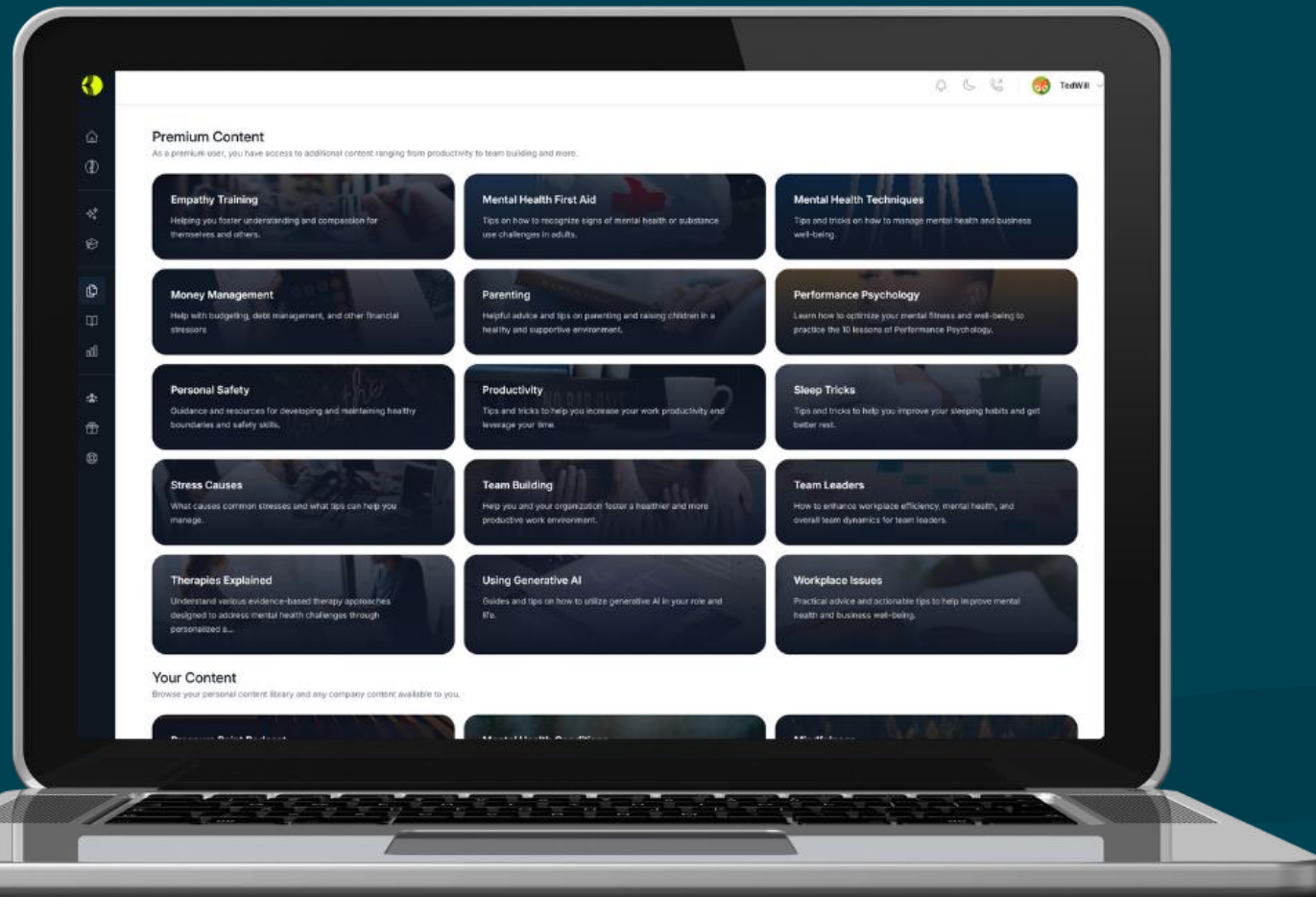
- ✓ 24/7 access to master's-level clinicians for immediate access to care
- ✓ care coordination that matches members to providers based on needs and preferences
- ✓ routine appointments within 5 days
- ✓ digital portal with live group sessions, AI coaching, self-assessments, and resources



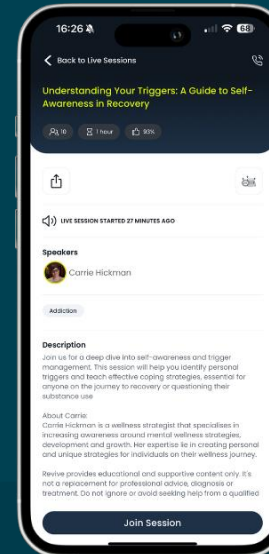
88%

attend their initial session
(compared to 30-40% for EAPs)

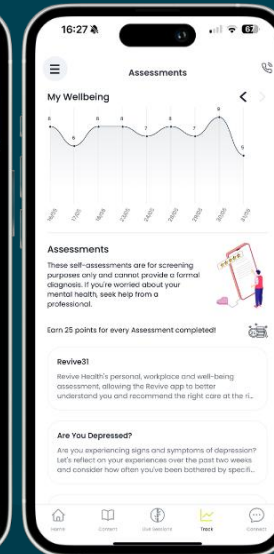
digital portal



Coaching



Assessments



AI Chat (Luna)





1

timely appointments

we offer initial appointments with providers within five (5) business days for routine cases.

2

manager support

we provide master's level Performance Consultants to support managers through daily challenges.

3

workplace partner

our central focus is your organization's performance and success.

4

strategic oversight

our program managers use reporting data to identify trends and offer actionable recommendations.

5

holistic assessment

we dig deep to uncover the root cause of the member's challenge and its impact on them and the organization.

6

dedicated advocate

we provide participants with a dedicated Care Coordinator throughout their engagement.

7

transparent reporting

we provide in-depth customer insights reports on program impact.

8

provider network

we own and maintain an exclusive network of diverse providers.

9

follow-up

our care coordinators follow up after the initial appointment to ensure satisfaction.

**everyday
assistance
programs (EAP)**

our signature care coordination model builds
trust through timely, culturally competent
connections and provides evidence-based
support throughout the member journey.

how we deliver mental health

human-led care, never an answering service

expertise in matching to the best experts

provide support members across all situations

position mental health as essential



Anna Meiners

Vice President of Customer Success

M.A. Counseling Psychology/Organizational
Behavior

please keep this in mind as we go

where do you see the biggest **opportunities** for your organization or clients in the next **12–24** months?

what barriers to **engagement** or access do you want us to help address?

which **services** could create the most value for your people or clients right now?





pharmacy solutions

- ✓ two large accredited mail-order pharmacies, serving all 50 states
- ✓ no claims and \$0 cost to members for 80+% of common medications (maintenance and urgent care Rx)
- ✓ staffed by 60+ dedicated pharmacists and pharmacy technicians
- ✓ specialty drugs savings via international sourcing

pharmacy services

- ✓ **formulary** includes 1,000+ maintenance medications, 70+ acute medications at no cost
- ✓ **convenient** home delivery at no cost
- ✓ **discount card** available for non-formulary drugs
- ✓ **on-demand** pharmacist consultations

* this program does not conflict with the PBM and optimizes spend on common generic medications



potential
savings

8-14%

of total pharmacy
spend

how we deliver pharmacy care

high-quality, \$0-access pharmacy care
savings, value for members and employers
integrated with the broader health system
easy access drives adherence and persistence



Mark Orlando, Pharmacist
Sr. Vice President Pharmacy

Our Member Support Team can help! Call us at 888-220-6650.



Urgent Care

Convenient, fast medical care for non-emergencies

 [Schedule appointment](#)



Primary Care

Continuous care, health management and prevention

 [Schedule appointment](#)

lunch break





weight health solutions

- ✓ the first comprehensive employer "weight health" program to address trend of rising demand for and costs of GLP-1s
- ✓ coach-driven, physician-supervised approach
- ✓ emphasis is on healthy lifestyle habits
- ✓ practical, affordable strategy drives sustainable outcomes and savings

weight health services

- ✓ **personalized 1:1** coaching keeps members motivated and focused for progress
- ✓ **controls rising** GLP-1 costs (note: members are responsible for costs)
- ✓ **physician-supervised** medications ensures safe use, typically through step therapy approach
- ✓ **unlimited access** to FitOn app for top-tier fitness content featuring on-demand and live workouts by world-class trainers



medication management with a provider

1 initial session

- assess medical history, body metrics, labs (order if needed)
- identify potential exclusionary criteria
- determine medication appropriateness

2 follow-up session(s)

- ensure treatment safety
- assess safety and adherence to medication
- adjust dosage if necessary
- reassess metabolic markers when needed

available medications
for employees:



oral contrave



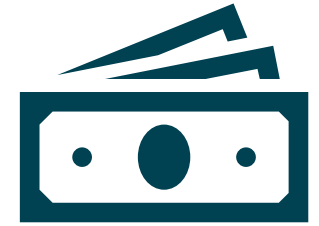
oral GLP-1
(compounded semaglutide)



injectable
GLP-1s
(compounded semaglutide or tirzepatide)

* Current pricing available upon request. Rx shipped by Revive's Pharmacy. Cost includes processing and shipping. Medications and pricing are subject to change in response to regulatory changes.

competitive medication pricing* for members



adding a weight health
program offers greater control
of GLP-1 spend

Oral Contrave: \$99

Oral GLP-1: \$85 first month; \$165/month thereafter

Injectable GLP-1 Semaglutide: \$90 - \$210

Injectable GLP-1 Tirzepatide: \$155 - \$400

* subject to change

medication pathways

- ✓ **step therapy:** clinically-guided approach starts with effective, lower-cost medications
- ✓ progress only if / as clinically necessary
- ✓ delivers predictable PEPM costs + high-value, high-impact benefits

our program ensures

- ✓ responsible prescribing through clinical eligibility reviews
- ✓ cost-effective alternatives before branded GLP-1s
- ✓ safe, personalized dosage plans
- ✓ tools and support for long-term weight management



result

revive gives employers simple **PEPM** pricing for predictable costs while delivering high-impact weight health benefits without budget risk.

revive lifestyle coaching model

mindful habit building for sustainable behavior shifts

overcoming barriers and personal obstacles

nutrition education for balanced nourishment

sustainable planning for realistic strategies

ongoing accountability to support and monitor progress

dedicated revive coaches build trust and long-term success, not quick fixes.



complimentary access to FitOn PRO



unlimited workouts with world-class trainers and celebrities.



fitness options for all levels and preferences, from HIIT to low-impact cardio.



mindfulness and meditation resources to support mental well-being.



multi-lingual digital content.



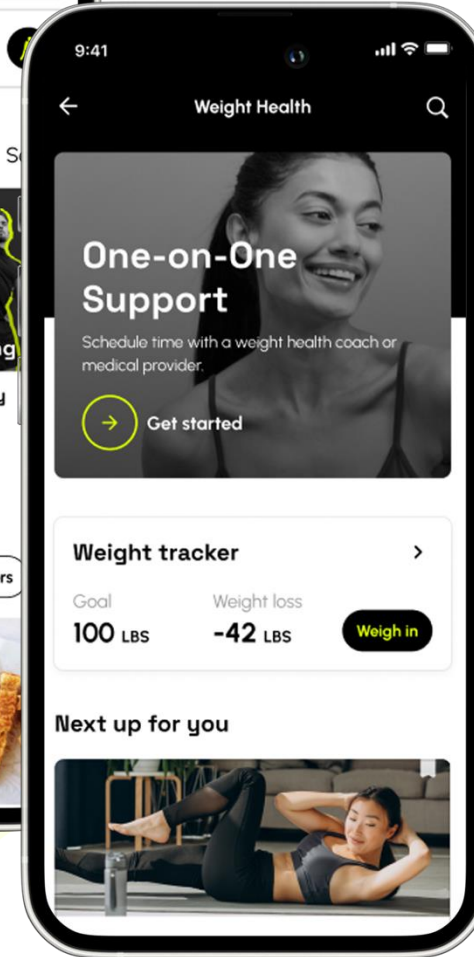
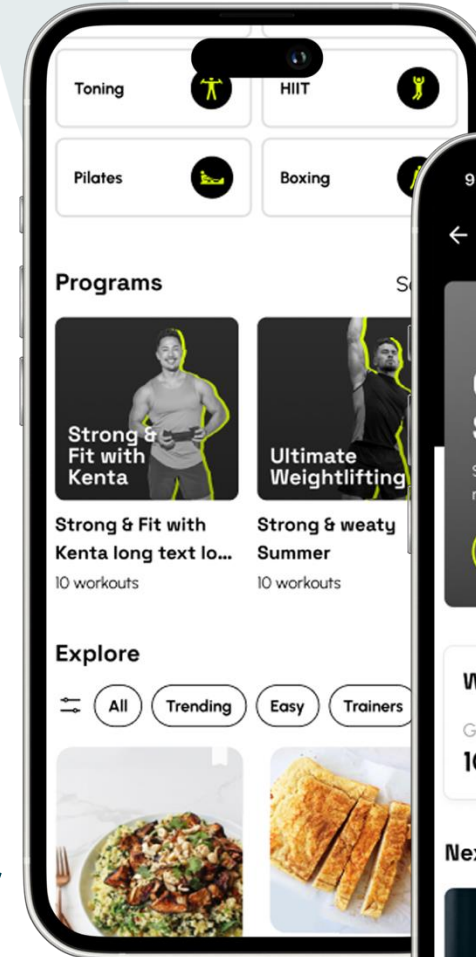
evidence-based nutrition guidance + 1K easy recipes, including Mediterranean diet and intermittent fasting.



engaging group challenges and community support.



premium music, offline downloads, and TV-casting to any screen (including major TV platforms).



confidence in motion

turning vision into victory

getting STARTED



checking IN



tackling BARRIERS



refining STRATEGY



staying MOTIVATED

"my wellness vision is feeling confident at my daughter's wedding."

→ lose five pounds by increasing steps by 3k daily and mindful eating

"I'm hitting my weekly step goal, but not my daily step goal."

→ adjust weekday step goal

"walking is going well, but I have been eating more due to work stress."

→ develop alternate strategies to feeling good during stressful times

"I'm doing good but I'm ready to step it up."

→ take several small walks throughout the day to increase movement

"i'm down five pounds and feel fantastic!"

→ coach celebrates progress



weight health a tailored step therapy

meet sue member journey

- ✓ looking to lose 60 lbs
- ✓ at risk for Type 2 Diabetes
- ✓ family history of obesity, heart attacks, high cholesterol, cancer
- ✓ wants more energy, better sleep, and prevent chronic conditions

regular coaching sessions to support and monitor progress

self-assessments

coaching

FitOn PRO

ongoing engagement

physician visit

medication prescribed

physician follow-up

ongoing engagement



panel discussion

how we deliver weight health

comprehensive high-quality care and strong member experience

programmatic elements delivering meaningful value

step-up medication approach

1:1 dedicated coaching

ensuring members have the tools needed to be their best



Amanda Brown
Head of Product

case study

Albright College

Partnered with Revive to pilot new benefit structure

Introduced \$0 copays for virtual primary, urgent, and mental health care

Offered free maintenance medications with home delivery

Simplified onboarding and minimized claims impact

18% reduction
in pharmacy-related
claims

57% employee
participation
(109 – 193 COVERED)

An individual saved
\$720/month
on prescriptions

Others are saving
\$200 + monthly,
With medications
delivered to their door.

“Revive has been a game changer. It's rare to find a benefit that saves you money and makes employees happier, this does both.”

— Erin Laudenslager

HR Manager, Albright College

“We ordered medications, they showed up at our door in a few days, and we saved \$720. It felt too good to be true, but it wasn’t.”

- Albright Employee

“We had a 4-minute virtual visit, got the meds we needed, and never paid a cent. It’s a great addition to our health insurance.”

- Albright Employee

Read the full case study at revive.health/albright

demonstrated
urgent care savings



UC savings (low end)

73k employees | 2024

Utilization
EE's / Patient Encounters

24.29%

Monthly
Encounters

1,491

Annual
Encounters

17,402

Blended Average Plan Savings
from Re-direction of Care

\$368

Traditional Venue Re-Direction*

Primary Care Physician	26.62%
Specialist	1.04%
Emergency Room	4.47%
Urgent Care Center	59.88%
No Treatment	7.98%

Revive Fees

\$3.5M

Traditional Venue
Re-Direction Plan Savings

\$6.4M

Annual
Net Savings

\$2.9M

2023 Savings
with Revive

45.31%

*Where the members would have gone, had the members not called Revive.

UC savings (high end)

26k employees | 2024

Utilization
EE's / Patient Encounters

75.59%

Monthly
Encounters

1,943

Annual
Encounters

23,316

Blended Average Plan Savings
from Re-direction of Care

\$364

Traditional Venue Re-Direction*

Primary Care Physician	48.79%
Specialist	4.03%
Emergency Room	8.94%
Urgent Care Center	27.84%
No Treatment	10.40%

Revive Fees

\$1.9M

Traditional Venue
Re-Direction Plan Savings

\$8.4M

Annual
Net Savings

\$6.5M

2023 Savings
with Revive

289%

*Where the members would have gone, had the members not called Revive.

redirection of care calculation (UC program)

"I received a call back from the physician within 5-minutes. He was personable and attentive. I did not feel rushed. He listened to my issues. Truly impressed."

- member, human resources center, inc.

patient visits to	current cost	re-directed frequency	portion
	Cost if member or dependents had gone to ER, UC, PCP or Specialist.	% of Revive members who would have gone to ER, UC, PCP or Specialist.	Average savings of traditional patient visit.
emergency room	\$1,949.49	12%	\$233.94
urgent care	\$226.26	39%	\$88.24
specialist	\$223.29	1%	\$2.23
primary care	\$104.55	41%	\$42.87
no action	\$0.00	7%	0.00
Average Savings of Traditional Patient Visit		100%	\$367.28

demonstrated Rx
savings



Rx case study

15
mid-market
clients

3,578

Unique
Patients

29,487

Scripts Filled
by Revive

\$995,890

Total
Savings

\$25.71

Savings
Per Fill

Rx savings analysis

example

the composite rate for the pharmacy program is \$6.50PEPM
189 employees (\$14,742 annual fee)

Pre-Revive Spend

Total Rx = 14,162
Plan Spend = \$2,653,880
Member Spend = \$138,650

TOTAL SPEND = \$2,792,530

Example

Post Revive Savings

Total Rx Match = 9,914 (70%)
Plan Savings = \$222,926 (8.4%)
Member Savings = \$87,350 (63%)

NET PLAN SAVINGS = \$208,184

Assuming 100% Adoption

Plan Savings

Year 1

20% utilization
\$44,585

\$19.65 PEPM Savings



Year 2

30% utilization
\$66,878

\$29.48 PEPM Savings



Year 3

40% utilization
\$89,170

\$39.31 PEPM Savings

Rx and UC combined hard dollar plan savings

the composite rate for the performance program is \$11 PEPM
189 employees (\$24,948 annual fee)

Pre-Revive Spend

Total Rx = 14,162
Plan Spend = \$2,653,880
Member Spend = \$138,650

TOTAL SPEND = \$2,792,530

Post Revive Savings

Total Rx Match = 9,914 (70%)
Plan Savings = \$222,926 (8.4%)
Member Savings = \$87,350 (63%)

NET PLAN SAVINGS = \$208,184

Assuming 100% Adoption

Rx + UC Savings

UC Plan Savings = \$34,681
Rx Plan Savings = \$222,926
Total Potential Savings = \$257,607

NET PLAN SAVINGS = \$232,659

Plan Savings

Year 1
20% utilization
\$44,585
\$19.65 PEPM Savings



Year 2
30% utilization
\$66,878
\$29.48 PEPM Savings



Year 3
40% utilization
\$89,170
\$39.31 PEPM Savings

	absenteeism	productivity	talent
traditional approach	- Time off for being sick - Time off to get care - Longer wait than needed	- Delaying care due to affordability or access difficulty. - Accessing the system can be a "hassle" - Inherently more stress	- Traditional benefits highly comparable to clients' competitors - Over invested in solutions that aren't making a big impact
revive	- Talk to a Revive physician in minutes - Electronic script to local pharmacy - Shorter time away from work	- Simple attachment to providers and maintenance medications - No access or affordability barriers - Persistency on medications	- Enhanced benefit landscape by offering "free" access to common care and medications - High employee satisfaction scores - Can offset plan design changes
business cost	\$1,685 to \$4,080 per employee per year	\$2,945 per year employee per year	1.5 - 2 times annual salary (cost of turnover)

today's afternoon activities

paint & pinot

Stevenson C: 3:00-5:00pm

yoga & wine tasting

yoga – Jefferson: 2:45-3:45pm

wine tasting – Summit 2: 4:45 – 5:45pm

e-bike

Adventure Office: 3:00 – 5:00pm

golf

Gorge 9: 3:00-5:00pm

tonight's activities

Moonlight Pavillion

cocktail reception: 5:45-6:30 pm

mini golf + beer & wine

dinner: 7:00-10:00 pm

dinner in Hood (where we had lunch)

wednesday
october 1



agenda

today's conversation

- 1 what revive has in store already for 2025-2026
- 2 your voice: feedback, innovations, reflections, and observations
- 3 going forward by building together

product vision

Make whole-person care seamless and accessible by integrating clinical expertise, digital support, and everyday wellbeing in a unified, empowering experience, giving every customer the insights and confidence to invest in better health, and making it easy for every member to thrive, anytime and anywhere.



product north star

We design seamless, intuitive experiences that make whole-person care easy to access, navigate, and trust – for every member – while empowering customers with actionable insights and the confidence to invest in better health.

We do this by:

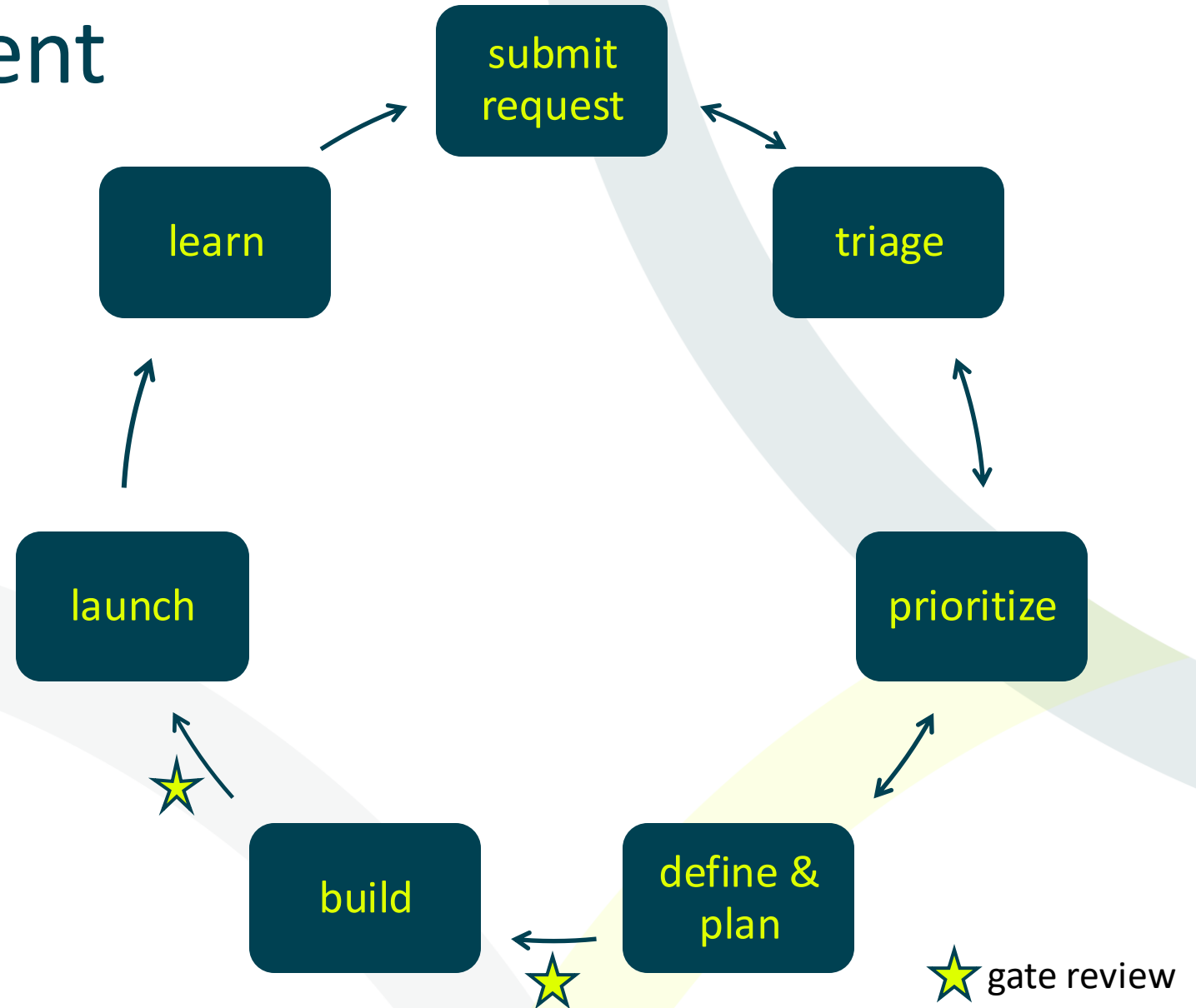
- Making it simple for people to get care and support – when, how, and where it works for them
- Enabling customers to deliver meaningful benefits and measure impact without added complexity
- Equipping care teams with integrated tools and real-time insights to focus on what matters most

REVERB

product development lifecycle

prioritization

- ✓ value creation
- ✓ strategic alignment
- ✓ RICE



2025-2026

what's next for revive

committed to delivering strong service value that meets partner and customer needs both now and in the future.



roadmap

now

- ✓ brand alignment
- ✓ weight health improvements
- ✓ home page revamp
- ✓ virtual primary care improvements
- ✓ improved local pharmacy selection

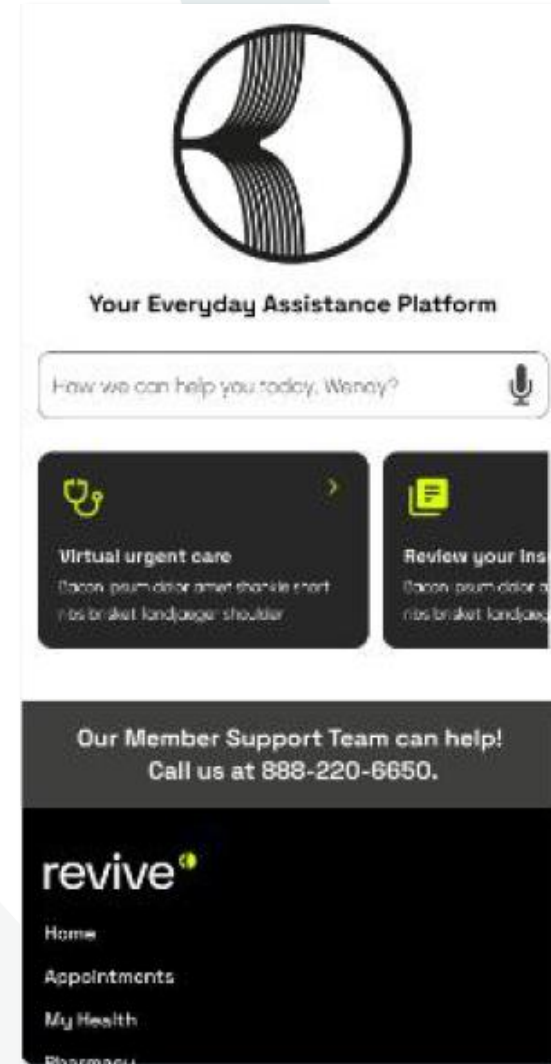
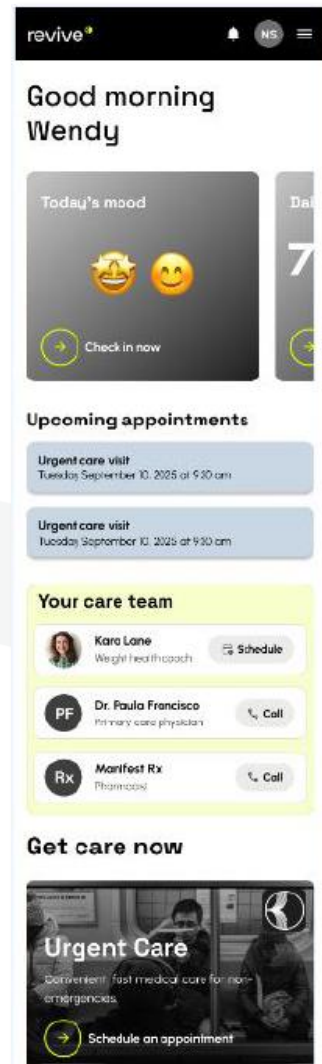
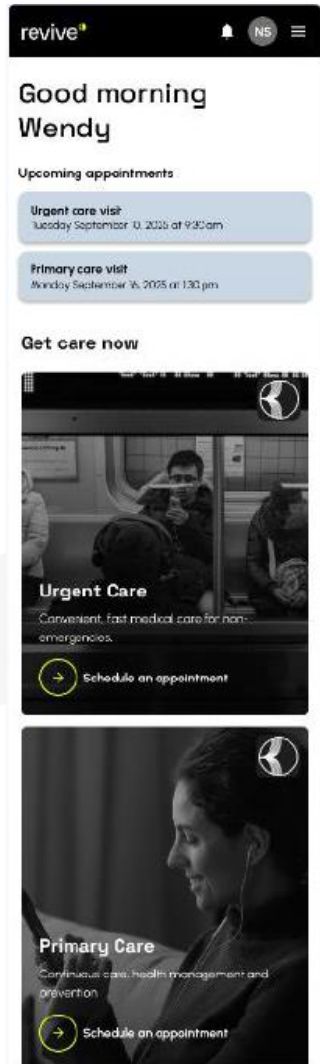
next

- ✓ improved medications digital experience
- ✓ improved onboarding and FAQ overhaul
- ✓ enhanced member engagement tooling (push notifications & enhanced responsive design)
- ✓ experience improvements

later

- ✓ first time member engagement improvements
- ✓ care navigation
- ✓ personalization
- ✓ ai-driven wayfinding & care navigation
- ✓ quick links for past utilization / most common use cases

design idea progression



your voice shapes our
future

where should we focus
innovation next?



how did we do?

- ✓ key takeaways?
- ✓ things we could do better?
- ✓ what you want to see next?

1

Hear you on priorities, constraints, and challenges

2

Share what's new and next across combined capabilities for value

3

Co-design impact by translating needs into programs / engagement for outcomes

4

Commit to results with clear next steps, shared metrics, ongoing partnership

let's build the next step together

our goal: create a win for your organization, your workforce, and your business

immediate opportunities to connect

- ✓ Complimentary savings and engagement analysis
- ✓ Educational webinars/fireside chats
- ✓ Co-host awareness events

deepening our partnership

- ✓ Build on your ideas for innovation
- ✓ Continue to listen and collaborate





stronger together

better for your people
better for your business

thank you for being here today
let's keep building together

your revive + canopy team