



**FRONTIER**  
DIRECT CARE

**Direct Primary Care +  
Direct Contracting +  
Direct Rx**

# PROPOSAL

Prepared for:

**City of San Marcos**

Start here: A  
quick intro before  
the deep dive!



# EXECUTIVE SUMMARY

Frontier Direct Care is excited to partner with City of San Marcos by seamlessly integrating with your chosen ASO Carrier, TPA or PBM. Frontier's flexible, "bolt-on" approach ensures that our services complement and enhance your existing benefits ecosystem--no matter which partners you select.

Through Frontier Direct Primary Care model, City of San Marcos health plan members will enjoy unlimited, high-quality primary care at zero out-of-pocket cost. Frontier Direct Primary Care not only improves access and satisfaction, but also proactively addresses health concerns, reducing the need for costly downstream care. For specialist and facility referrals, Frontier Direct Pay guarantees transparent, pre-negotiated cash prices, delivering substantial savings and eliminating many traditional claims entirely.

By reducing both the frequency and cost of claims, Frontier Direct Care helps you control healthcare spending while supporting better health outcomes for your workforce. Our experienced IT team ensures rapid, secure integration with any ASO Carrier, TPA or PBM, minimizing disruption and maximizing efficiency.

Ultimately, Frontier Direct Care empowers City of San Marcos to stand out as an employer of choice, offering superior healthcare benefits while achieving significant cost savings-often well beyond the investment in our services. We look forward to demonstrating how our solutions can drive measurable value for your organization and your employees.

## ABOUT US



**2018**  
Founded



**125+**  
Clients



**Texas**  
Based



**140+**  
Employees

## DEDICATED PROVIDER FOR EVERYONE



Gina Sanchez,  
MSN, APRN, FNP-BC



Jordan Dooley,  
MD



Cindy Zamorategui,  
MSN, APRN, FNP-C



Jessica Longoria,  
MPAS, PA-C



Peter Ruiz,  
MD



Amy Garza,  
MPAS, PA-C



Pete Lazzopina,  
MD



Sandy Arevalo  
Nurse

"The budget impact for the '23-'24 plan year with Frontier was medical expenses decreased for the first time in over a decade."

-Client

"A fantastic benefit for me and my colleagues! So glad to have direct access to my Frontier PCP. She was knowledgeable, thorough in her explanations and very helpful!"

-Member

## TRUSTED BY THOUSANDS OF MEMBERS AND 100+ COMPANIES!



VTX1 Companies



SINCE 1853



### What they are saying:

"In the first month, we were bustling with hundreds of employees and dependents making their initial appointments, more than we could have hoped. It was an immediate reflection of the success of the educational campaign. We had almost 50% of the employees and their dependents making appointments to be seen by their Frontier provider. That's more than the number of usual people who seek primary care in an entire year under our plan, which means that we've started seeing people who traditionally don't use the medical plan, and that's a great thing. We're on target to achieve the goal of 60% utilization among healthcare utilizers."

#### **-Jolee Perez**

*Director of Employee Benefits, City of McAllen*

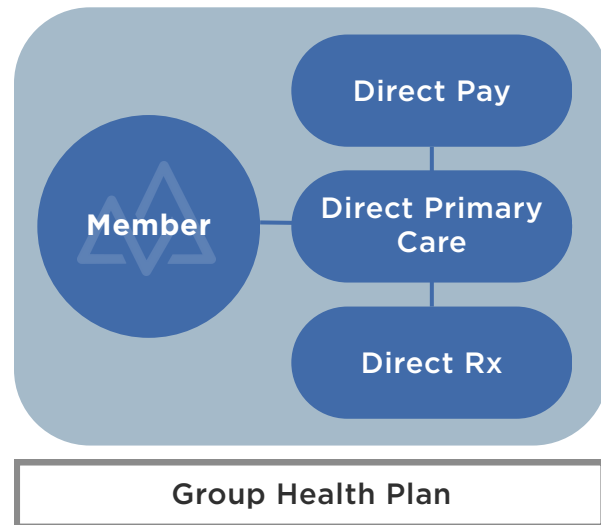
**International Foundation of Employee Benefit Plans Magazine March/April 2023**

# HOW FRONTIER WORKS

Frontier Direct Care delivers an experience that allows members to receive personalized care from their PCP that meets them where they are in their healthcare journey. **This creates greater trust with members to help reduce the healthcare spend of employers.**

We do this by restoring the patient-provider relationship with Direct Primary Care and coordinated care for Direct Contracting with specialists and Direct Rx for prescription medications.

## Keep Your Health Plan



### Frontier Direct Care



- Can handle 80% of lifetime needs.
- No wait times, co-pays or deductibles.
- Custom brick and mortar locations.
- Dedicated primary care providers (PCPs).
- Unlimited care through a shared near-site clinic

### Frontier Direct Pay



- Can handle 15% of lifetime healthcare needs.
- Offers significantly lower rates compared to in-network PPO claims.
- Concierge navigation & negotiation.
- Direct contracts with specialists and hospitals.
- 50% reduction (on average) in specialty spend.

### Frontier Rx

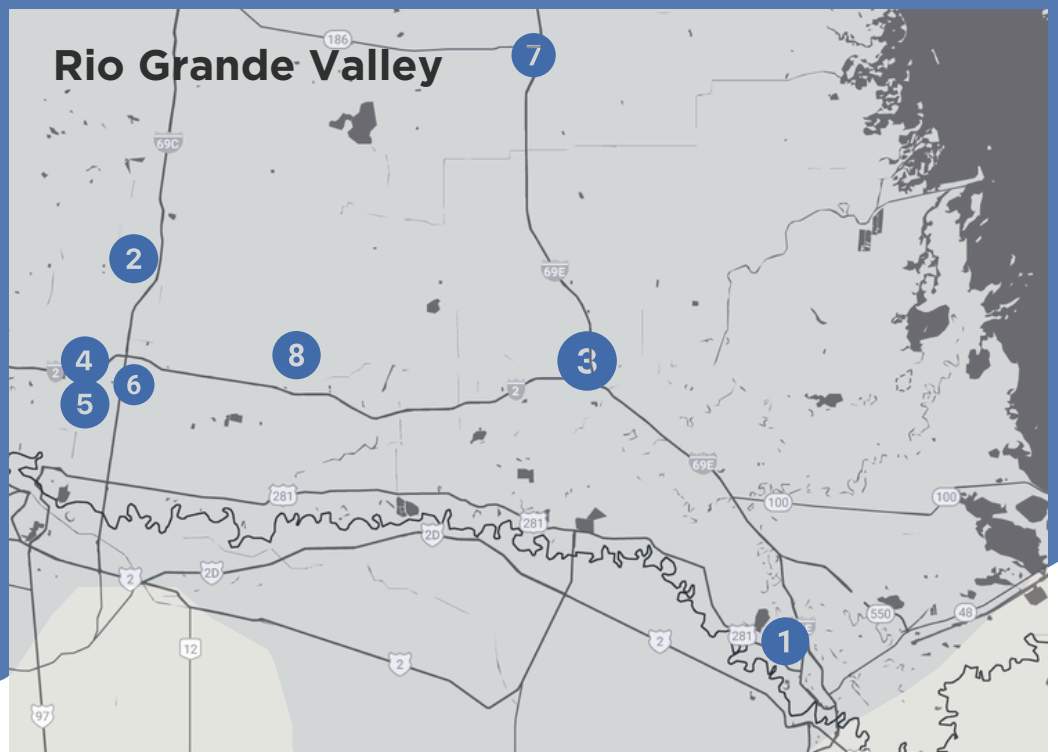
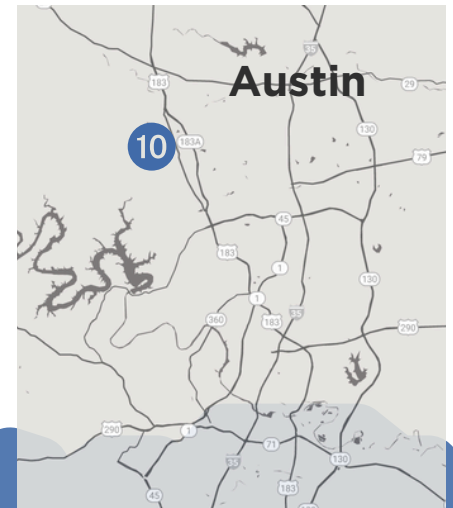
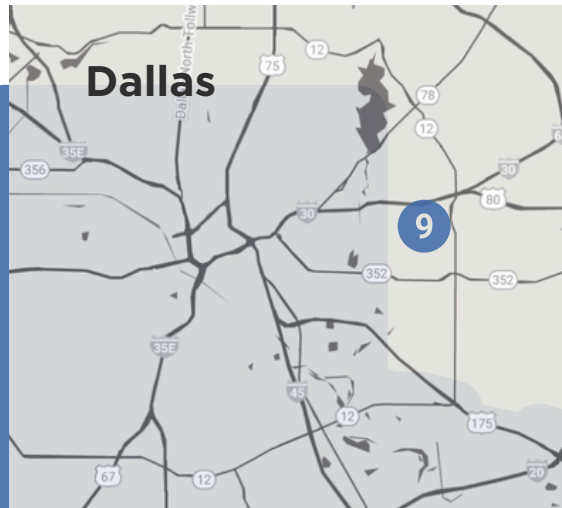


- 1,000 mail-order maintenance medications and generic drugs.
- No additional charge to the employer plan.
- 90-day supply delivered right to employees' home.
- Alternative sourcing and NO rebate games.



# DIRECT PRIMARY CARE LOCATIONS

1. FDC Brownsville
2. FDC Edinburg
3. FDC Harlingen
4. FDC McAllen 23rd
5. FDC McAllen Westway
6. FDC Pharr
7. FDC Raymondville
8. FDC Weslaco
9. FDC Dallas
10. FDC Leander



New clinics can be built and opened within 90-days from contract completion!

# WHAT MAKES US DIFFERENT

Frontier Direct Care is transforming healthcare by delivering:

- Unlimited care through a shared near-site clinic.
- Direct Primary + Direct Contracting + Direct Rx
- Fixed monthly fee with \$0 out-of-pocket costs for members.
- 24/7 telemedicine access for urgent care needs.
- 50% reduction in ER visits & 60% reduction in hospital admissions.
- ROI guarantee



“The Frontier team is always there to greet you with a smile. They go above and beyond to answer your questions and concerns. They really care about me.”

-Member

“Frontier’s transparent pricing structure has been a breath of fresh air in healthcare. It’s allowed us to make well-informed healthcare decisions, alleviating concerns of hidden costs or unexpected charges.”

-Client

# RESULTS



**94+**  
Member  
NPS



**60%**  
Avg.  
Utilization



**50%**  
ER Usage  
Reduction



**12-18%**  
Reduction in  
Healthcare Spend

# SAVINGS ANALYSIS

High Level Summary		Vs Benchmark
Go-Fwd EE / Live Count	823 EEs / 1700 Lives	N/A
Avg Family Unit Size (Y1)	2.07	Med
PMPM	\$609	High
RX Claims as % Total Claims	35%	High

The following illustrates savings projections after 1-year and 5-years with Frontier Direct Care.

## 1-YEAR SAVINGS ANALYSIS

	Medical	Rx	Total
<b>Projected Claims Spend</b>	<b>\$ 8,433,152</b>	<b>\$ 4,678,154</b>	<b>\$ 13,111,306</b>
<b>Frontier Impact</b>			
Frontier Direct Care	-9% \$ (1,193,502)		
Frontier Direct Pay	-4% \$ (548,366)		
Frontier Rx	-4%	\$ (465,242)	
<b>Frontier Impact Total</b>			<b>\$ (2,207,110)</b>
<b>Frontier Claims Spend</b>	<b>\$ 6,691,285</b>	<b>\$ 4,212,912</b>	<b>\$ 10,904,196</b>
Frontier Cost			\$ 1,313,280
<b>Total Projected Spend</b>			<b>\$ 12,217,476</b>
<b>Y1 Projected Net Savings</b>			<b>\$ 893,830</b>
<b>Y1 Projected Net Savings %</b>			<b>6.8%</b>

**Year 1 Projected Net Savings**  
**6.8% = \$893,830**

## 5-YEAR SAVINGS ANALYSIS

	Y1	Y2	Y3	Y4	Y5	5 Year Total
Projected Claims	\$ 13,111,306	\$ 14,422,000	\$ 15,865,000	\$ 17,451,000	\$ 19,196,000	\$ 80,045,306
Projections W/ Frontier	\$ 12,217,476	\$ 11,816,000	\$ 12,535,000	\$ 13,657,000	\$ 14,892,000	\$ 65,117,476
<b>Net Savings</b>	<b>\$ 893,830</b>	<b>\$ 2,606,000</b>	<b>\$ 3,330,000</b>	<b>\$ 3,794,000</b>	<b>\$ 4,304,000</b>	<b>\$ 14,927,830</b>
<b>Savings %</b>	<b>7%</b>	<b>18%</b>	<b>21%</b>	<b>22%</b>	<b>22%</b>	<b>19%</b>

**5 Year Projected Cumulative Savings**  
**19% = \$14,927,830**

\*Net Savings is subject to change based on accurate data being provided



# FEES

## Frontier Direct Care: Standard Fees

Employee:	<b>\$80 per month</b>
Employee + Spouse:	<b>\$160 per month</b>
Employee + Child(ren):	<b>\$160 per month</b>
Employee + Family:	<b>\$240 per month</b>
<b>Frontier Direct Pay</b>	<b>Tiered Case Fee</b>
<b>Frontier Rx</b>	<b>\$0</b>
<b>Savings Guarantee:</b>	<b>Included in Contract to cover fees</b>

*Charged for up to first 3 members of a family.*

*4+ members at no charge.*

*E.g. Employee + Spouse + Child same fee as Employee + Spouse +2.*

*Case fees cap at \$8,000 and only apply when services are completed.*

*100% of Frontier fees in excess of claims cost savings will be credited back to client.*

## Frontier Direct Care: Fee Summary

	Rate	Enrollments	Members	Cost
Employee	<b>\$80</b>	<b>429</b>	<b>429</b>	<b>\$34,320</b>
Employee + Spouse	<b>\$160</b>	<b>86</b>	<b>172</b>	<b>\$13,760</b>
Employee + Child(ren)	<b>\$160</b>	<b>157</b>	<b>471</b>	<b>\$25,120</b>
Employee + Family	<b>\$240</b>	<b>151</b>	<b>628</b>	<b>\$36,240</b>
<b>Total</b>		<b>823</b>	<b>1700</b>	<b>\$109,440</b>
<b>Annual Cost</b>				<b>\$1,313,280</b>