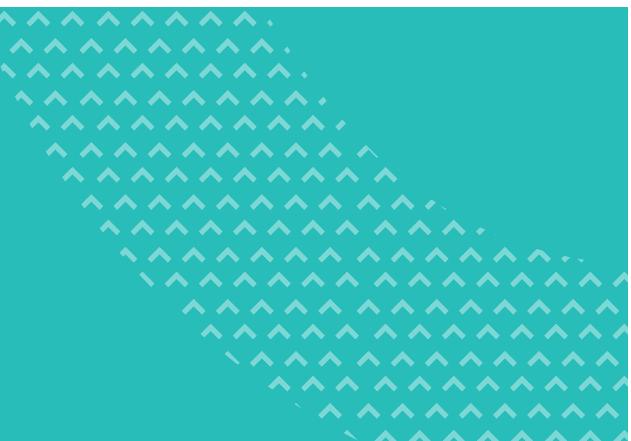


# strive HEALTH



## Media Kit

# The Strive Health Story

Today, kidney care focuses almost entirely on end-stage kidney disease and in-center dialysis, missing the primary drivers of high cost and poor outcomes. We are changing the kidney care paradigm to identify patients earlier, prioritize the right care at the right time, and drive better outcomes – all while lowering cost.

In other words, we are fixing a broken system. A system in which care delivery is extremely fragmented and fails to mitigate unsustainable cost trends.

**Chris Riopelle, Strive Health Co-Founder and CEO, saw his best friend face life-threatening kidney disease. Witnessing what his friend went through inspired Strive Health's mission. Strive is about providing hope, education and high-touch care to patients by radically changing the way the healthcare industry thinks about kidney disease.**

Today, we are a full-service solution for providers, health systems, payors and patients, delivering cost-effective and clinically integrated care that leads to better outcomes.

Shifting to value-based care equals resilience in this rapidly changing industry. Being proactive and providing whole-person care results in early interventions, less frequent hospitalizations, fewer readmissions and market-leading healthcare outcomes for people with chronic kidney disease.

In our partnerships, we work with healthcare organizations to understand their patient population's unique challenges and map their local market dynamics, designing a partnership model that aligns payors, providers, and

patients in their market. We implement our solution – taking financial risk, managing patients and generating shared value.

While our three pillars – high-touch care, technology/predictive analytics and provider integration – serve as the foundation to our care model, our partnerships with the local care delivery system allow the model to succeed. We build relationships with local providers to ensure the open flow of information and to create a fully integrated experience for patients.

The Strive care model is built around whole-person care which features our Kidney Heroes™ team, empowered by groundbreaking technology, and delivered where and when needed. Our specialized clinical team serves as an extension of practice to nephrologists and primary care physicians. The team is led by nurse practitioners and includes registered nurse case managers, social workers, dietitians, pharmacists and care coordinators.

With purpose-built predictive analytics and machine learning technology, we are able to accurately identify gaps in care, predict avoidable acute events, deeply understand personal health issues and ensure we intervene in the right way, at the right time.

*Empowering.  
Transforming.  
Saving Lives.*



# Strive Health Fact Sheet

<b>Established:</b>	2018
<b>Co-Founders:</b>	Chris Riopelle, Will Stokes
<b>CEO:</b>	Chris Riopelle
<b>Headquarters:</b>	Denver, CO
<b>Employees (Strivers):</b>	500

## MISSION

We are starting over because we must. We deliver compassionate kidney care the way it should be done.

*"At Strive, we're transforming kidney care. While our mission, vision and values-based culture play critical roles in that transformation, our people (Strivers) make it happen. Strivers are delivering compassionate kidney care and creating an incredible place to work."* – Chris Riopelle, CEO

## VISION

Today, kidney care focuses almost entirely on end-stage kidney disease and in-center dialysis, missing the primary drivers of high cost and poor outcomes. Strive is changing the kidney care paradigm to identify patients earlier, prioritize the right care at the right time, and drive better outcomes – all while lowering cost. We are a full-service solution for kidney disease patients.

### Core Solutions

- Population Health
- Strive Care Partners™ (a value-based nephrology platform)
- Complete Dialysis

### The Strive Care Model

- The Strive care model is built around the Kidney Heroes™ care team that serves as an extension of practice to nephrologists and PCPs. The team is made up of nurse practitioners, social workers, dietitians, care coordinators and more who are empowered by groundbreaking technology and delivered where and when needed.
- Purpose-built predictive analytics technology identifies and risk stratifies patients, feeding data into Strive's care management platform to drive seamless, coordinated care.
- Strive's case management and population health programs are accredited by the National Committee for Quality Assurance (NCQA), and its technology platform, CareMultiplier™, is certified by HITRUST.

### Numbers

- Strive serves over 73,000 patients across 30 states
- Strive is partnered with over 1,500 physicians, including 430 nephrology providers in exclusive partnerships.

### Partners

- Integrated health delivery systems
- Payors
- Medical groups
- Independent nephrologists and nephrology groups
- Government programs, including Comprehensive Kidney Care Contracting

### Impact

- Higher patient engagement
- Improved patient care delivery
- Better patient outcomes
- Decreased total cost of care
- Access to valuable predictive analytics and data

### Funding

- Strive's total funding is \$223.5 million
- Strive is backed by Alphabet's CapitalG, New Enterprise Associates, Redpoint, Town Hall Ventures, Echo Health Ventures and Ascension Ventures.

### Growth

- From 2020 to 2021, Strive grew its employee base – aka Strivers – by 600%.
- Today, Strive employs 500 Strivers.
- Strive Health has won five Best Places to Work awards, including Forbes America's Best Startup Employers 2022 and 2023, Built In Colorado Best Places to Work 2022, Comparably's Best Places to Work in Denver 2022 and The Tech Tribune's Best Startups in Denver 2022.

# Kidney Disease Facts

## What Is Kidney Disease?

Kidneys filter waste and excess fluid from the blood, which are then removed from the body through urine. Kidney disease happens when the kidneys gradually lose their ability to function, which can lead to a buildup of dangerous levels of fluids and waste. The problem is that most people don't realize they have kidney disease until the condition reaches a critical stage.

## Kidney Disease by the Numbers



Kidney disease affects an estimated **37 million people** in the U.S. (15% of the adult population; more than 1 in 7 adults). (NKF)



There's over **\$420B annually of unmanaged spend** on late-stage CKD & ESKD patients in the U.S.



**Approximately 90%** of those with kidney disease don't know they have it. (NKF)



With each CKD stage progression, cost to U.S. health plans **increases exponentially**. (AJMC)



Chronic kidney disease (CKD) is more common in people **aged 65 years or older** (38%) than in people aged 45–64 years (12%) or 18–44 years (6%). (CDC)



Medicare alone spends an estimated **\$130 billion on kidney care**, including nearly \$30 billion to provide dialysis to 554,000 Americans with kidney failure. (USRDS)



**About 1 in 3 adults with diabetes** may have kidney disease. Diabetes is the top cause of kidney failure, causing nearly half (47%) of new cases. (AKF)



Additionally, patients with CKD, even in early disease stages, carry a **disproportionate burden of cardiovascular morbidity, mortality, healthcare utilization and costs**. (AJMC)



**1 in 5 adults with high blood pressure** may have kidney disease. High blood pressure is the second most common cause of kidney failure, causing 29% of new cases. (AKF)



There are more than **106,000 Americans on the kidney transplant waiting list** (as of February 2023) with 92,000 (87%) waiting for a kidney.

## Strive by the Numbers

---

**Strive is delivering results to kidney care patients and adding value for all stakeholders.**

**20%**

**Reduction in Total Cost of Care**

*Deliver highest value care at lowest cost*

**42%**

**Reduction in Hospital Admits**

*Offer quality care across Strive platform*

**10%**

**Reduction in ED Visits**

*Preempt expensive care in lower acuity settings*

**86%**

**Optimal Starts Rate Improvement**

*Engage and educate patients at highest risk*

**69%**

**Increase in Home Dialysis Adoption**

*Bring care to preferred setting*

**29%**

**Reduction in Readmit Rate**

*Deploy local teams to manage care continuum*

**31%**

**Increase in Nephrology Visits**

*Keep patients on “ideal journey”*

**>90%**

**Patient Satisfaction**

*Treat the whole person*

## Strive Health Spokespeople



### Chris Riopelle

Co-Founder & CEO  
Denver, CO

Chris Riopelle is CEO and co-founder of Strive Health, the market leader for value-based kidney care. Having raised more than \$220 million of capital from leading investors and now home to 500 Strivers, Strive is transforming how kidney care is delivered in this country.

Chris has spent his career improving the lives of underserved patient populations and driving value for patients, providers and payors alike. Chris entered healthcare in 1995 with GeriMed, a company that sparked his interest in underserved populations and risk-bearing healthcare businesses. He spent 10 years in the kidney care industry at Gambro and DaVita, culminating in leading a \$1 billion division of DaVita. Chris also served as COO of LaVie Care Centers, a \$1 billion skilled nursing company, where he led the turnaround and sale of the company. Prior to co-founding Strive, he was CEO of NorthStar Anesthesia, an anesthesia management company that grew from \$130 million to \$500 million in revenue.

Co-founding Strive allowed Chris to blend his professional experiences and passion for serving patients. In his free time, he loves to spend time in the outdoors with his wife and daughter, mountain biking, skiing and boating.

*Topics he's interested in speaking about include: Trends in value-based care, the business of healthcare, risk-bearing healthcare, health equity*



### Will Stokes

Co-Founder & Chief Strategy Officer  
Memphis, TN

Will Stokes has spent his career creating and growing transformational healthcare businesses. He started his career as a strategy consultant with Deloitte Consulting, where he worked with some of the country's largest healthcare companies to make internal and external investments in clinical and business model innovation.

Will then joined Oxeon's Venture Studio, where he helped build healthcare technology and service companies from scratch. Will spent his first year at Oxeon as a primary architect in building Empiric Health — an analytics-enabled service that optimizes physician decision-making to improve cost and quality in surgical services — in partnership with Intermountain Healthcare. (Note: Empiric was acquired by Olive in April of 2021 after successful launch and scale of the business.) After Empiric launched, Will set out to work in the kidney care space, looking for ways to fill the gaps in care while aligning value in the system for all participants.

From this work, the idea for Strive Health was born. Will led the initial funding and launch of Strive from within the Oxeon Venture Studio before joining Strive as Chief Strategy Officer. At Strive, he leads all things go-to-market and brings Strive's model to life through payor and provider partnerships. Overall, he has created a mission-driven organization that grew its employee base by more than 600% in one year. Every employee, or "Striver," is firmly committed to building the foundation for compassionate kidney care the way it should be done.

When he's not focused on healthcare innovation, Will is outside in the mountains, lamenting another disappointing Tennessee Titans football season, and spending time with his family.

*Topics he's interested in speaking about include: Trends in value-based care, growing healthcare businesses from the ground up, health equity*

**Alice Wei, MD**

Sr. Medical Director, Dialysis  
New York, NY

Dr. Wei oversees clinical design of Strive's entire service line, including heading up coordination between our operations and disease management divisions.

Her career has long been shaped by a commitment to best-possible care delivery through growth and innovation – pillars that precisely match Strive's transformative model.

Before coming to Strive, Dr. Wei served as a dialysis services consultant, a dialysis center medical director and chief of the Division of Nephrology for North General Hospital in New York. During her tenure as medical director for a dialysis provider in Harlem, the center earned multiple citations for delivering patient clinical outcomes that were among the best in the U.S.

Dr. Wei earned her bachelor's degree from MIT and her medical degree from the State University of New York at Stony Brook School of Medicine. She completed an internal medicine residency and research and subspecialty fellowships in nephrology at Saint Vincent Catholic Medical Centers in Manhattan.

Beyond work, Dr. Wei enjoys spending time with her husband, who is also a nephrologist, and their children. She can often be found reading, meditating or tending to her window garden tomatoes. When time allows, she also enjoys traveling and staying fit through both water and downhill skiing and land and SUP yoga.

*Topics she's interested in speaking about include: Social determinants of health, health equity, kidney transplant, innovative care models*

**Ted Shannon**

Chief Financial Officer,  
Denver, CO & Philadelphia, PA

Ted brings more than 20 years of financial leadership experience – including leading numerous acquisitions of both private, equity-backed and publicly traded companies – to his role as Strive's CFO.

Ted joined Strive's team excited by our mission to transform the way kidney care is delivered. Equipped with years

of insights gleaned from overseeing high-performing businesses, Ted directs Strive's strategic financial planning with an eye toward supporting the company's future, long-term growth.

Before joining Strive, Ted served as CFO for Optum consumer businesses, helping lead them to over \$1 billion in revenue. Before that, he helped spur Optum specialty and infusion revenue growth from \$1 billion to over \$15 billion in six years.

Long interested in corporate best practices, Ted earned a bachelor's degree from Carleton College and studied global finance at New York University's Stern School of Business and the Hong Kong University of Science and Technology.

Ted lives with his partner, Jana, and their trans daughter, Taly. His family splits their time between homes in Denver and Philadelphia.

*Topics he's interested in speaking about include:*

*Healthcare finance, value-based care, home care specialties, business operations*

**Dave Thornton**

Chief People Officer  
Purcellville, VA

Dave brings extensive experience driving corporate values, culture and growth and is instrumental to Strive Health's ongoing success.

He joined Strive from Evolent Health, where he served as Chief Talent Officer, helping expand the company from 20 to 3,500 people with an award-winning culture. Previously, he was with AOL for eight years. During this time, the company shifted to a media and advertising company, undergoing a significant cultural change.

Dave loves the outdoors and spends his time golfing, hiking, climbing and running when he's not working. He enjoys spending time with his son and daughter and watching their basketball and soccer tournaments.

*Topics he's interested in speaking about include:*

*Company culture, employee wellbeing, leading remote and hybrid workforces*

## News & PR Contact Information

Visit the Strive Health Newsroom for the latest news and blogs. To ask questions or coordinate an interview with a Strive Health subject matter expert, reach out to:

**Nicole Leatherman**

*Sr. Manager of Communications, Strive Health*  
619-917-4807  
[nleatherman@strivehealth.com](mailto:nleatherman@strivehealth.com)

**Jon Pushkin**

*Pushkin PR*  
303-733-3441  
[info@pushkinpr.com](mailto:info@pushkinpr.com)

