



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 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 and features our Kidney Heroes™ team, which is empowered by groundbreaking technology that's 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 nurses, case managers, social workers, dietitians 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.*



Established:	2018
Co-Founders:	Chris Riopelle, Will Stokes
CEO:	Chris Riopelle
Headquarters:	Denver, CO
Employees (Strivers):	700+

Strive Health Fact Sheet

MISSION

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 VALUES

Care :: Excellence :: Tenacity :: Innovation :: Fun

Core Solutions

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

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 to deliver care 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 110,000 patients across 34 states.
- Strive partners with over 720 nephrology providers.

Partners

- Integrated health delivery systems
- Payers
- 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 \$389 million.
- Strive is backed by NEA, CVS Health Ventures, Alphabet’s CapitalG, Redpoint, Town Hall Ventures, Echo Health Ventures and Ascension Ventures.

Growth and Accolades

- In 2023, Strive grew its employee base — aka Strivers — by 40%.
- Today, Strive employs 700+ Strivers.
- In 2023, The Leaderboard and Crunchbase named Strive the fastest-growing startup in Colorado and CB Insights named Strive to its Digital Health 50 list, which recognizes the 50 most promising digital health companies in the world.
- Strive has won seven best workplace awards, including Forbes America’s Best Startup Employers 2024, 2023 and 2022, Built In Colorado Best Places to Work 2022 and 2024, Comparably’s Best Places to Work in Denver 2022 and The Tech Tribune’s Best Startups in Denver 2022.
- Strive’s CEO Chris Riopelle was named 2023 Most Admired CEO by the Denver Business Journal and 2021 Ernst & Young Entrepreneur of the Year® Mountain Desert Region.

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 late- or end-stage kidney disease (ESKD).

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).

Source: National Kidney Foundation



There's over **\$420 billion annually if unmanaged spend** on late-stage CKD and ESKD patients in the U.S.

Source: Strive Health



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

Source: National Kidney Foundation



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

Source: American Journal of Managed Care



Chronic kidney disease (CKD) is more common in people aged **65 years or older** (34%) than in people aged 45-64 years (12%) or 18-44 years (6%).

Source: CDC



The Medicare program spends approximately **\$153 billion** – more than 24% of total spending – on patients with kidney disease.

Source: National Kidney Foundation



About **1 in 3 adults** with diabetes may have kidney disease. Diabetes is the top cause of kidney failure, causing nearly half (45%) of new cases.

Source: American Kidney Fund



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

Source: American Journal of Managed Care



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 28% of new cases.

Source: American Kidney Fund



There are more than **106,000 Americans on the transplant waiting list** and 92,000 are waiting for a kidney.

Source: American Kidney Fund

Strive by the Numbers

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

20%

**Reduction in Total
Cost of Care**

*Deliver highest-value care
at lowest cost*

42%

**Reduction in
Hospitalizations**

*Offer quality care across
Strive platform*

10%

**Reduction in
ED Visits**

*Preempt expensive care in
lower acuity settings*

86%

**Increase in Optimal
Dialysis Starts**

*Engage and educate patients
at highest risk patients*

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"

94%

**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 \$389 million of capital from leading investors and now home to over 700 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.

Key topics he can speak to include: Trends in value-based care, the business of healthcare, risk-bearing healthcare, health equity



Will Stokes

*Co-Founder & Chief Performance 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. At Strive, he leads all things performance. 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.

Key topics he can speak to include: Trends in value-based care, growing healthcare businesses from the ground up, health equity





Alice Wei, M.D.

*Officer of the Chief Medical Office
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.

Key topics she can speak to 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 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.

Key topics he can speak to 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.

Key topics he can speak to include: Company culture, employee well-being, leading remote and hybrid workforces

News & PR Contact Information

Visit [StriveHealth.com/Newsroom](https://www.strivehealth.com/newsroom) for the latest news, press releases and blogs. To ask a question or coordinate an interview with a Strive subject matter expert, reach out to:

Nicole Leatherman

Director, Communications & PR

619-917-4807

nleatherman@strivehealth.com

