



What Does the Future Hold for LTC Post Vaccine?

Presented By:
Phil Fogg, CEO
Marquis Companies & Consonus Healthcare



About Us



LTC & PAC Services



Est 1989
17 SNFs (OR, CA, NV)
6 ALFs (OR)
1 MC RCF (OR)



Est 1994
Home Health Care (OR)

Care & Risk Management



Est 2017
ISNP/ ESNP
600 Members



Est 2017
NPs + Physicians
35 Facilities



Est 2019
67 Oregon SNFs

LTC/ PAC B2B Support Services

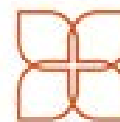
Est 1995
(OR, WA, CA, NV, TX, NC, FL,
WI, IA, IL, AZ)
100 SNF Contracts



Est 2004
(OR, WA, ID, CA, NV, NE,
IA)
29,000 Beds/Units



Our Mission/ Purpose: Help People Live the Best Rest of Their Lives



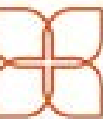


Agenda



Today's Agenda:

- Year in Review
- COVID Impacts – Road to Recovery
- Vaccinations Role In Recovery
- Road to Recovery?
- Other Issues
- What do We Need to Do?

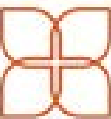




COVID Year in Review - Sprint



**March
2020**

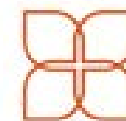




COVID Year in Review - 5K



June
2020

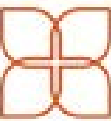




COVID Year in Review - ½ Marathon



August
2020





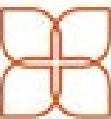
COVID Year in Review - Marathon



September
2020



"We Don't Know What Mile Marker We Are At"

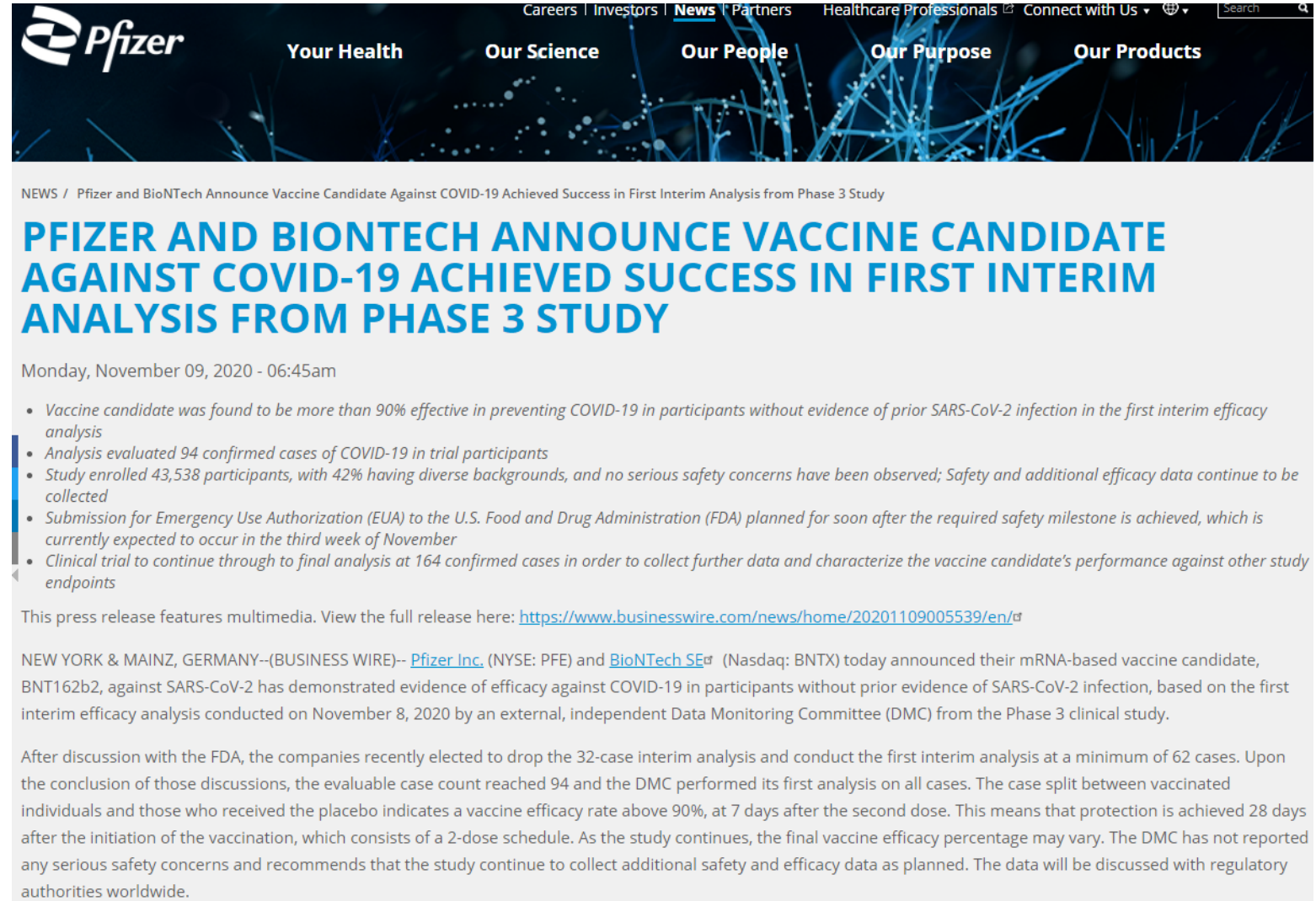




COVID Year in Review - Pfizer Announcement



November
2020



The screenshot shows the Pfizer website's news section. At the top is the Pfizer logo and navigation links: 'Your Health', 'Our Science', 'Our People', 'Our Purpose', and 'Our Products'. Below the navigation bar is a headline in blue: 'PFIZER AND BIONTECH ANNOUNCE VACCINE CANDIDATE AGAINST COVID-19 ACHIEVED SUCCESS IN FIRST INTERIM ANALYSIS FROM PHASE 3 STUDY'. Under the headline is the date and time: 'Monday, November 09, 2020 - 06:45am'. A bulleted list of key findings follows. Below the list is a link to the full press release. The main body of the text describes the announcement, mentioning the mRNA-based vaccine candidate BNT162b2 and the Phase 3 clinical study results.

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Pfizer Your Health Our Science Our People Our Purpose Our Products

NEWS / Pfizer and BioNTech Announce Vaccine Candidate Against COVID-19 Achieved Success in First Interim Analysis from Phase 3 Study

PFIZER AND BIONTECH ANNOUNCE VACCINE CANDIDATE AGAINST COVID-19 ACHIEVED SUCCESS IN FIRST INTERIM ANALYSIS FROM PHASE 3 STUDY

Monday, November 09, 2020 - 06:45am

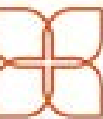
- Vaccine candidate was found to be more than 90% effective in preventing COVID-19 in participants without evidence of prior SARS-CoV-2 infection in the first interim efficacy analysis
- Analysis evaluated 94 confirmed cases of COVID-19 in trial participants
- Study enrolled 43,538 participants, with 42% having diverse backgrounds, and no serious safety concerns have been observed; Safety and additional efficacy data continue to be collected
- Submission for Emergency Use Authorization (EUA) to the U.S. Food and Drug Administration (FDA) planned for soon after the required safety milestone is achieved, which is currently expected to occur in the third week of November
- Clinical trial to continue through to final analysis at 164 confirmed cases in order to collect further data and characterize the vaccine candidate's performance against other study endpoints

This press release features multimedia. View the full release here: <https://www.businesswire.com/news/home/20201109005539/en/>

NEW YORK & MAINZ, GERMANY--(BUSINESS WIRE)-- [Pfizer Inc.](#) (NYSE: PFE) and [BioNTech SE](#) (Nasdaq: BNTX) today announced their mRNA-based vaccine candidate, BNT162b2, against SARS-CoV-2 has demonstrated evidence of efficacy against COVID-19 in participants without prior evidence of SARS-CoV-2 infection, based on the first interim efficacy analysis conducted on November 8, 2020 by an external, independent Data Monitoring Committee (DMC) from the Phase 3 clinical study.

After discussion with the FDA, the companies recently elected to drop the 32-case interim analysis and conduct the first interim analysis at a minimum of 62 cases. Upon the conclusion of those discussions, the evaluable case count reached 94 and the DMC performed its first analysis on all cases. The case split between vaccinated individuals and those who received the placebo indicates a vaccine efficacy rate above 90%, at 7 days after the second dose. This means that protection is achieved 28 days after the initiation of the vaccination, which consists of a 2-dose schedule. As the study continues, the final vaccine efficacy percentage may vary. The DMC has not reported any serious safety concerns and recommends that the study continue to collect additional safety and efficacy data as planned. The data will be discussed with regulatory authorities worldwide.

"We Have Sense For How Far We Have To Go"





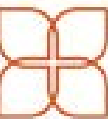
COVID Year in Review - End in Sight



December
2020



"Finishing Up Hill"





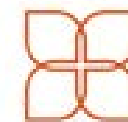
COVID Year in Review



February
2021



“Finish Line Is In Sight”





Impacts of COVID

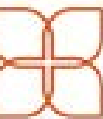


Resident Isolation/ Resident & Family Experience

Census Decline

Staff Experience or Quality of Life

Workforce Shortages (RN's, CNA's)



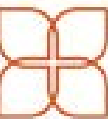


Impacts of COVID



Resident Isolation/ Resident & Family Experience

- **No Group Dining or Group Activities**
- **No In-Person Visitation**
- **New Admission Isolation/Quarantining**
- **Resident/Patient Testing**
- **Resident/ Patient PPE**



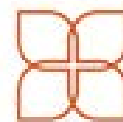


Impacts of COVID



Census Decline

- **Hospital Occupancies COVID Units**
- **Hospital Occupancies- Elective Surgeries**
- **Consumer Fear of COVID or COVID Outbreak**
- **No In-Person or In-Building Visitation**
- **Diversion to Home with Support Services**



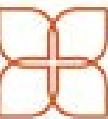


Impacts of COVID



Staff Experience or Quality of Life

- **Negative Media Coverage – Public Perception**
- **Mandated Testing**
- **Mandated PPE**
- **Mandated Screening**
- **Mandated Communication**
- **Outbreaks –loss of Resident Life**
- **Fear of Outbreaks**
- **I.P. Surveys**
- **Quarantines**



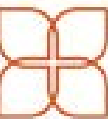


Impacts of COVID



Workforce Shortages (RN's, CNA's)

- **Vaccine Administrator Demand**
- **Hospital/SNF COVID Unit**
- **Hospitals Ramping up for Elective Surgeries**
- **Remote/Distance K- 12**
- **COVID Fatigue or Fear**

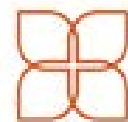




Road to Recovery

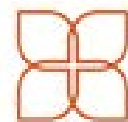


Vaccine Enables Getting to Finish Line





Road to Recovery



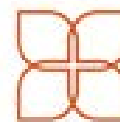


Vaccinations - Phase 1



- **3 Rounds (Pfizer Predominate Vaccine)**
- **Retail and 7 Long-Term Care Pharmacy's (LTCP) used a clinic-based model that delivered product on a 3 – 4 week rotating schedule (Pfizer or Moderna)**
- **This model enabled pharmacies to deliver large scale vaccination clinics**
- **Some pharmacies hired their own vaccinators – some utilize facility staff or other contractors**

Consent Rate's	Staff	Residents
• CDC National	38%	78%
• Marquis	82%	90%

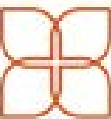
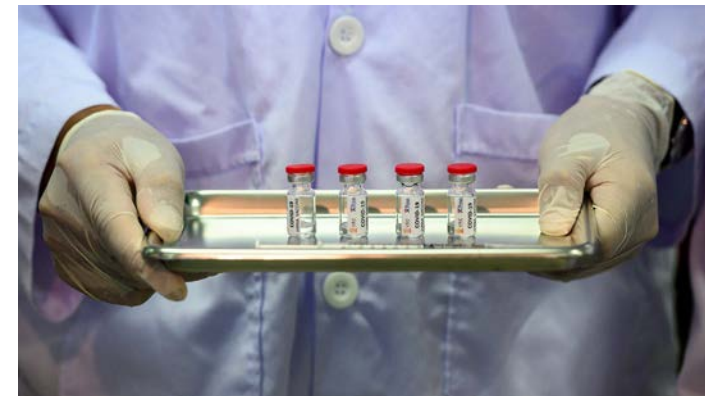




Now What?



- Phase 2 - Post Round 3 Vaccination Continuity
 - New Admissions
 - New Hires
 - Resident's Family/ Responsible Party
- Large Scale to Small Scale Clinic Based Models





Vaccination - Phase 2

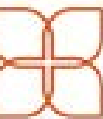


Phase 2 “Federal” Program

**Migration to
Vaccine Being
Dispensed by Long
Term Care
Pharmacies (LTCP)**

**LTCP’s Delegate
Administration
Responsibilities to
Providers**

**Moderna is Federal
Vaccine Solution**





Impacts of COVID – Road to Recovery

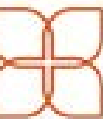


Resident Isolation/ Resident & Family Experience

Census Decline

Staff Experience or Quality of Life

Workforce Shortages (RN's, CNA's)





Impacts of COVID – Road to Recovery



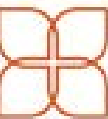
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(March – June)

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- **Resident/Patient Testing**
- **Resident/ Patient PPE**

Variables/ Influencers

- **COVID Test Positivity Rates (Less than 5%)**
- **Total Cases in Community**
- **Facility Cases**
- **Vaccination Rates – Staff**
- **Vaccination Rates – Residents**
- **Rapid Testing Capabilities**
- **New Admission Criteria/Screening**
 - **Vaccinated or Not**
 - **Immunocompromised Conditions**
 - **Other**
- **Variant Strains ?**
- **CDC/CMS Guidance or Policy Changes**
- **State Guidance or Policy Changes**





Impacts of COVID – Road to Recovery



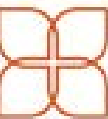
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(April- August)

Variables/ Influencers

- **COVID Hospitalization/ Occupancy**
- **Pent Up Elective Surgery Capacity**
- **Vaccination Rates/Status**
- **When do Facilities “Re-Open” for Visitation**
- **Number of In-facility Outbreaks or Cases**





Impacts of COVID – Road to Recovery



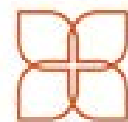
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- **Fear of Outbreaks**
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- **Quarantines**

(Today -TBD)

Variables/ Influencers

- **Ongoing Media Coverage and/or Hill Hearings and/or Professional Liability Claims**
- **Community Rates**
- **Positivity Test Rates**
- **Can Vaccinated Person Transfer Virus?**
- **Facility Vaccination Rates**
 - **Staff**
 - **Residents**
- **On-Going Facility Cases**





Impacts of COVID – Road to Recovery



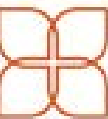
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- **Remote/Distance K- 12**
- **COVID Fatigue or Fear**

(June - August)

Variables/ Influencers

- **When are Vaccines Completed?**
- **When is Pent Up Elective Surgery Demand Satisfied?**
- **When do Kids Go Back to School?**
- **On-Going Facility Cases or Outbreaks**





Road to Recovery – Timeline



JAN FEB MARCH APRIL MAY JUNE JULY AUG SEPT OCT NOV DEC

Resident Isolation/ Resident & Family Experience

March - June

Census Decline

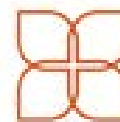
April – August

Staff Experience or Quality of Life

Today - TBD

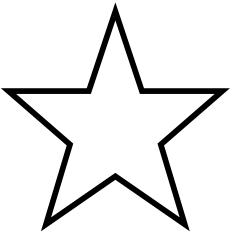
Workforce Shortages (RN's, CNA's)

June – August



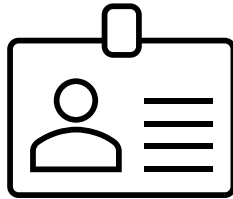


Rebuild Trust with Consumers & Hill



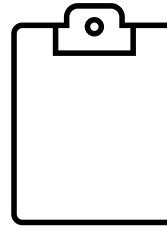
Quality

- IP's
- RN Hours
- PPE Emergency Supply



Workforce

- Minimum Wage
- Federal/ State Workforces Development



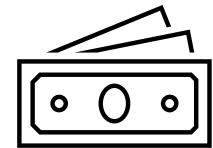
Survey Systems

- Survey Process
- CHOW
- Customer Satisfaction

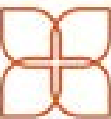


Physical Environments

- Single or 2 Bedrooms



Funding





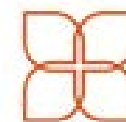
#GetVaccinated Toolkit



COVID-19 VACCINE Confidence Builder Toolkit #GetVaccinated

Find the kit on
consonushealth.com
under “news”.

[VIEW MORE](#)

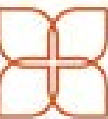




Action Items



- ✓ **Vaccination**
 - Use all resources to optimize consent rates in Phase 1, Rounds 1-3.
 - Begin preparing now for Phase 2 Vaccination continuity program
 - Sub-Contracting with your LTCP
 - Developing solutions to enable delegation of chain of custody, waste management, administration, and reporting
 - Develop plan to increase consent rates in Phase 2
- ✓ **Develop Data or Business Intelligence – Support Strategies to Reduce Resident Isolation & Family Engagement**
 - Staff & Resident Consent Rates
 - Family/ Responsibly Party Vaccinations
 - Vaccination Reporting
 - Staff, Resident, & Visitor Testing Results

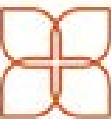




Action Items



- ✓ **Develop Visitation Workflows & Capabilities**
 - **Vaccination**
 - **Rapid Testing**
 - **Screening**
 - **“Safe” Visitation Protocols**
- ✓ **Develop Communication Tools to educate and Update Referral Sources, Physicians & Hospitals, and Payers**
- ✓ **Be an Engaged Advocate for our Residents/Staff/Families**
 - **Stay Informed of State & Federal Policy Proposed & Affected Changes**
 - **Be a Strong Voice!**





Questions?

Visit consonushealth.com

