

A Powerful Partner in
Broadband Deployment:

HEALTHCARE

Broadband Communities
Austin, Texas
May 2, 2018

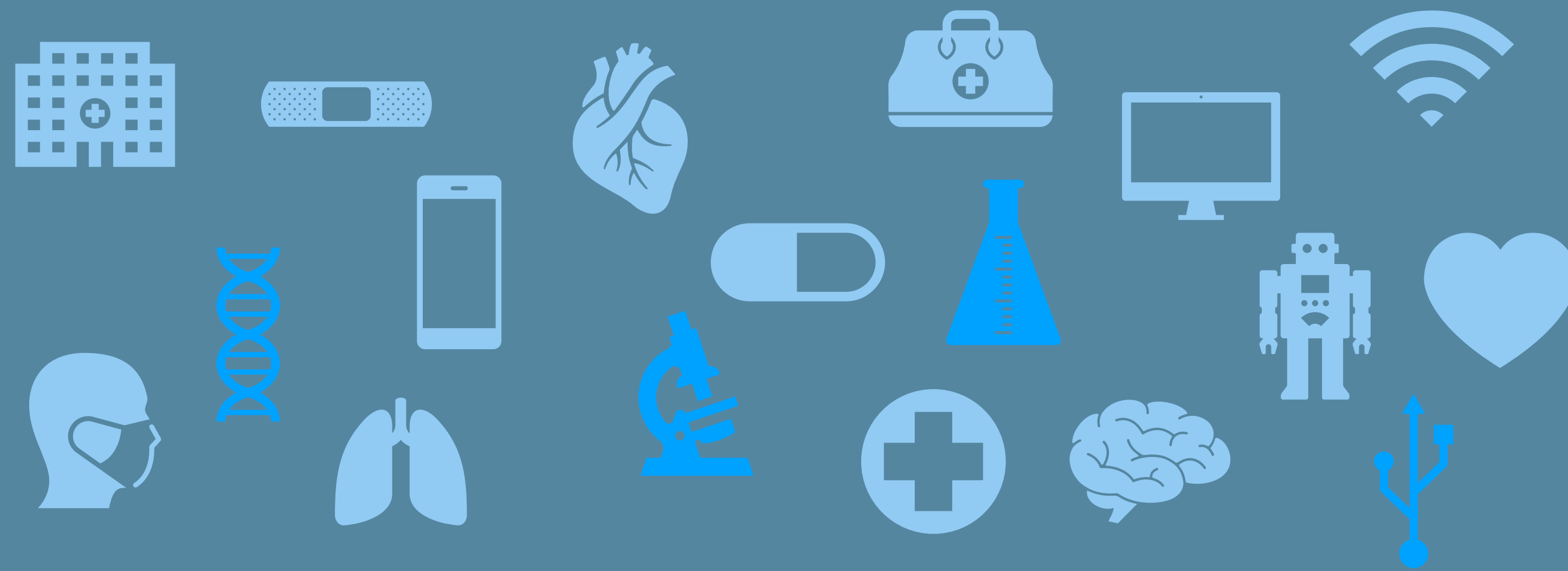
#bbcsun18



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- Bob Knight, EVP & Chief Operating Officer, Harrison Edwards (Moderator)
- Jordana Barton, MBA, Senior Advisor, Federal Reserve Bank of Dallas
- Ted Lehr, Ph.D., IT Data Architect, City of Austin, Texas
- Nick Beachler, Managing Partner, Public Sector - West, Verizon Smart Communities
- Seth Fener, Director of Information Management & Technology, Dell Medical School / University of Texas, Austin

/e Deliver: Community Engagement

No project can move forward without the support of politicians, press, citizens, and stakeholders.

Unique Healthcare Expertise

Representing insurers, hospitals, physician practices, device makers, HIEs, Medicaid Managed Care, advocacy groups

HEALTHCARE IS A \$3 TRILLION INDUSTRY

The US' largest employer and a major economic driver in
communities and regions

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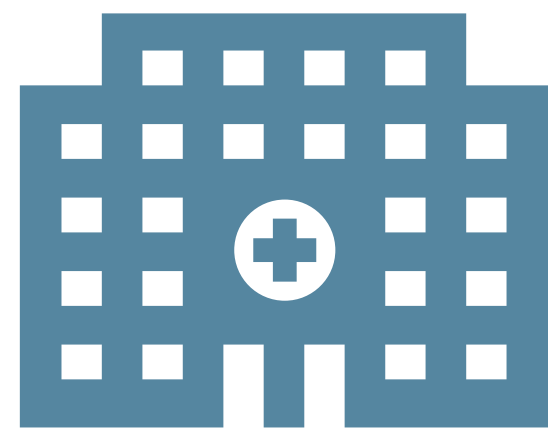
The US' largest employer and a major economic driver in communities and regions

- JOBS, JOBS, JOBS
- Major Tenant
- Contribute to the Community
- Attract Employers
- Attract Residents
- Economic Multiplier

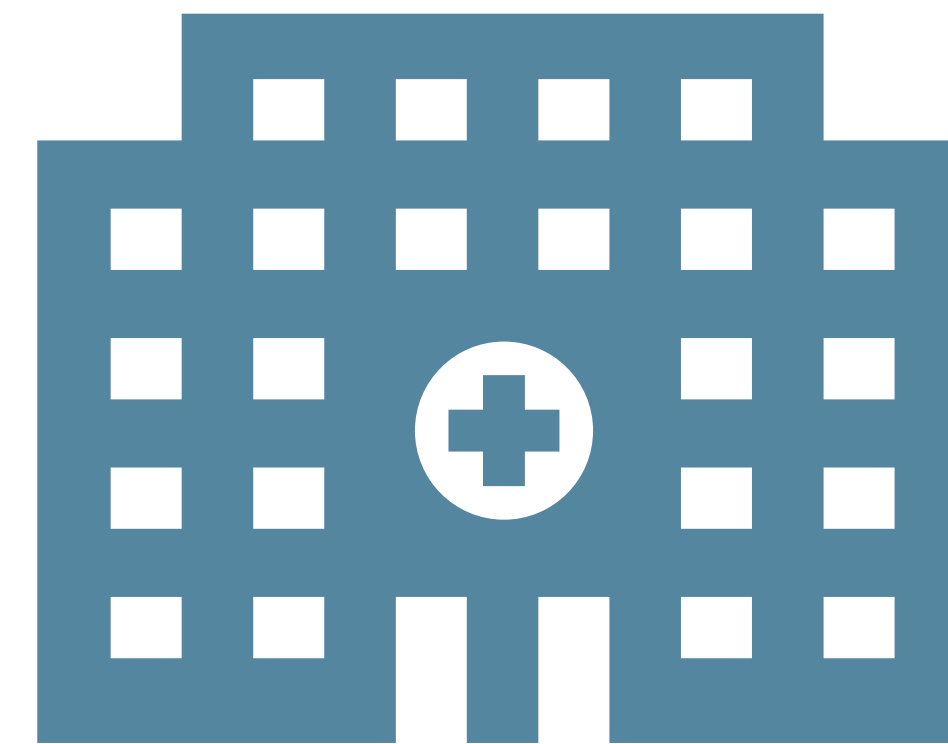
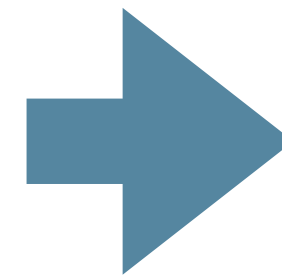
HEALTHCARE IS UNDERGOING MAJOR CHANGE



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Hospitals grow to
survive - scale



Multiple facilities regionally.
Specialists travel.
Robotic surgeries

THERE ARE NEW COST DRIVERS IN HEALTHCARE

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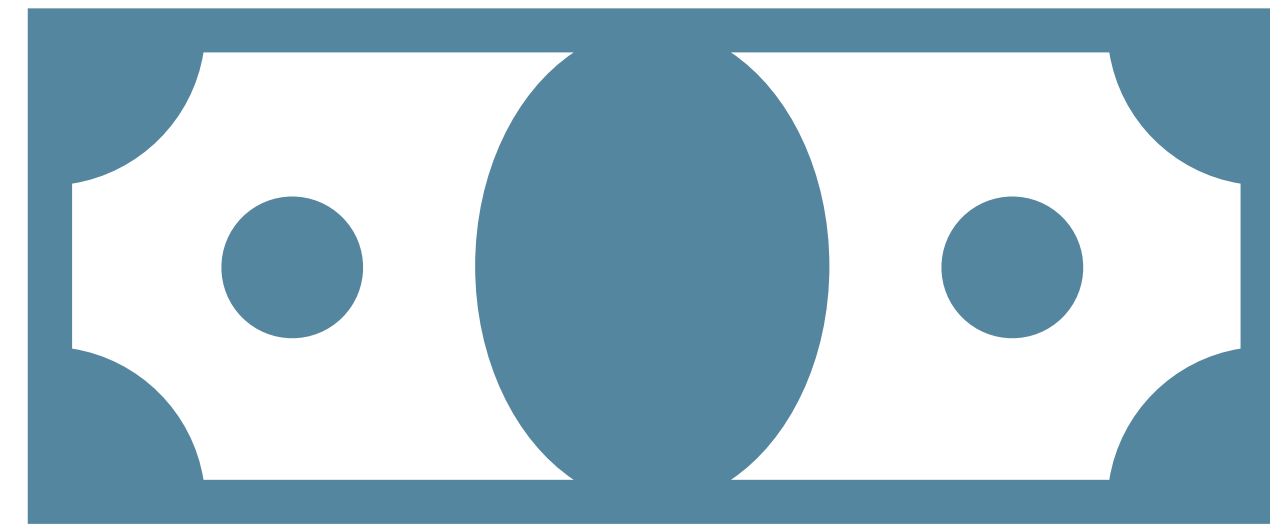


Opioids



Obesity

THERE ARE NEW COST DRIVERS IN HEALTHCARE



\$4,700

Cost of treating opioids
with methadone
maintenance annually

\$3,560

Cost of treating
diabetes with
medication annually

THE COST OF OPIOIDS TO STATES

| STATE | ANNUAL COST | % of GDP |
|------------|------------------|----------|
| California | \$46,313,188,000 | 1.8% |
| Florida | \$35,632,245,000 | 3.85% |
| Kentucky | \$10,978,367,000 | 5.73% |
| Maryland | \$21,742,253,000 | 5.82% |
| Texas | \$26,431,628,000 | 1.61% |
| Vermont | \$1,394,862,000 | 4.58% |

Source: American Enterprise Institute

OTHER
AREAS

BECAUSE YOU NEVER
KNOW WHEN YOU
MIGHT NEED YOUR
MEDICAL RECORDS

HARRISON
EDWARDS



Getting linked to HealthlinkNY gives healthcare professionals safe access to your records across NY State, resulting in better information and better care.



OTHER AREAS

IT is the lifeblood of hospitals and the healthcare industry

Thank You

Let's keep the conversation going

Bob Knight

Executive VP & COO

Harrison Edwards PR/Marketing

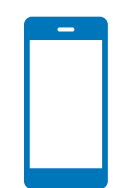


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