

## Crossover Health Opens First Near-Site Employer Health Center in Collaboration With Towers Watson

October 26, 2015

### *Alliance provides leading employers with cost savings and quality outcomes*

ARLINGTON, Va.--(BUSINESS WIRE)--Oct. 26, 2015-- Crossover Health Medical Group, a next generation provider of employee health care, and Towers Watson (NASDAQ: TW), a global professional services company, have announced an alliance that leverages their specific competencies to create near-site health and wellness centers in specific geographic locales. The centers are designed to improve accessibility and quality of care for self-insured employers and are expected to help reduce health care costs.

The first of these private centers opened on October 5, 2015, in Mountain View, California, and is already fully subscribed by five leading employers, including Intuit and Microsoft. Several additional sites are planned in the Northern California Bay Area for 2016.

"We are pleased to work with Towers Watson to offer employers a way to help their employees and their families be healthier and happier," said Scott Shreeve, M.D., CEO of Crossover Health. "Drawing from our proven experience with onsite centers for large employers, we have followed the growing interest from smaller employers that sought a similar offering but did not have enough employees or real estate to offer an onsite health center themselves. The near-site concept is designed to solve this dilemma by allowing employers to pool resources and offer their employees a remarkable, patient-driven health experience that delivers lower costs and increases quality."

According to a recent survey by Towers Watson, employers that already operate onsite health centers find them to be a valuable component of their health programs: More than half (56%) have had these centers for more than five years, and 66% plan to expand their onsite services. In addition, the employers that already provide these facilities are confident that these health centers improve the health and productivity of their employees. In fact, four in 10 (38%) with onsite health facilities plan to add new centers over the next two years.\*

"Employers welcome cost-effective and innovative solutions that keep employees healthy and productive, and the near-site option opens the opportunity for more employers to access this attractive offering," said Andrew Halpert, M.D., a senior health care management consultant at Towers Watson. "Through a wide array of convenient and personalized services, the near-site health center provides a scalable alternative that can match the needs and programs of employers of all sizes. Working together with Crossover Health, we are looking forward to bringing this novel approach to our clients and delivering outstanding clinical and engagement results."

The near-site health centers will follow the lifestyle medicine model of Crossover's successful onsite centers, offering primary care, physical medicine, behavioral health, health coaching and vision services supported by state-of-the-art technology and concierge-level service to provide a remarkable patient experience. The centers are designed to provide multiple opportunities for patients to engage with providers and improve their health. As part of the alliance, Towers Watson provides implementation support, quality oversight and performance measurement services.

### **About Crossover Health**

Crossover Health designs and delivers a unique employee care experience for companies that understand the financial and cultural return of a healthy, motivated workforce. Crossover Health is a medical group that combines advanced health management services and exceptional member experiences through a comprehensive primary health offering. The company works closely with client partners to optimize the benefit design, customizing health services based on a review of health analytics and then collaborating on the delivery of an inspired patient experience that helps engage people in their own health. Crossover Health is behind a transition from outsourced, out-of-control health spending to an insourced, accountable and designed platform of care. This approach enables significant reductions in costs while improving the quality of care by motivating and inspiring people to be at their healthiest and to take ownership of their health. Crossover Health is headquartered in Aliso Viejo, California, and is backed by Norwest Venture Partners. [www.crossoverhealth.com](http://www.crossoverhealth.com)

### **About Towers Watson**

Towers Watson (NASDAQ: TW) is a leading global professional services company that helps organizations improve performance through effective people, risk and financial management. With 16,000 associates around the world, the company offers consulting, technology and solutions in the areas of benefits, talent management, rewards, and risk and capital management. Learn more at [towerswatson.com](http://towerswatson.com).

*\*Achieving High-Performance Employee Plans With Onsite Health Centers, Towers Watson, June 2015*

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