

## (human)<sup>x</sup> | Health

Overview Presentation 2023

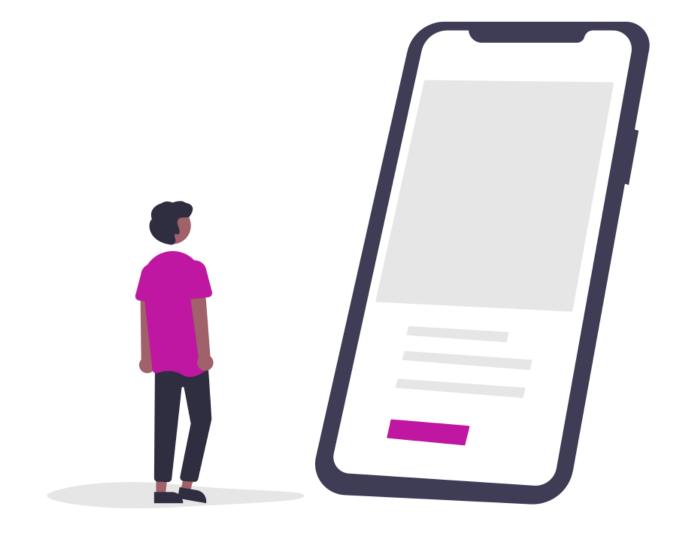
(human)× Health

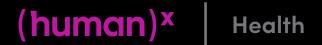
# What's wrong with health and wellness marketing today?



## It's too complicated and too impersonal.

Much of what patients see is irrelevant because organizations serve the same information to everyone.





### We believe:

## Healthcare is Personal (ized).

What do people want from their health and wellness providers?

- Personalized help.
- Help finding the info they need.
- Help getting the best care.
- Help with follow-up.
- Help staying healthy.

## (human)x Health

Help me... find a primary care physician, find the best specialist, schedule an appointment, remember my appointments, learn about my condition, navigate the hospital, communicate with my family, check ER wait times, find a place to park, pre-register for an appointment, track rehab progress, pay my bill, understand my bill, dispute my bill, remember to take my medication, contact my doctor, stay healthy, connect with support communities... and make it easy.

# We take care of you, so you can take care of others.

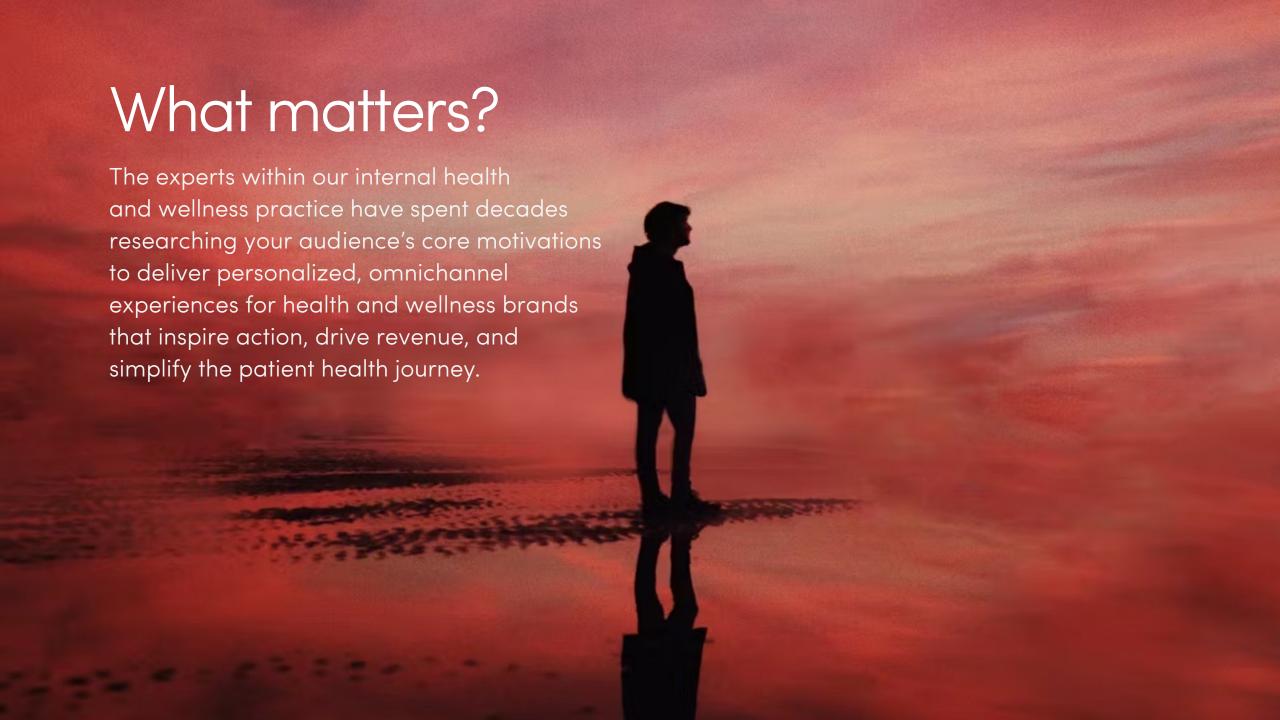
(human)<sup>X</sup> makes it easy for healthcare organizations to connect people and providers with the personalized products and services they need to maintain a healthy lifestyle.



### A Human-First Approach to Healthcare.

We put the people behind the screens in the center of our processes. Armed with insights that give us a deep understanding of your audience, we build real experiences to connect brands with consumers in an increasingly digital world.





A Brief

## Overview



## We are the exponential agency.

(human)x is a full-service digital agency that creates exponential growth by connecting business potential to human insight. Our proven process includes a PhD-led team of researchers that allows us to uncover key human insights and develop the breakthrough creative experiences that make our clients matter more to their customers.

## (human)x Health

### Healthcare Services

No two healthcare companies have the same goals — that's why we offer an array of services for a simplified, personalized marketing approach.

#### Patient + Consumer

- Audience Intelligence and Persona Development
- Patient Acquisition
- Patient Loyalty and Retention
- CRM Strategy and Execution
- Epic / GRM Integration
- IOT Innovation
- Data and Analytics
- Social and Community
   Management/Reputation
   Management

- A.I. Driven Review Intel
- Segmentation & Content Personalization
- Brand Awareness
- Content Strategy
- UX/UI
- Website and App Design and Development
- On-Premise Experiential
- Media strategy & buying

### Physician + Professional

- Recruiting
- Retention
- Trade Show Promotion and Management
- Physician Reputation Management
- Thought Leadership Content Strategy
- LMS Strategy and Execution

### Pharma + Device

- Audience Intelligence
- Brand Strategy
- Brand Launch
- Brand Awareness
- Lead Generation
- Feasibility Study
- Product Testing
- Product and Service Design
- Virtual Product Demonstration
- LMS Strategy and Execution
- Packaging

## Our Experience in Healthcare.

In our 23-year history, we have collaborated with healthcare companies across specialties to achieve their marketing goals. Here are a few:



Hospitals and Healthcare Networks



Pharmaceutical Companies



Health Insurance Companies



Medical Device and Supply Companies



**Health Retail** 



**Health and Wellness** 

## (human)<sup>x</sup> Health

Hospitals and Healthcare Networks



























### Pharmaceutical













(human)x Health

Health Insurance

Anthem.

Humana











## (human)x Health

## Medical Device and Supply







**Smith**Nephew





































### **Health Retail**



















### **Health and Wellness**



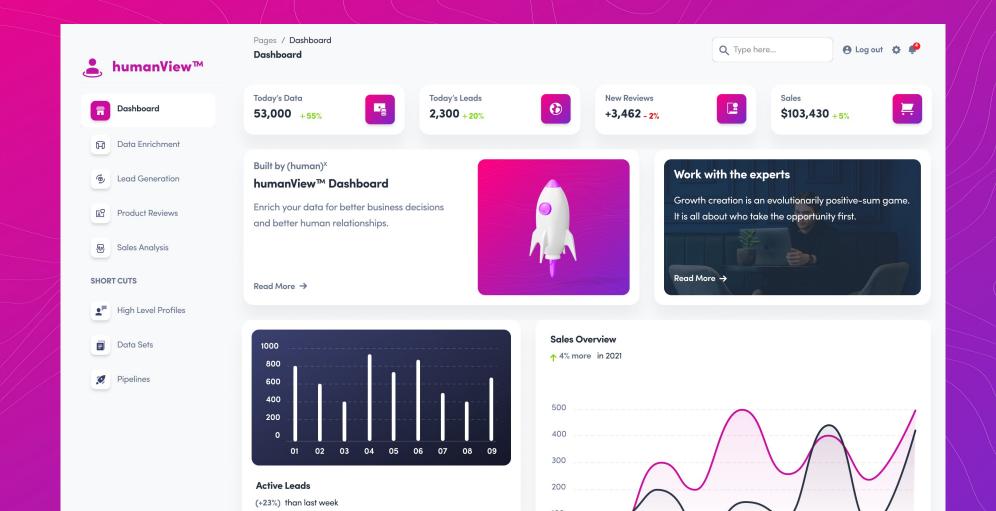






## humanView™

Our proprietary platform enriches your consumer data so we can transform datapoints into human insights.



## Get the full picture by enriching your first-party data with humanView<sup>™</sup>

Incorporate new updates and information to improve accuracy and add missing information.



### humanView<sup>™</sup>

Enriched data allows for smarter business decisions and stronger human relationships.



#### **Enrichment**

Enrich first-party data with key variables like demographics



#### Personalization

Create powerful customized messaging for your customers



### Conversion

Campaign on behavior across multiple purchase categories



#### Refinement

Drive additional revenue while reducing expenses





## "Insights are the new currency"

The more effortless the research looks, the more effort the researcher actually put into the process.

# Without the full picture of your consumer, you're navigating your business in the dark.

#### What we can add:



### Audience Intelligence

- Age
- Gender
- Marital status
- Presence of children
- Family status and position
- Location
- Homeowner status
- Education
- Occupation



#### **Audience Behavior**

- Activities from music to video games
- Interests from sports to cooking
- Buying habits online and in-store
- Philanthropic and charitable interests
- Financial investment behaviors
- Lifestyle interests



### **Panel Based Learning**

- Wants, needs, likes, dislikes
- Cultural bias
- Brand, creative opinions
- Online search intent
- Influencer identification
- Future-forward intentions

## leapgroup

(amp)

(human)x

(matter)

(spark)

Market Less. Matter More.