



# ANNUAL PATIENT OUTCOMES REPORT

2020



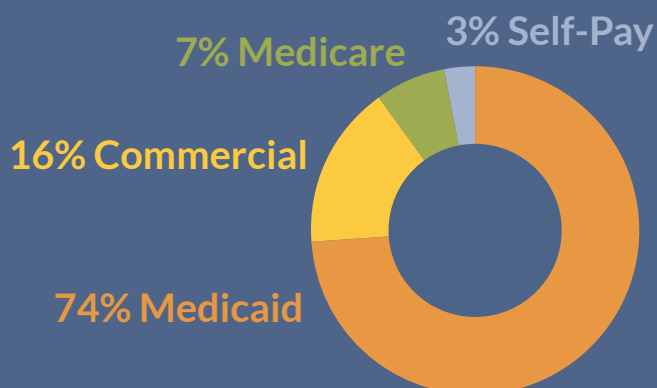
This report summarizes outcomes data for all patients receiving substance use disorder treatment from Ideal Option during 2020. Ideal Option is a multi-state provider of outpatient-based substance use disorder treatment currently operating 66 clinics in 10 states. In 2020, Ideal Option provided treatment to over 24,400 patients. The onset of the Covid-19 pandemic in 2020 imposed hardships and restrictions on Ideal Option's patients and providers. Despite this, patient outcomes were excellent during 2020.

As this report will describe, Ideal Option's treatment program demonstrated:

- ✓ Material reductions in opioid and polysubstance positive rates correlated with sustained treatment and medication adherence,
- ✓ High levels of medication adherence and low positive rates for opioids and other substances among the majority of the patient census, and
- ✓ Significant expansion in the portion of the patient census progressing to stages of care correlating with optimal outcomes.

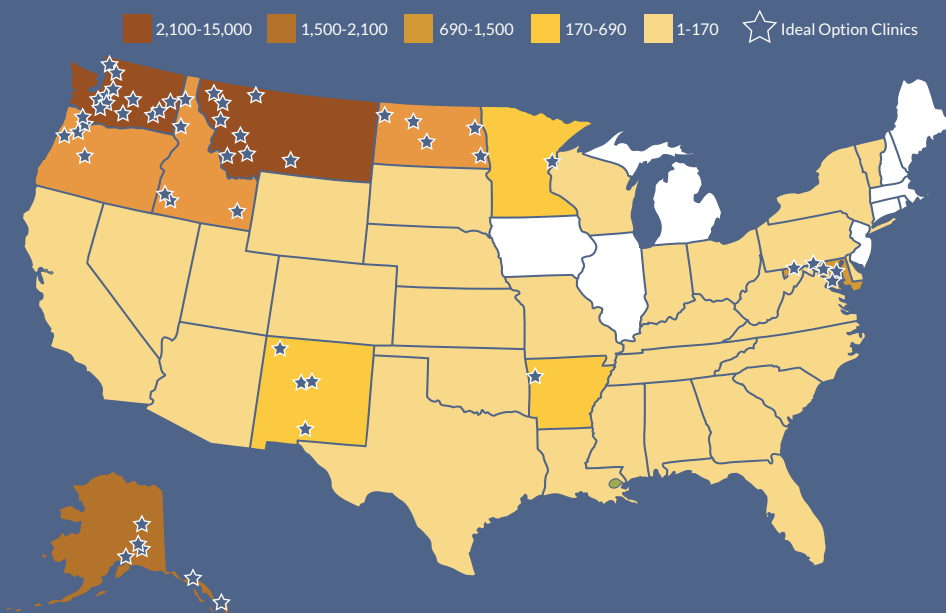
#### PAYOR MIX

Patient insurance type based on visits was as follows during 2020:





# Our Patients



## VOLUME AND GEOGRAPHIC REACH

The Ideal Option patient census was 12,152 in December 2020 with place of residence distributed across 10 states as illustrated in the map at left. The map also depicts the locations where Ideal Option currently operates its 66 clinics.



**54%/46%**  
MALE/FEMALE

**34**  
MEDIAN AGE

**15%**  
WITHOUT HOUSING

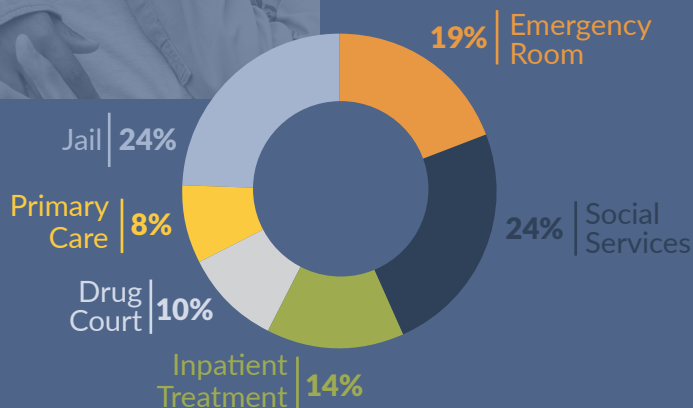
**70%**  
UNEMPLOYED

**30%**  
INCARCERATED IN PAST YEAR

\*Without housing, Unemployed and Incarcerated metrics are represented by data collected beginning on 10/1/2020

## DEMOGRAPHICS

The self-reported demographic characteristics of patients at enrollment during 2020 are summarized to the left.



## COMMUNITY REFERRALS

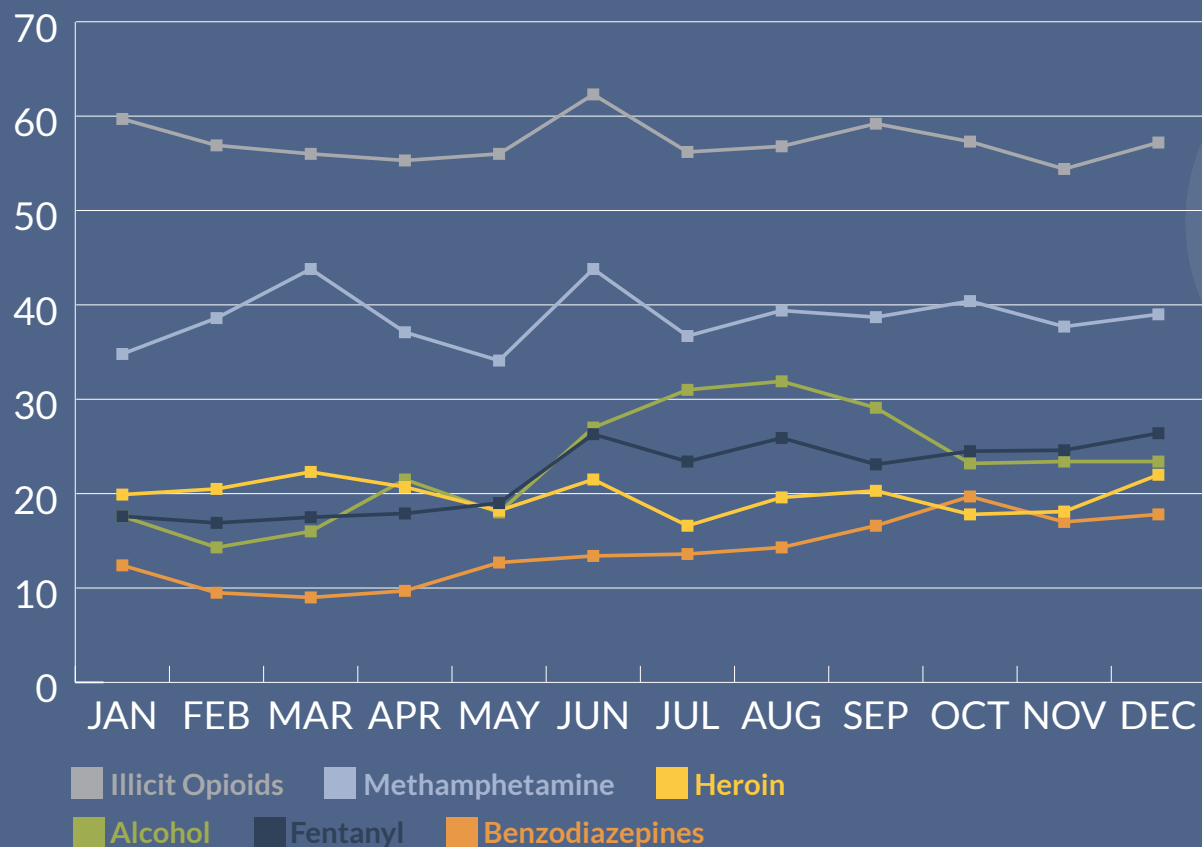
Ideal Option receives warm handoffs from more than 395 community partners including 186 medical and behavioral health clinics, 67 hospitals, 45 inpatient treatment centers, 50 correctional facilities, and 46 social services agencies.

# Substance Use

## SUBSTANCE USE AT INITIAL ENROLLMENT

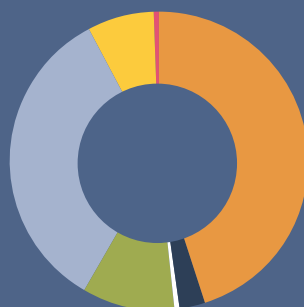
Substance use trends are revealed by definitive lab data at initial enrollment. The prevalence of detected methamphetamine among patients seeking treatment for opioid use disorder is particularly notable. As 2020 progressed, the enrolling population showed increased usage of fentanyl (33% increase), alcohol (25% increase), benzodiazepines (30% increase) and methamphetamines (10% increase), as reflected in the chart below showing positivity rates at initial enrollment by month. This data aligns with national reports of increased substance use during the Covid-19 pandemic.

2020 Patient Substance Use Positive Rates at Enrollment Month



## TREATMENT DIAGNOSIS

Polysubstance use among enrolling patients is common as discussed above. During 2020, Ideal Option's patients were diagnosed at enrollment with a variety of substance use disorders as reflected in the chart to the right.



45% | Opioid Use Disorder (OUD) only  
2.8% | Alcohol Use Disorder (AUD) only  
0.6% | Stimulant Use Disorder (StUD) only  
10.2% | OUD & AUD  
33.8% | OUD & StUD  
7.2% | OUD & AUD & StUD  
0.4% | AUD & StUD

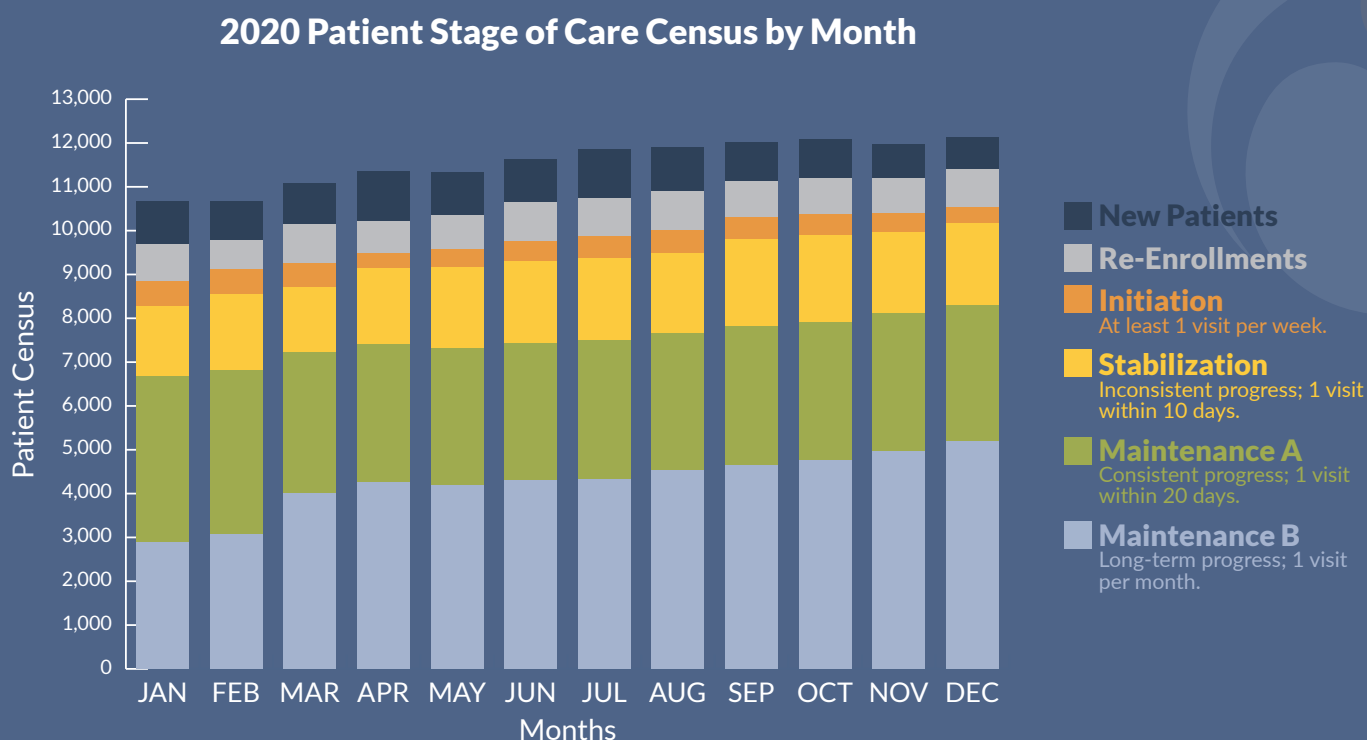


# Stage of Care

*"For most substance-using individuals, progress through the stages of change is circular or spiral in nature, not linear. In this model, recurrence is a normal event because many clients cycle through the different stages several times before achieving stable change."<sup>1</sup>*



The bar chart below depicts the stratification of patient census by stage of care for each month of 2020. As evidence of stability improves, patients move from Initiation to Stabilization to Maintenance A, to Maintenance B Stages of Care, each successive stage resulting in a visit frequency decline. Likewise, if stability reverses, patients return to an earlier stage and visit frequency increases.



During 2020, over 11,300 patients enrolled with Ideal Option for the first time and almost 7,500 re-enrolled after a treatment lapse of 42 days or longer. As the year advanced, the percentage of patients in the Maintenance Stage of Care (both A & B) increased from 62% of total census in January to 68% in December. Patients in the Maintenance stage typically demonstrate ongoing recovery as evidenced by testing results indicative of medication adherence and limited unexpected substance use, along with positive clinical presentation and lifestyle changes. Importantly, patient census in the Maintenance B Stage increased by 80% between January and December, and this Stage of Care is correlated with particularly outstanding outcomes (see Treatment Outcomes section below).

<sup>1</sup>SAMHSA Treatment Improvement Protocol (TIP) 40. (2004). Clinical Guidelines for the Use of Buprenorphine in the Treatment of Opioid Addiction. Retrieved from <http://lib.adaa.washington.edu/clearinghouse/downloads/TIP-40-Clinical-Guidelines-for-the-Use-of-Buprenorphine-in-the-Treatment-of-Opioid-Addiction-54.pdf>

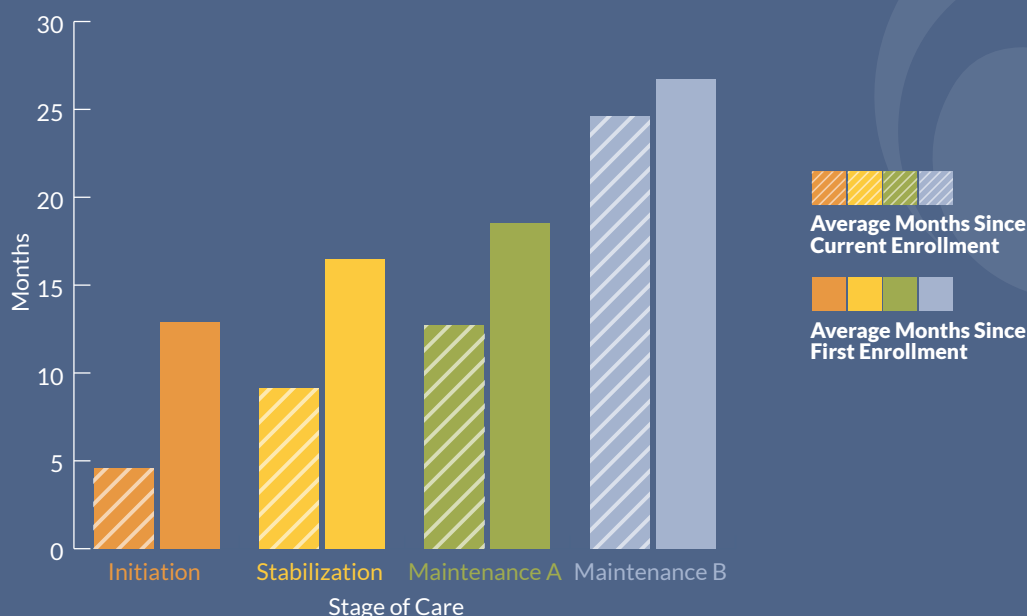
# Retention

*“The chronic nature of the disease means that relapsing to drug abuse is not only possible but also likely, with symptom recurrence rates similar to those for other well-characterized chronic medical illnesses—such as diabetes, hypertension, and asthma.”<sup>2</sup>*

Successful substance use disorder treatment requires ongoing treatment retention. Relapse, however, is a normal part of recovery and, when it happens, does not mean that either the patient or the treatment has failed. Repeated treatment lapses are common; more than 30% of Ideal Option patients had at least one treatment gap, and as stated above, almost 7,500 patients re-enrolled during 2020 following a treatment gap of 42 days or longer. As Stage of Care progresses, retention increases significantly.

The Ideal Option patient census was 12,152 in December 2020. The chart below displays the average monthly treatment duration of patients as of December 2020, stratified by Stage of Care and measured both from initial date of enrollment and from most recent enrollment date.

**2020 Patient Average Months in Treatment by Stage of Care**



Patient Count	957	2,693	3,248	5,245
% of Total	7.9%	22.2%	26.7%	43.2%

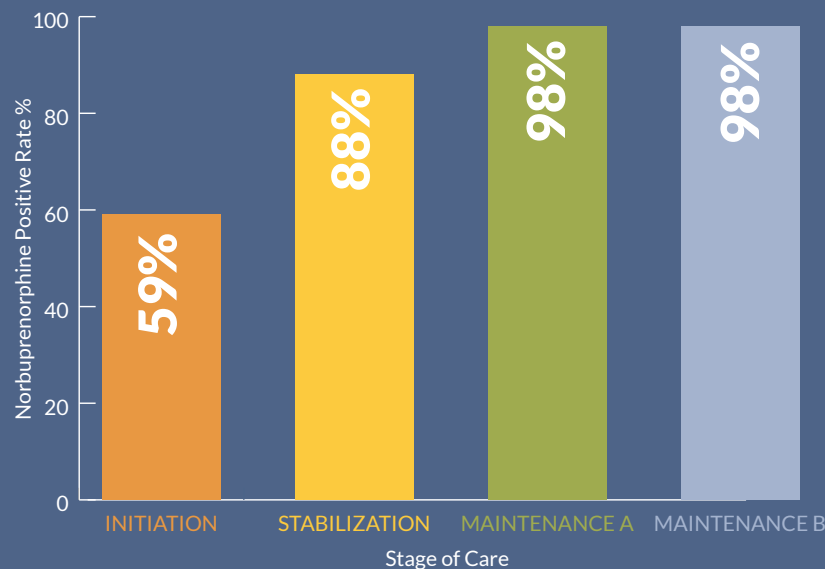
Treatment retention increases significantly with Stage of Care progression. Patients in the Initiation and Stabilization Stages of Care relapse more frequently as is reflected by the high variance in treatment duration between the initial enrollment date and the date of most recent reenrollment. A significant majority (68%) of the patient census had progressed to the Maintenance Stage of Care (A & B) as of December 2020. As discussed in the sections below, the Maintenance Stage of Care correlates with high medication adherence and low positive rates for opioids, stimulants and sedatives.

<sup>2</sup>How effective is drug addiction treatment? (January 2018). National Institute on Drug Abuse. Retrieved September 19, 2019 from <https://www.drugabuse.gov/publications/principles-drug-addiction-treatment-research-based-guide-third-edition/frequently-asked-questions/how-effective-drug-addiction-treatment>

# Medication Adherence

Studies have repeatedly demonstrated that buprenorphine adherence correlates with recovery from opioid use disorder. Buprenorphine adherence is difficult for patients, however, because proper ingestion of the most common sublingual format is difficult, diversion is a constant temptation, and the disease itself taxes self-discipline. A practical and effective way to verify buprenorphine ingestion is to test for the drug's metabolite, norbuprenorphine.

**2020 Patient Norbuprenorphine Positive Rate  
by Stage of Care**



As shown in the graph above, medication adherence rates improved with Stage of Care progression as verified by positive norbuprenorphine tests. Notably, 59% of initiation patients tested positive for norbuprenorphine which indicates early engagement with the program and may reflect pre-enrollment medication dosing by another provider or institution (e.g., jail, hospital), or ingestion of street-acquired buprenorphine. Patient adherence to medication improved to 88% at the Stabilization Stage, and over 98% at the Maintenance Stage of Care. Medication adherence correlates with improved outcomes, as described in the Treatment Outcomes section below.



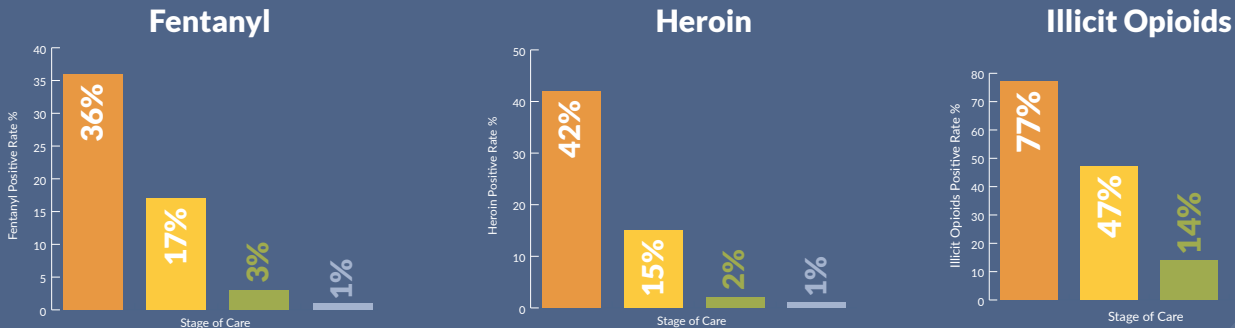
# Treatment Outcomes

## FENTANYL, HEROIN, ILLICIT OPIOIDS

The Stage of Care outcome charts below show a significant correlation between Stage of Care progression and reduced positive rates of fentanyl, heroin and illicit opioids. Ideal Option believes these outcomes reflect the value of sustained treatment and medication adherence.

\*"Illicit Opioids" includes all opioids tested, except buprenorphine, such as fentanyl, heroin, morphine, hydromorphone, codeine, and hydrocodone.

### 2020 Patient Positive Rate by Stage of Care

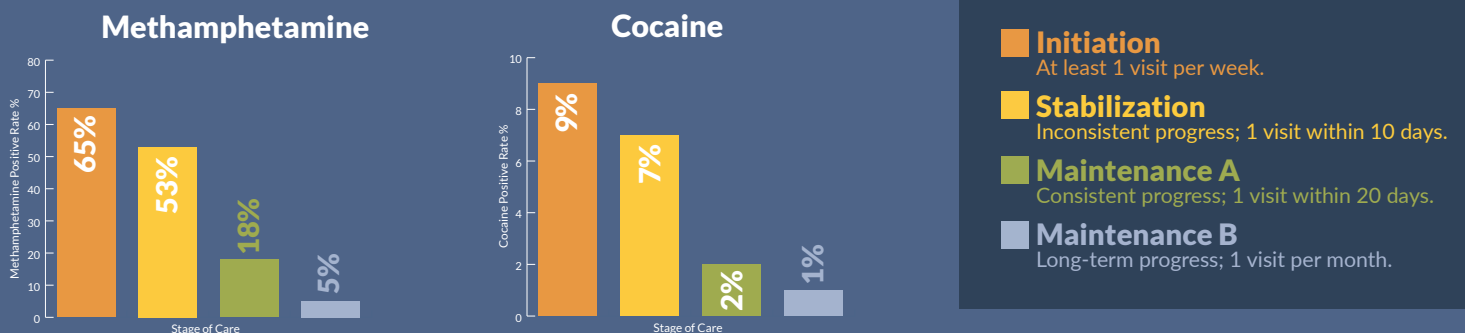


## METHAMPHETAMINE AND COCAINE

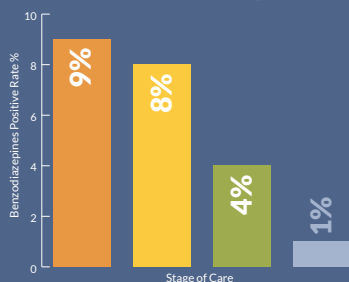
Opioids are the most prevalent substances used by Ideal Option patients, but stimulant use is also common. Methamphetamine use is increasingly widespread with 65% positivity rates at Initiation during 2020.

The graphs below show that reduced positive rates of methamphetamine and cocaine correlates with sustained treatment and Stage of Care progression. Ideal Option attributes these outcomes to its program of combining medical treatment and drug test monitoring with motivational interviewing, psycho-social support and contingency-based visit frequency.

### 2020 Patient Positive Rate by Stage of Care



## Benzodiazepines



## BENZODIAZEPINES

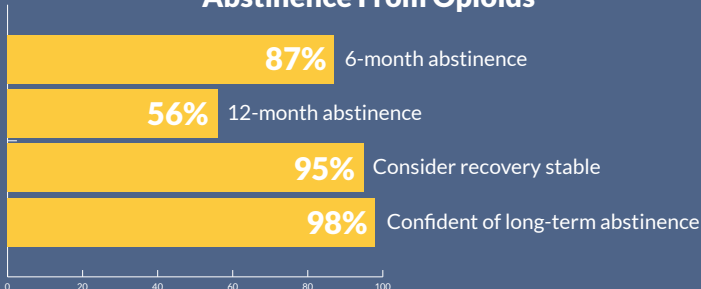
Benzodiazepines, also known as sedatives or tranquilizers, are some of the most prescribed medications for anxiety and related conditions, and they are commonly abused. When consumed in combination with opioids, benzodiazepines increase the probability of overdose. Between January and December 2020, the average positive rate for benzodiazepines increased by 30% for initially enrolling patients.

The graph below illustrates that reduced usage of benzodiazepines correlates with Stage of Care progression. Ideal Option attributes these outcomes to its program of combining medical treatment and drug test monitoring with motivational interviewing, psycho-social support and contingency-based visit frequency.

# Self-Reported Outcomes

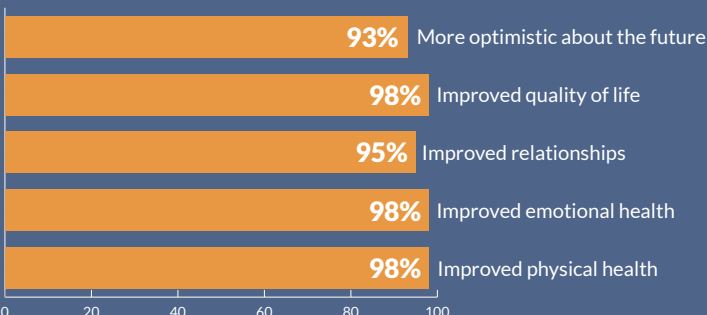
Ideal Option's mission is to help people recover their lives. Self-reported survey outcomes, while not purely objective, can be helpful in revealing qualitative progress among the patient population. During 2020, 1,298 patients participated in a survey offered to approximately 7,500 patients who had received at least six months of treatment. Notably, the quantitative outcomes of maintenance stage patients (as presented in the section above), correspond generally to the survey responses pertaining to substance use and recovery.

## Abstinence From Opioids



In the recovery process, a virtuous cycle forms when gains are reinforced by meeting essential social needs such as living conditions, employment, relationships and emotional wellbeing. The employees of Ideal Option benefit from virtuous cycles as well. On a daily basis, we are fueled in our work as we witness patient transformation and we are particularly gratified by the life improvement captured in these 1,298 survey responses by long term patients:

## Health & Wellbeing



**95%**

of patients have had no visits to the ER for drug-related medical care since starting treatment



**96%**

of patients have had no drug-related arrests or charges since starting treatment



**90%**

of patients who had unstable employment before starting treatment report their employment situation has improved since starting treatment



**92%**

of patients report their financial situation has improved since starting treatment



**92%**

of patients who had unstable housing before treatment report their housing situation has improved since starting treatment



**85%**

of patients reported they have gained new skills for employment since starting treatment



**69%**

of patients reported they have continued their education since starting treatment

# About Ideal Option

Headquartered in Kennewick, Washington, Ideal Option has helped more than 38,000 patients since 2012 and now operates 66 specialized outpatient treatment clinics in 10 states. Ideal Option's team of medical providers carry certifications in Addiction and Emergency Medicine, Internal, OB/GYN, and Family Medicine, among other specialties. The Company also employs social workers, caseworkers, counselors, and mental health practitioners. This holistic approach helps drive positive outcomes, including family stability, stable housing, improved overall health, and reduced rates of recidivism.

To deliver the most current and accurate clinical information to providers, Ideal Option operates two high-complexity CAP-accredited medical labs and eight moderate-complexity CLIA-certified toxicology labs. The Company also diagnoses, coordinates treatment for, and reports on Hepatitis C, STIs, and other communicable diseases to public health agencies. Ideal Option employs a highly qualified staff of laboratory managers, quality specialists, analysts and ASCP registered clinical scientists.

In all the communities it serves, Ideal Option collaborates with existing stakeholders and providers to improve the continuum of care. This approach includes partnerships with emergency rooms and county jail systems, as well as collaboration with numerous support agencies and municipal programs addressing social determinants of health such as housing, mental health, employment and nutrition support.

Ideal Option's goal is to deliver outcomes-based treatment that improves patients' lives while materially reducing the public financial and social burden associated with untreated, or ineffectively treated, substance use disorder. The Company reports on lab test outcomes and other measures to objectively demonstrate treatment efficacy.



## PATIENT FEEDBACK

***"Ideal Option has truly given me my life back. Before coming here, I spent the last 20 years in active addiction. I'm now being given the help to take my life back and start fresh. The staff are 100% in your recovery with you and are willing to help in any way that they can. Thank you so much for giving me another chance at life, Ideal Option!"***

***"The staff and provider here are understanding and helpful. I wouldn't be clean and sober without the treatment I receive from Ideal Option."***

***"This place saved me and my wife's lives. We now have a nice home and our family is back in our lives. We worked hard and finally got to a good place where we can give back to our community who has helped along our journey. Thanks for helping us get our lives back. 5 stars!"***

***"Ideal Option and Suboxone coupled with therapy saved my life. Together, they've controlled my cravings completely and allowed me to focus on getting mentally and physically healthy. I recommend using all of these tools as solution to the disease of opioid addiction."***

**TO LEARN MORE: [idealoption.com](https://www.idealoption.com) | 1.877.522.1275 | [info@idealoption.net](mailto:info@idealoption.net)**