



## Introducing Marpai Cares! AI-Powered Health Predictions to Prevent Costly Claims

In January, Marpai launched its signature premium service called *Marpai Cares* which uses predictive AI-generated health alerts to help members prevent or reduce costly claims. Using proprietary deep learning algorithms, Marpai analyzes member data to predict potential near-term health events related to chronic illness (such as Type 2 Diabetes, COPD, cardiovascular disease) and major procedures (such as knee surgery). Marpai's SMART system sends a chronic illness related health alert to a Marpai Care Guide (URAC accredited, licensed clinician) who reaches out to the member to provide disease management intervention. For potential health alerts related to a major procedure, a Marpai TopCare Advisor reaches out to an identified member to guide visits to an appropriate top quality provider. [Marpai Cares](#) is available to premium Marpai clients and is provided at no cost to participating members.

## **Marpai Reports Q3 2021 Financials**

During its first fiscal quarterly earnings call after the IPO, [Marpai \(MRAI, Nasdaq\)](#) reported a 22% increase in revenue in Q3 2021 vs. Q2 2021 along with Q4 2021 revenue guidance of \$5.6M-\$5.8M. Marpai CEO Edmundo Gonzalez said, "I am very pleased with our third quarter revenue growth. We are laser focused on bringing our Artificial Intelligence-powered services to market, allowing our self-funded clients to have a valuable alternative to traditional third-party administrators. Our successful IPO has provided us with the financial strength to accelerate these growth strategies."

## **Meet Paula Davidson, Marpai's New VP of Account Management & Implementation**

Marpai continues to expand its leadership team with top talent in welcoming industry veteran [Paula Davidson](#) as VP of Account Management and Implementation. Paula has been in the self-insured industry for thirty years in both account management and sales positions. She most recently served as the Florida Regional Sales Director for Trustmark Health Benefits. Previously, she spent over 13 years with HealthSCOPE Benefits as the Regional VP of Account Management. Despite being a Florida resident since 2015, Paula remains an avid Ohio State Buckeyes fan. In her spare time, she has managed to publish two fictional novels and discovered the fun of raising chickens!

## **Congratulations to Marpai Vice Presidents**

We are excited to announce that VP Jill Hayward has moved to VP of Operations. We welcome two new VPs: Laurie Gardner as VP of Sales Enablement and Chris Thomas as Marpai's first VP of Compliance and Quality, and Corporate Privacy Officer.

## Press

[Marpai Introduces Clinical Support with AI Health Alerts](#)

[Interview with Marpai's CEO Edmundo Gonzalez Aired on Bloomberg](#)

[Marpai Pursues Education Market to Reduce Costs for School Districts](#)

[How AI Is Creating a Much Better Patient Experience](#)

## Events

[Sidoti Virtual Winter Small Cap Conference](#): 1/19 - 1/20

[SHRM22 Conference and Expo](#): New Orleans, LA 6/12 - 6/15

[SIIA National Education Conference and Expo](#): Phoenix, AZ 10/9 - 10/11

## [About Marpai, Inc.](#)

Marpai is the AI-powered TPA alternative using deep learning, the most advanced artificial intelligence, to transform self-funded healthcare. Marpai combines premium AI-powered services with best-in-class traditional TPA services to radically reduce health plan costs for employers and improve member health. With the power of SMART technology, Marpai can predict and prevent costly claims, lower stop loss premiums, elevate care quality and fill gaps in care for members, and simplify everything. Serving over 40,000 members nationwide, Marpai provides access to Aetna, Cigna and other world class provider networks and partners with brokers to bring SMART health plans to employers.