









#### Riskonnect and Wellness: Royal Caribbean Group Finds Opportunity by Thinking Outside the Box

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Confidential



#### Carlos Junquera (Pre COVID-19) aka "Caribbean"







#### Riskonnect and Wellness: Royal Caribbean Group Finds Opportunity by Thinking Outside the Box



#### **Company Overview**







#### Risk Management Overview – Risk Under One Roof



LAW

**Crew Medical** 

Crew & Guest Claims, Litigation, and Employee Legal Services Systems & Compliance, Finance, and Network Development Insurance





#### Risk Management – Legacy Systems

- Prior to 2017 the Risk Management teams along with a few others outside of Risk Management each used a different system
  - Inefficient
  - Data silos
  - Limited interface capabilities
  - Limited automation capabilities



#### Risk Management and Riskonnect Risk Under One Roof

- In 2017, we replaced our legacy systems with Riskonnect
- Implementation included Claims Management as well as Safety and Loss Prevention
- At the same time, we custom built our current Case Management system leveraging the Riskonnect Claims module, now used by our Crew Medical, Guest Claims, and Legal teams



Flying High



#### Risk Management and Riskonnect – Thinking Outside the Box

#### Ship Disembarkation Review Process

- Enhanced ship to shore communications
- Facilitated the disembarkation process by engaging Crew Medical
- Streamlined documentation
- **Case Referral and Service Request Process** 
  - Monitor agent/provider performance
  - Control costs prior to services being rendered
  - Manage care by health outcomes



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## The Cruise Company RISKUNDER ONE ROOF



# WARNING: BORING CONTENT





#### Maritime Law – Jones Act

- Crew is a "ward" of the Captain or Ship Owner
- Maintenance and Cure provisions
- "Cure" Cover illnesses and injuries that manifest while in service of the ship
- "Maintenance" Must provide for the crew member just as if on the ship while on medical leave
  - Must treat until "Maximum Medical Improvement"
  - No benefit plan or limitations

#### AND NOW BACK TO OUR REGULARLY SCHEDULED PROGRAMMING











# 715 coronavirus decu. avirus in U.S.





# Limitless Possibilities

#### RISKUNDER ONE ROOF

#### Shipboard Medical Management of Our Crew

- Medical care is managed and coordinated by shipboard medical team
- Ship Doctor acts like a "PCP"
- Shoreside Referrals to Specialists while in port



#### Challenges to Providing Medical Care

- We hire from 90 countries
- We employ nearly 100,000 crew members, with 45,000-50,000 onboard at any given time
- Diverse population with challenges to healthcare, including:
  - Cultural
  - Religious
  - Dietary
  - Different outlooks on medical care
- Medical team turnover



#### **Understanding Our Medical Risk**

- Analyzed crew population to identify endemic conditions
- Analyzed claims data to identify high volume claims by condition
- Found the following conditions were either endemic or associated with high volume/high-cost claims:
  - Diabetes

Obesity

- Hypertension
- Hyperlipidemia

Varicose Veins





#### Path to Wellness

- Using nationally recognized medical guidelines, we designed clinical pathways
- Identified parameters to stratify crew by risk categories:
  - Stable
  - Elevated
  - Critical

Levels of intervention for each condition were identified based on the risk categories



#### RISKUNDER ONE ROOF

#### Wellness Program Components

- The program is comprised of 7 components:
  - Archiving of Crew Wellness Data
  - Condition and Severity Designation
  - Pre-populated Wellness Plans
  - Wellness Plan Notifications
  - Compliance Monitoring
  - Condition Monitoring
  - Dynamic Reporting

#### RISKUNDER ONE ROOF

#### Wellness Program and Riskonnect

#### Condition Specific Data Variables

For each condition we monitor different data variables comprised of Symptoms, Behaviors, Vitals and Testing. Riskonnect then analyzes the data entered and assigns a risk category. We'll review diabetes as an example.

Diagnosis:	Diab	etes (Type II Only)	Stable	Elevated Risk	Critical
Condition Metrics:	Symptoms	Headache	rare	recurring	constant/severe
		Blurred Vision	mild	moderate	severe
		Polyuria	none	moderate	excessive
		Polydypsia	none	moderate	severe
		Weight Loss	none	-/= 3kg.	>3kg.
		Nueropathy	none	paresthesia	open wounds
	Behaviors	Medication Compliance	Compliant	non-compliance (1 day)	non-compliance (>/= 2 days)
	Vitals	BMI (Body Mass Index)	35	36-40	>/=41
	Testing	Fasting Glucose	<118 mg%	119-150 mg%	>150 mg%
		HbA1c	= 5.8%</th <th>5.9%-6.3%</th> <th>&gt;6.4%</th>	5.9%-6.3%	>6.4%
		Creatinine	=1.2</th <th>&gt;1.2 to 1.4</th> <th>&gt;1.4</th>	>1.2 to 1.4	>1.4
		Urinalysis (Proteinuria)	Negative (chg to 0)	1-2+	>3+
		Urinalysis (Glycosuria)	Negative (chg to 0)	1-2+	>3+ ntia



- Wellness Program Condition Matrix Levels of Intervention
  - Levels of interventions were identified for each condition based on the risk category of the crew member. Riskonnect auto-schedules the medical visits according to the condition and risk category.

Wellness Plan / Compliance Monitoring Panel					
		Stable	Elevated Risk	Critical	
Appointments	General Visit / Vitals	Quarterly	Monthly	Weekly	
	Nephrology Consult	Annual	As needed	Req Disembarkation	
	Cardiology Consult	Annual	As needed	Req Disembarkation	
	Ophthalmology	Annual	As Needed	As Needed	





Employee Health & Wellness Application – Home Page

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Employee Health & Wellness Application – Employee Fitness Record

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Employee Health & Wellness Application – Employee Fitness Record

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Employee Health & Wellness Application – Employee Fitness Record

Employee Fitness Record Konnect 2022 Test Test		Edit- Enroll in Wellness Plan Conduct Employee Visit HELPI
Details Files	Wellness Plans Supplementary Health Infor	
✓ Details	Wellness Plans (0)	
Count Number of Daily BP Visits 0	Visits (0)	
Owner 🔂 AD Doctor Sr	✓ Latest Visit Data	
Employee Fitness Number EFR000003506	BMI	
Employee Fitness Established Date 🚯 10/3/2022	BMI – Date Last Updated	
Crew Member Name Konnect 2022 Test Test	Cholesterol mg/dl	
Crew Member Number 1234567	Cholesterol mg/dl - Date Last Updated	
Employee Status 🕦 Active	Blood pressure SYSTOLIC	
Employee Fitness Status 🛛 🕥 Active	Blood pressure SYST - Date Last Updated	
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Ship Name Adventure of the Seas	2	
Personal Demographic and Employment Data	V System Information	
Date of Birth 9/3/1996	Created By 🔂 AD Doctor Sr. 10/3/2022 6:26 PM	
Age 26	Last Modified By Doctor Sr. 10/3/2022 6:26 PM	
Gender Female	Employee Fitness Established Date 0 10/3/2022	





Employee Health & Wellness Application – Enrolling in a Wellness Plan

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Employee Fitness Record Konnect 2022 Test Test			Edit Enroll in Wellness Plan Conduct Employee Visit HELP!
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Owner	Please select the Wellne	ess Plans to enroll the Employee in.	
Employee Fitness Number EFR000003506	Obesity		
Employee Fitness Established Date 0 10/3/2022	Hypertension		
Crew Member Name Konnect 2022 Test Test	Varicose Veins		
Crew Member Number 1234567			
Employee Status 0 Active			Next
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Appointment Compliance		Blood pressure DIAS - Date Last Updated	
Ship Name Adventure of the Seas			
✓ Personal Demographic and Employment Data		System Information	
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Employee Health & Wellness Application – Wellness Plan Visit

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Employee Fitness Record Konnect 2022 Test Test	Complete the appropriate information and click 'Next' to proceed.		roll in Wellness Plan Conduct Employee Visit HELPI
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and the second s	None	<b>;</b>	
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Employee Fitness Number EFR000003506	Near	•	
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10/3/2022	None	4 T	
Crew Member Name Konnect 2022 Test Test			
Crew Member Number	Vitals		
1234567			
Employee Status	BMI (Body Mass Index)		
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10/3/2022	Fasting Glucose mg%	HbA1c (%)	
Appointment Compliance			
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Chatter Feed     Recent Items			





Employee Health & Wellness Application – Stratification & Follow-Up Visit

Enroll in Wellness Plan	Based on the Diabetes Status of Elevated Risk the next Scheduled appointment is suggested to be October 8, 2021	If this scheduled date requires amending please enter a new date below
Diabetes Status	8	else leave blank and click 'Next'. Amended next Appointment date for Diabetes
used on the data entered, the current status for the crew member's condition(s) is below.	Based on the Obesity Status of <b>Critical</b> the next Scheduled appointment is suggested to be <b>September 9</b> , 2021	If this scheduled date requires amending please enter a new date below else leave blank and click "Next". Amended next Appointment date for Obesity
Automated Status - Critical     Appointments       Wellness Plan / Compliance Monitoring Panel based on the Status / idjusted Status.     General Visit / Vitals - Weekly Cardiology Consult - As needed	Based on the Hypertension Status of <b>Critical</b> the next Scheduled appointment is suggested to be <b>September 9, 2021</b>	If this scheduled date requires amending please enter a new date below else leave blank and click 'Next'. Amended next Appointment date for Hypertension
Is the automated Status deemed accurate? Ves No	Based on the Hyperlipemia Status of Elevated Risk the next Scheduled appointment is suggested to be December 8, 2021	If this scheduled date requires amending please enter a new date below else leave blank and click 'Next'. Amended next Appointment date for Hyperlipemia





Employee Health & Wellness Application – Employee Fitness Record

		Sandbox: FULL			
Employee Health & Employee Fitness Home	Employee Fitness Records 😒	Q. Search Reports V Dashboards V Actions V Contacts V Files	✓ Weekly Metrics ✓ Cu	stom History 🗸	*- 🖬 🇠 ? 🌣 😤 👼
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FR000003505 mployee Fitness Established Date /29/2022 rew Member Name	2. 2	Last Visit Date: 9/8/2022 Current Grading: WP000005306 Record Type: Varicose Veins Last Visit Date: 9/8/2022 Current Grading: P	(*)	8 12 12 12 12 12 14 14 14 14 14 14 14 14 14 14 14 14 14	
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ppolyee nitness status ctive atus Effective Date /29/2022 ppointment Compliance		V000025581 Category of Visit: Hypertension Status: Scheduled Record Type: Scheduled Visit		View Report	As of Today at 12:14 PM C <sup>4</sup>
Missed Visit per Contract Count		V000026032 Category of Visit: Varicose Veins Status: Scheduled Record Type: Scheduled Visit		✓ Hypertension Monitoring Panel Hypertension Confirmed Grading	



4 Chatter Feed 4 Recent Items



Employee Health & Wellness Application – Employee Fitness Record

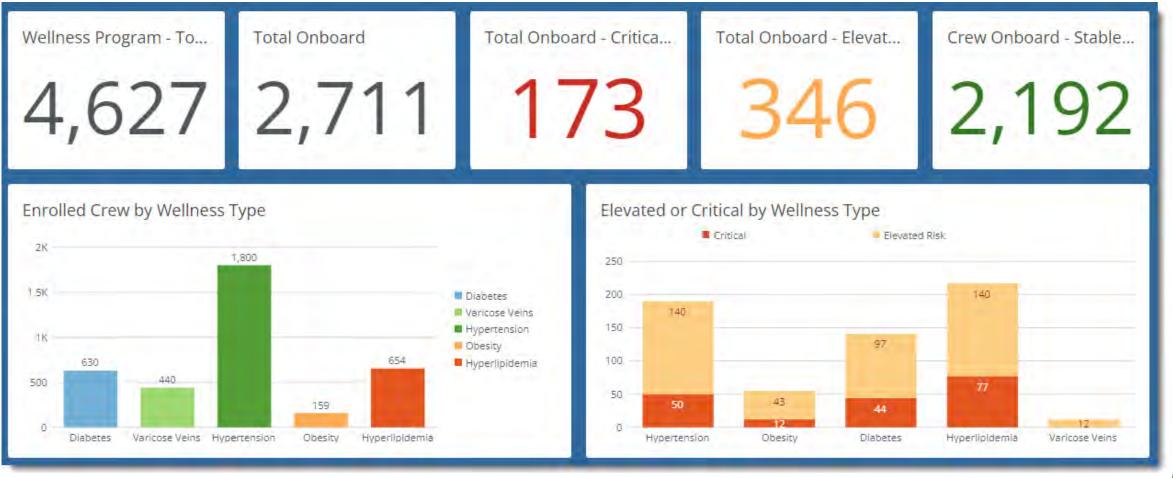
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/18/2022 ssignment End Date /18/2023	80 Blood pressure DIAS - Date Last Updated 9/8/2022	✓ Varicose Veins Monitoring Panel Varicose Veins Confirmed Grading. Stable
245	✓ System Information	

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4 Chatter Feed 4 Recent Items



Employee Health & Wellness Application – Wellness Dashboard







### WE'VE COME A LONG WAY... and there's so much more we can do!





## Questions?



# THE ROYAL CARLBBEAN





## Connect with me.

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