



## ***Healthcare Infrastructure for Justice-Involved Populations***

*Reducing Recidivism, Improving Healthcare Outcomes, Lowering Medicaid Costs*

**Seeking: \$1.5M Growth Capital**

**[www.PatientSortal.com](http://www.PatientSortal.com)**

# Problem



**630,000**

**Returning Citizens / Year**

Individuals reentering society are medically fragile, with high predicted costs, severe comorbidities, unnecessary high ER utilization and fragmented care.

States, Payers, and Correctional Systems spend billions addressing these failures.

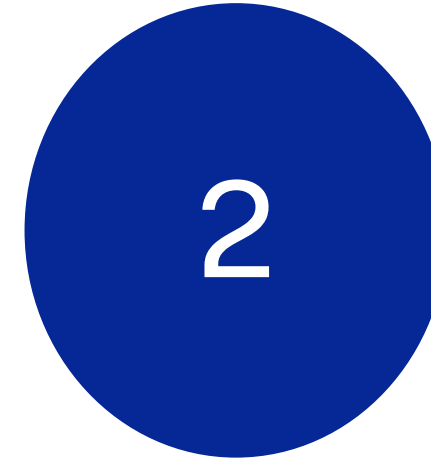
\*A **Returning Citizen** is the appropriate term for someone released from prison

# Why Now



## **Medicaid Waivers**

Medicaid Reentry Waivers are expanding nationally. Enrollment into Medicaid is occurring ~90 days pre-release.



## **Prioritizing Healthcare**

States and Correctional facilities are prioritizing healthcare continuity before release. Trying to find providers and schedule appointments during discharge planning.



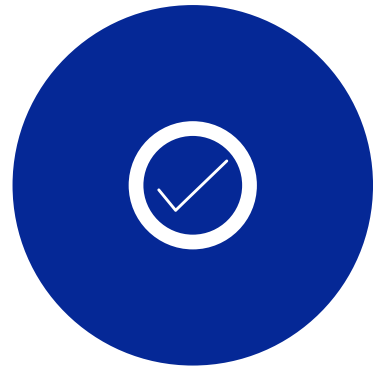
## **MCO Pressure**

Managed Care Organizations (MCO's) are under pressure to improve outcomes and reduce avoidable costs

Patient Sortal is positioned at the center of this transition

# Solution

Patient Sortal creates healthcare continuity before and after release. Bridging gap between Correctional systems, Healthcare providers, and Managed Care Organization



## Enroll

\*6-12 Months Before Release\*

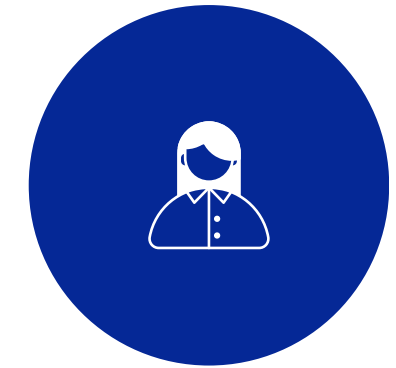
- Gather all medical records
- Pre-Schedule patients and revenue from bookings
- Identify healthcare needs and potential risks
- Medicaid enrollment and Activation



## Plan & Schedule

\*During Release\*

- Primary Care coordination
- Schedule all appointments
- Allocate Care Manager and Nurse Practitioner
- Arrange for any DME or medical supplies required



## Continuous Care

24 Months Post-Release

- Initial Appointment within 14 days
- Medication continuity
- Community resource connection
- Ongoing patient engagement

# Business Model

Patient Sortal has statewide contracts with every MCO in PA and NJ and are actively accepting New Patients. We bill MCO's for our Healthcare and Care Management Services.



**\$2,500**

/patient /year

## Healthcare Services

- ✓ New Patient History & Plan
- ✓ Lab and Rx Review
- ✓ Preventative Care Plan
- ✓ Monthly Established patient appointments for Rx Refill and Chronic Care Management



**\$2,000- 6,000**

/patient/year

## Care Management

- ✓ SDOH Assessment
- ✓ Self-Sufficiency Matrix
- ✓ Chronic Disease Education
- ✓ Medication Management
- ✓ Care Coordination & Referrals

# Traction



We currently have 1,400 patients with new enrollments daily



30+ correctional facilities referring patients on a daily basis



Active statewide MCO contracts in PA and NJ



>\$1m billed to MCO's for our services.

Fully supported by Johns Hopkins Medicine

Link: [https://www.hopkinsacg.org/wp-content/uploads/2025/09/Johns-Hopkins-ACG-System-Patient-Sortal-Case-Study\\_v071725-1.pdf](https://www.hopkinsacg.org/wp-content/uploads/2025/09/Johns-Hopkins-ACG-System-Patient-Sortal-Case-Study_v071725-1.pdf)



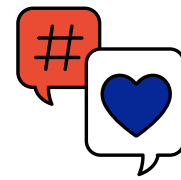
Impact Story: Lloyd Rose Member since 2022

Link: [https://drive.google.com/file/d/1bn3mf62ILODD-uPeXkT\\_yOfUKKopHmV9/view](https://drive.google.com/file/d/1bn3mf62ILODD-uPeXkT_yOfUKKopHmV9/view)

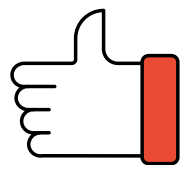
# Outcomes



98% reduction in unnecessary ER utilization



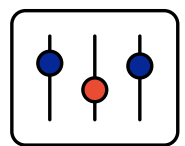
2.3% no show rate (Nationally is 15% - 20%)



3.13% recidivism rate (Nationally this is 66%)



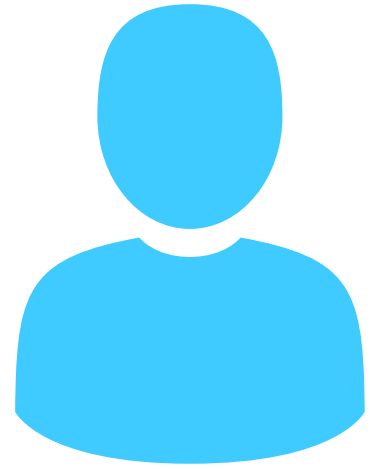
New markets asking for services (DC, MD, NH waiting)



Improved healthcare engagement and Increased Primary Care utilization

Our impact provides access to high quality primary care for our patients which translates into financial savings for healthcare systems and payers and each prevented incarceration saves taxpayers significant costs.

# Opportunity



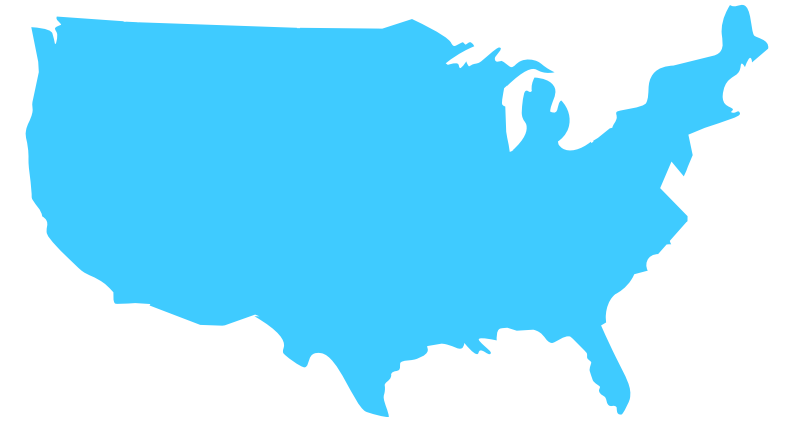
**10M+ / Year**

**Justice-Impacted individuals**



**\$10B / Year**

**Allocated by Medicaid & Medicare  
to cover our services**



**50 states**

**National expansion with Federal,  
State, Local corrections**

Patient Sortal addresses a large and growing healthcare market

# Whats Next?



## Growth Strategy

1. Phase 1
  - a. Deepen New Jersey Penetration
2. Phase 2
  - a. Expand into neighboring states
3. Phase 3
  - a. Build National healthcare reentry infrastructure
4. Phase 4
  - a. Launch value-based care partnerships

# Team Introductions



**Kenny Eck MS, MS**  
Founder & CEO

Serial Entrepreneur, 8<sup>th</sup> generation farmer, other are companies are self-sufficient with \$7.2M ARR

## ***Nurse Practitioners***

*Lateefa Antrom, APRN*  
*Joanna Matos, DNP*  
*Jessica Gray, APRN*

## ***Patient Education***

*Requitta Bellinger, LPN*



**Jennifer Frangos, DO**  
Medical Director

Licensed provider in **all 50 states**, launch numerous multi-state healthcare companies

## ***Care Managers***

*Sol Ana Martinez, LCSW*  
*Megan Fucci, LCSW*  
*Kira Rowell, LSW*  
*Amy Delfyette, SW*  
*Dominique Malcolm*  
*Patrick Mawolo*  
***Bookkeeper***

*Allison Nokes*



**Tommy Stretch BSN**  
Co-Founder & CTO

Clinician with 15+ years in Big Data for \$1B healthcare systems

## ***Communications & Marketing***

*Samantha Seiler*  
*Bradi Van Noy Owens*

## ***Contracting & Credentialing***

*Landon Taylor and his 3 person team.*

## ***Front Office***

*Ashley Dupree*  
*Marquita Tilley*  
*Jasmine Perez*  
*Dana Harris*  
*Elena Gigunito*

## ***Fractional CFO***

*Judd Feldman*

# Financials

Revenue	Pilot 2022	Year 1 2023	Year 2 2024	Year 3 2025
Care Management	\$26,700	\$172,800	\$182,599	\$204,358
Internal Medicine	\$7,242	\$91,974	\$82,268	\$91,288
Total	\$33,942	\$264,774	\$264,867	\$295,646

***Please note: In 2025, Care Management Revenue has increased 11.92% and Internal Medicine revenue has increased 10.96%. Total increase in revenue for 2025 is 11.62%***

*In 2025 we were only serving members in the Pennsylvania market. In 2026 we will be serving PA and NJ markets.*

# Use of Funds

\$1.5M Raise

40% Expansion Team

25% Business Development

15% Technology

15% Operations

5% Compliance and Reporting

Expected Runway: 18-24 months



# Thank you!

contact@patientsortal.com  
1-833-PATIENT

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