



**LITISCAPE**  
*KNOW YOUR PATIENT, KNOW YOUR RISKS*

---

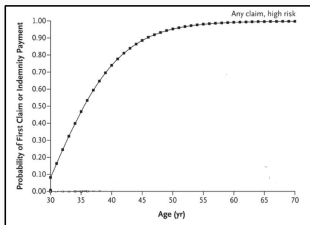
The New Standard in Provider Protection and Informed Care

# The Background

## 99%

Career chance of  
being sued\*

Up to 20% chance every year



\*Data varies by specialty

## 98%

Report worrying about  
malpractice claims

Physician burnout at an  
all-time high



## 95%

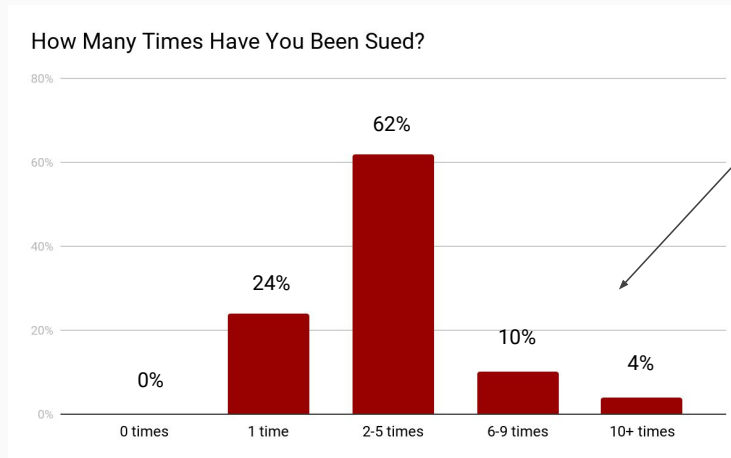
Report the threat  
influences how  
they practice

“Defensive medicine” adds  
46 Billion to healthcare costs



# A Striking Example

Of all the **Ob/Gyns** in the nationwide 2017 Medscape Malpractice survey, not a **SINGLE PHYSICIAN** hadn't been sued for malpractice at least once (n=4,107)

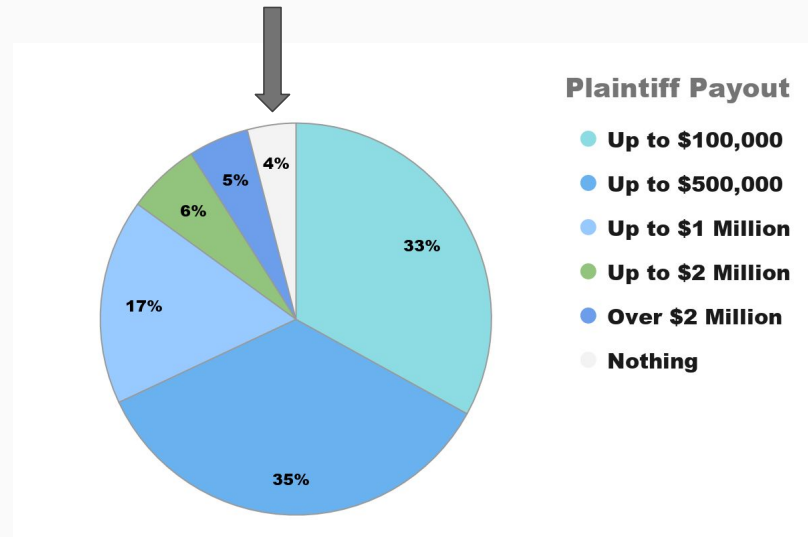


**14% had been sued  
6 or more times**

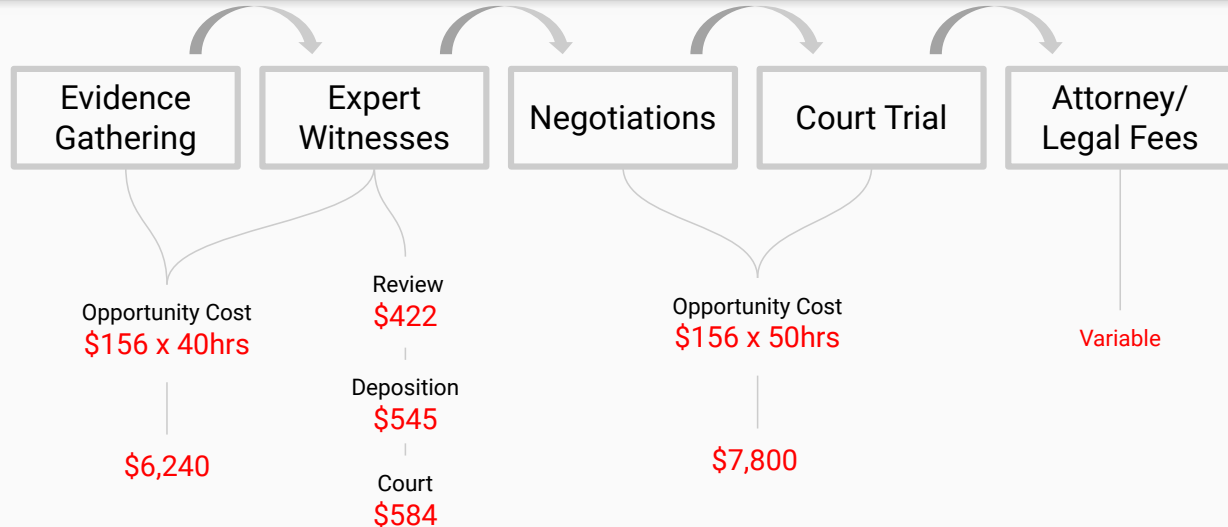
## System Reinforces Frivolous Litigation

Only 10-15% of all malpractice claims are found to contain substantial evidence of medical error, and only 3% end up being ruled in the patient's favor at court. Yet...

- Only 4% walk away empty handed
- Over 2/3rds receive 6-figure payouts



# Costs of Defending Malpractice Claims



Average Total Cost to Dismiss a *Frivolous* Claim = **\$31,041**

# Indirect Effects of Litigation



Damaged  
Reputation



Emotional  
Drain



Credentialing  
Hassle



Premium  
Increase



Patient  
Distrust



## The Problem

89%

Of Physicians Report  
Being Completely  
Surprised By The Lawsuit  
- Patient didn't show any  
outward signs of  
litigiousness

## Physicians Are Blind To Risks



A close-up photograph of a person's hands writing on a document with a pen. The background is blurred, showing some bokeh lights. The text 'The solution' is overlaid in white on the left side of the image.

# The solution

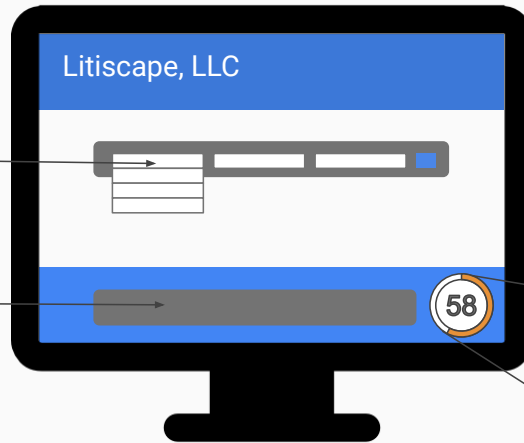
Provide a way for physicians to make informed decisions on risk management based on each patient's history of litigious behavior, fraud, and criminal activity.



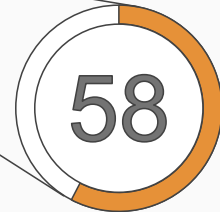
# The Product

Search Parameters  
(Name, Birthday,  
Address, etc.)

Additional risk  
factor information



Your risk score  
(out of 100)



## What Goes In to the Patient Profile?

### Criminal Records

- Warrants / Arrests
- Crime Please
- Incarceration
- Fines and Fees
- Gang Affiliations
- Sex Offender ID
- Probation / Parole

### Healthcare Factors

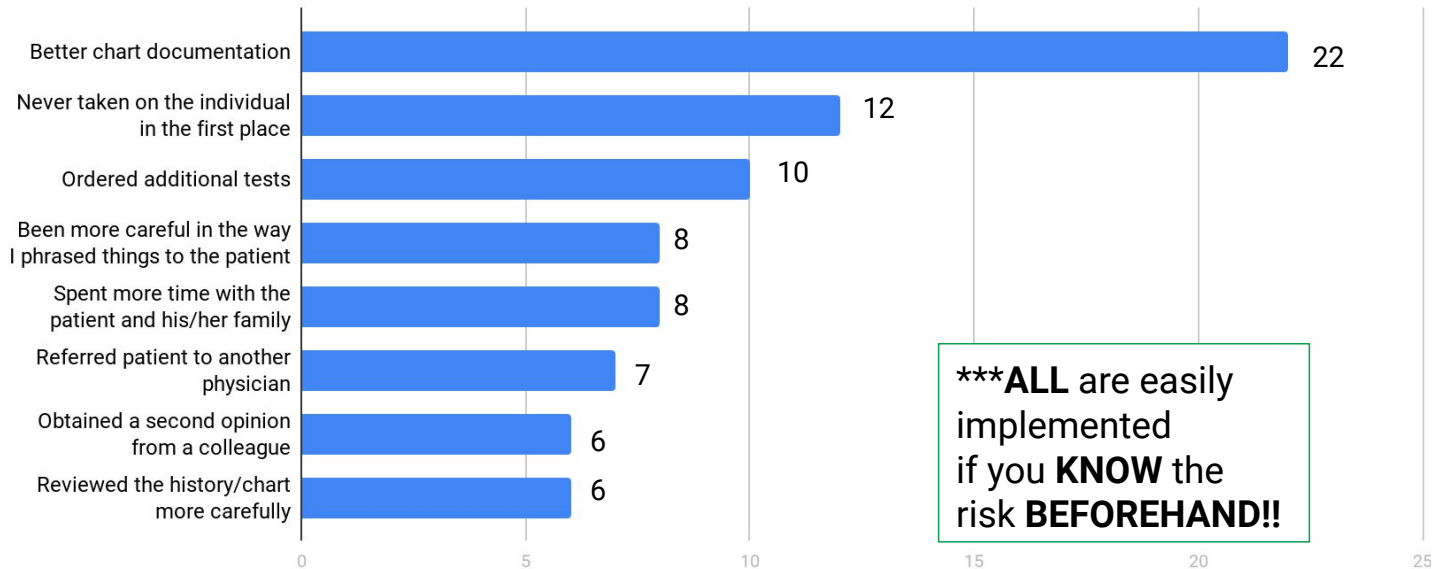
- Race
- Gender
- Height
- Weight
- Hair Color
- Eye Color
- Drug abuse
- DUIs
- Bankruptcy
- Divorce
- Healthcare sanctions

### Lawsuits

- Case Summary
- Involved Parties
- Plaintiff Information
- Court Judgment
- Demands
- Remedies & Rewards
- Court/Trial Records
- Arbitration

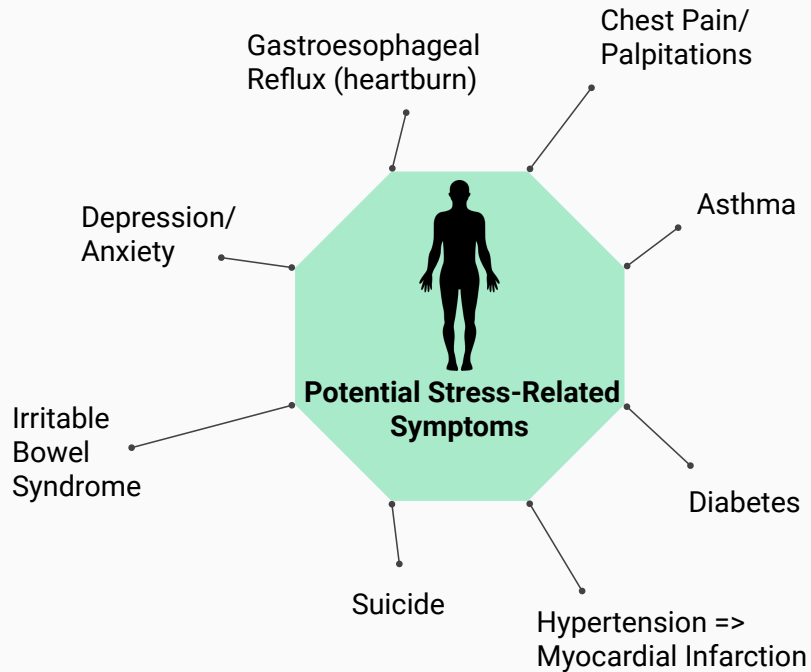
# How Will This Prevent Lawsuits?

Physicians were asked what would have prevented the suit:



**\*\*\*ALL** are easily implemented if you **KNOW** the risk **BEFOREHAND!!**

# More Complete History = Better Treatment and Less Liability



**Litescap** provides physicians with relevant background information that could influence a patient's diagnosis and treatment - but may not always be divulged.

- **Bankruptcy/Divorce** = screen for mental health and keep stress-induced symptoms in mind
- **Multiple DUIs** = possible alcoholism, screen for cirrhosis / liver failure, etc.
- **Drug arrests** = keep drug-abuse related symptoms and conditions in mind. Caution with opioids, benzodiazepines, etc..

# Save Money on Malpractice Premiums

## Step 1

Physician signs up for Litiscape and provides our agent with current policy information.

## Step 2

Agent works with our insurance partners to negotiate discount based on decreased likelihood of litigation.

## Step 3

Agent signs physician up for the same coverage at a discounted rate



# Robust Referral Program

Once they experience the power and benefit of our software, physicians will want to share it with their colleagues. For each referral who signs up, they'll receive:



**Physician Regional Partner - 20% referral residual income**



**All Physicians - \$200 referral bonus, after 5 referrals start earning 10% residual income**