



FAQs

The Strategic Partnership:

- Magellan Health, a Fortune 500 company, announced the acquisition of a majority interest in Bayless Integrated Healthcare on Tuesday, December 22, 2020.
- Magellan Health, Inc., (NASDAQ: MGLN), is one of the nation's leaders in managing complex, high cost healthcare.
- Bayless Integrated Healthcare is a leading integrated outpatient behavioral health and primary care provider in Arizona.
- Financial details are not being disclosed.

Who is Bayless Integrated Healthcare?

- Bayless takes a 'whole person' approach to treating each individual.
- The late Dr. Michael Brad Bayless founded Bayless in Phoenix in 1982. He was a pioneer who knew technology would change medicine someday.
- Dr. Bayless's son, Justin, began working with his father at nine years old. His career path led him to New York City, where he worked as an investment banker for Morgan Stanley.
- Justin Bayless returned to Arizona in 2008 to join his father in challenging the status quo in healthcare. He now serves as Bayless's chief executive officer.
- Under Justin Bayless's leadership, Bayless Integrated Healthcare paved the way to incorporating the most important healthcare services under one roof: primary care and behavioral health.
 - Bayless's integrated care model offers physical, emotional, behavioral, and addiction healthcare services supported by 330 employees, including 175 providers, across eight locations in central Arizona.
 - Bayless has a rich tradition serving the Medicaid population as a network provider for many of the managed care plan participants in Arizona's Medicaid program for over 30 years.
 - In addition, Bayless is designated as a Utilization Review Accreditation Commission (URAC) accredited telehealth provider and offers telehealth services statewide in Arizona.

Why a Strategic Partnership?

- Magellan Health sees a substantial opportunity to leverage Bayless's integrated model and telehealth capabilities to increase provider availability and access to high quality care.
- This strategic partnership advances Magellan's collaborative care strategy and provides a scalable virtual platform to enter new markets and expand access to members in need.
- The new partnership aligns with Bayless's vision of providing a better patient experience to millions of people.
- Bayless now has a larger, more direct path to improving lives and transforming healthcare.

What Changes?

- Nothing changes in Arizona with the exception of Bayless's ability to tap into Magellan resources, which will enhance and strengthen our client and provider relationships.
- Justin Bayless remains CEO of Bayless Integrated Healthcare and will lead the Magellan initiative to scale the Bayless model across new geographies. This includes the development of clinical and operational best practices supported by a technology platform that integrates clinical capabilities and could serve the needs of preferred partners.

What's Next?

- Magellan Health and Bayless Integrated Healthcare will devise a strategic expansion plan that targets innovative behavioral health and primary care groups in select markets across the United States.