



# Averhealth Overview

Since 1995, Averhealth has specialized in providing substance use monitoring services tailored to the unique needs of courts and social service agencies that operate at the holistic intersection of healthcare and criminal justice. Today, Averhealth serves more than 2,700 courts and social service agencies across the nation, integrating all substance use monitoring activities.

Every element of the Averhealth solution is centered around the National Association of Drug Court Professionals (NADCP) and American Society of Addiction Medicine (ASAM) evidence-based practices, positioning programs for the best possible outcomes so patients develop coping and refusal skills to new-use events through:

- Random selection
- Reliable, next business day test results
- Broad and customizable testing panels
- Daily engagement and reinforcement
- Pre-relapse intervention

## AVERSYS

Aversys, our proprietary, secure web-based application, manages referrals, reports testing results and provides comprehensive reporting while incorporating behavioral health components so customers can see their clients' behavior patterns and compliance rates. With predictive analytics, this allows customers to intervene with their clients before a relapse occurs.

Aversys is a user-friendly experience that is HIPAA, Part II, and HITECH compliant. Our courts and social service agencies can access program data from any computer, tablet, or smart phone with an Internet connection, and no additional software is required.

**Outcome:** *When clients engage daily with our notification line via phone, web or text to see if they are scheduled for testing that day, we see a 54% reduction in the positive rate over a period of 24 months.*

## Our mission

is to reclaim lives, unite families and strengthen communities by creating and providing the smartest, most innovative solutions for substance use disorder monitoring and recovery.

## THE AVERHEALTH LABORATORY

At Averhealth's laboratory, we test for over 1,500 substances across urine, breath, oral fluid, hair, and sweat. We do this using laboratory instruments and applying scientifically valid and forensically defensible methodologies that satisfy Daubert and Frye legal standards. Lab-based testing offers a greater than 97% accuracy rate compared to instant testing and allows for rotation of panels allowing a more comprehensive picture of the clients' use pattern.

Our Averhealth Laboratory is one of only 30 College of American Pathologists-Forensic Drug Testing (CAP-FDT) accredited laboratories in the U.S., and is also accredited by the U.S. Department of Health and Human Services Clinical Laboratory Improvements Amendment (CLIA) and the Drug Enforcement Agency (DEA). Located in St. Louis, Missouri, our laboratory is operated by PhD- and Masters-level toxicologists.

- Founded: 1995 as Global Drug Testing Services
- 2011: Acquired by Jason Herzog and Jeff Herr; name changed to Avertest, LLC
- 2013: Launched our proprietary software solution, Aversys
- 2017: Company was rebranded as Averhealth
- 2019: Strategic Partnership with Five Arrows Capital Partners
- 2020: Acquired Treatment Assessment Screening Center Drug Testing Services
- 2020: Acquired American Court Services
- 2021: Acquired Aspenti Health

Averhealth Headquarters: Richmond, VA

Averhealth Laboratory: St. Louis, MO

Company Size: 600 employees

- Awards:
- 2019: Inc. 5000 Fastest Growing Companies (#3,233)
  - 2020: Inc. 5000 Fastest Growing Companies (#2,490)



## OUR LEADERSHIP TEAM



### Jason Herzog, CEO

Jason is the co-chairperson and chief executive officer of Averhealth, where he aims to help people overcome the disease of addiction and achieve lasting sobriety. After spending more than a decade advising c-suite executives across all industries, Jason knows the combination of a clear mission and disruptive innovation fosters growth, a rewarding environment for all stakeholders and exceptional services. Partnering with a dedicated team, Jason has helped Averhealth expand from a single state to a national footprint, bringing Averhealth's life saving care to hundreds of local communities. In prior experiences, Jason helped formulate winning strategies for leading technology, healthcare, business services, consumer products and industrial companies. Jason holds an MBA from The University of Chicago Booth School of Business and a Bachelor of Science in economics and business administration from Rockhurst University. Jason lives in Richmond, Virginia, with his wife and two children.



### **Jeff Herr, CIO**

Jeff is a member of the leadership team that established Averhealth and the vision for the company's life-saving care delivery model. As co-chairperson and chief information officer, Jeff's primary goal is the development of innovative technology solutions that empower the Averhealth team, providers and insurance partners to deliver even better outcomes for our collective patient populations and the communities we serve. Jeff led the creation of Aversys, which is an industry redefining integration of patient, care team, laboratory, patient service center and operations management into a single web-based technology platform. Prior to cofounding Averhealth, Jeff had the good fortune to advise a multitude of very talented executive teams on initiatives related to building, funding and growing successful businesses in various industries, such as healthcare, information technology and business services. Jeff earned a Master of Business Administration from Wake Forest University and a Bachelor of Arts in political science and economics from North Carolina State University. He holds the Chartered Financial Analyst designation from the CFA Institute. Jeff works in Richmond, Virginia, and lives in Raleigh, North Carolina with his wife and two children.



### **Dominique Delagnes, COO**

Dominique Delagnes is the chief operating officer for Averhealth. She leads a nationwide team of managers and clinicians who ensure things run smoothly at Averhealth's laboratory in St. Louis, Missouri, as well as patient service centers across the U.S. Dominique is no stranger to substance use testing and toxicology, having spent 15 years in senior leadership roles in operations, account management and customer service for companies like Alere Toxicology and PharmaChem. Dominique grew up in the San Francisco Bay Area. She moved to the East Coast to attend Boston University where she was a proud member of the BU women's rowing team. She received her Bachelor of Science in business administration with a concentration in operations management.



### **David Flood, CFO**

David Flood is the chief financial officer for Averhealth. David joins Averhealth with more than 25 years of experience spanning multiple financial functions, several industries and various geographies (including international experience). He has had proven success at small, medium and large capitalization companies working as part of both small and large finance teams. Most recently, David led the treasury and risk management team of Ingevity Corporation (specialty chemicals) and prior to that led the financial, planning and analysis (FP&A) group at MeadWestvaco Corporation (paper and packaging). While at MeadWestvaco, David also served at various times as the European Treasurer (based in Geneva, Switzerland), assistant treasurer and director of corporate strategy. Prior to joining MeadWestvaco, David spent his early career in New York City working at Hess Corporation (oil & gas) as the director of investor relations and manager of capital markets and for Daimler-Benz AG (automotive) as its manager of treasury operations. David received his MBA from the Stern School of Business at New York University and his bachelor of science from The Wharton School at the University of Pennsylvania. David lives in Midlothian, Virginia, with his wife and three children.