

# Corporate Backgrounder



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. We partner with programs nationwide to help individuals with substance use disorder achieve recovery.

Every element of the Averhealth solution is centered around the National Association of Drug Court Professionals (NADCP) 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 and hair. 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 accredited by the U.S. Department of Health and Human Services Clinical Laboratory Improvements Amendment (CLIA), the College of American Pathologists-Forensic Drug Testing (CAP-FDT), 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  
2022: Mark Johnson named CEO

Averhealth Headquarters: Richmond, VA

Averhealth Laboratory: St. Louis, MO

Company Size: 450 employees

- Awards:
- 2019: Inc. 5000 Fastest Growing Companies (#3,233)
  - 2020: Inc. 5000 Fastest Growing Companies (#2,490)
  - 2021: Inc. 5000 Fastest Growing Companies (#3,464)



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## OUR LEADERSHIP TEAM



### **Mark Johnson, Chief Executive Officer**

Mark Johnson serves as Averhealth's CEO, bringing years of healthcare service delivery experience towards helping patients overcome the disease of addiction and achieve lasting recovery.

Prior to joining Averhealth, Johnson spent five years as CEO of BetterMed Urgent Care, where he led the company's rapid clinic expansion across Virginia and North Carolina, and the launch of new patient and B2B service lines. Before that, he served eight years in executive strategy, commercial and finance positions at MeadWestvaco after providing financial leadership to such global companies as GE, Pepsi-Cola Co. and Sara Lee.

Now, he's focused with building on Averhealth's strong track record of providing exceptional services for our customers and their clients.

Mark earned an MBA in finance from the University of Chicago Booth School of Business and has a bachelor's degree in Accounting from the University of Louisville.

Mark has lived in Richmond, Va., for 16 years, is married and has three sons.



### **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.