



Equip

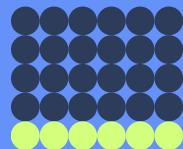
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Leadership Institute and Kristina Saffran, Equip CEO/Co-Founder
Behavioral Health Strategic Partnerships: Novel Approaches

Eating disorders are the second deadliest mental health condition in the U.S.



5M Americans
will be affected by an
eating disorder this year



Only **20%** will
receive care



A small fraction
will get treatment
that works

1 death every 52 minutes



Severe specialist shortage

Fewer than 5,000 outpatient specialists in the U.S;
9 states with no in-state facilities



Access barriers

Average American lives 2+ hours from the nearest eating disorder
treatment provider and/or facility.
Average wait time for residential treatment is 3 months



Limited evidence-based practice and in-network coverage

Only a fraction of providers practice evidence-based care and
almost none take insurance



Complex needs, high suicide risk

90% of eating disorder patients have **comorbidities**, and 10x more
likely to attempt **suicide** than peers

CommonSpirit's behavioral health challenges and partnership needs

Growing capacity constraints



Behavioral health programs with long wait-lists or simply no resources to provide care; looking for a partner who can help improve access to all patients.

Non-systematic partnerships



Across markets, CommonSpirit had hundreds of different behavioral health providers, making it difficult to standardize care and confirm quality.

Desire for centralized BH service line



CommonSpirit wanted to curate a small network of vetted partners; however, each partner needed to have a nationwide presence in order to deliver their subspecialty care across the system

Increased pressure to deliver VB outcomes



"Vendor of choice" partners needed to be able to deliver on value-based outcomes (i.e. reduce readmissions, ED visits, total cost of care)

Built by clinical expertise & lived experience, Equip offers the broadest access to gold-standard care



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130 million
lives covered

20+
Peer reviewed
publications

12,000+
patients served

ALL
ages, genders, ED Dx

Evidence based, comprehensive care, delivered longitudinally

Multidisciplinary care team

One care team (therapy, nutrition, psych, mentorship, medical) across the entire journey

Evidence-based & personalized

Core modalities include CBT-E, FBT, & DBT, plus, flexible scheduling

Virtual by design

100% virtual care enables community participation with real life triggers

Peer support & groups

Access to meal support groups, skill-building, 1:1 mentors, and navigators

Continuous, whole-person care

Individual treatment plans adapt through recovery, addressing co-occurring conditions (anxiety, depression, OCD)



Treatment that works at scale

Clinically effective

Makes evidence-based care accessible to everyone

90%+

qualified for PHP+ treatment

70%

significantly improve ED symptoms

80%

reach weight restoration goals

Better experience

Overcomes real-world triggers without interrupting lives

2 days

intake to clinical assessment

9/10

NPS score

75%

report not missing work/school

70%

feel confident in caring for their loved one at home

Treatment Anchor

Shifts patients from HLOC alternatives to outpatient care

<6%

step-up to inpatient, and 80%+ return once medically stabilized

22%-43%

reduction in annual costs

90%+

avoid discharge to higher level of care

CommonSpirit and Equip

Co-authored care pathways

Worked together to standardize treatment protocols across the system to optimize patient flow



Seamless transitions of care

Equip intentionally embedded into existing workflows; thoughtful coordination and communication of care with CommonSpirit providers



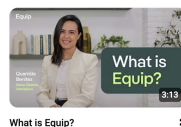
Downstream revenue capture

Equip refers patients back to CommonSpirit for downstream labs and vitals; reinforce wellness needs through co-branded marketing efforts

Systemwide training

Systemwide effort to widely distribute:

- ✓ Equip training videos
- ✓ Screening one-pagers
- ✓ Regional insurance lists



Innovation Pilot

Low-risk opportunity for CommonSpirit to pilot centralized BH approach and develop a model for other BH vendors



Equip

Thank you!

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