

EMPLOYER CASE STUDY

Partnering with Valmont to Improve Employees' Health Engagement While Addressing Rising Medical Costs



Analyzing Valmont's Cancer-Related Challenges

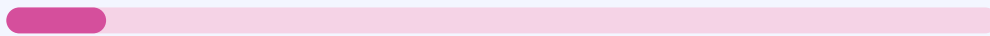
Valmont Industries, Inc. is a global leader in creating vital infrastructure and advancing agricultural productivity. As Valmont's Vice President of Total Rewards and HR Operations, Jennifer Paisley is always on the lookout to provide employees with effective, innovative, and supportive benefits. Jennifer sought a solution that could address two of Valmont's significant healthcare challenges: **low cancer screening compliance rates** and **high costs associated with cancer treatment**.

The Challenges:

01 Valmont Experienced Low Employee Adherence to Recommended Cancer Screenings¹

At Valmont in 2021, only

13.6% OF ELIGIBLE EMPLOYEES COMPLETED THEIR COLORECTAL SCREENING



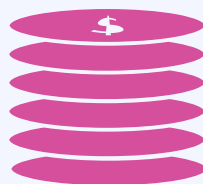
37.4% OF ELIGIBLE EMPLOYEES COMPLETED THEIR MAMMOGRAPHY



02 Cancer Is the #1 Medical Cost Driver at Valmont¹

- In 2021, Valmont's medical spend on **just 7 cancer cases totaled**

\$2.5M



- More than 50% of Valmont's catastrophic pharmacy cases were comprised of **5 cancer drugs for a spend of**

\$600K+



Jennifer wanted to demonstrate Valmont's goodwill with **a benefit that could increase employee engagement in the management of their own healthcare and ultimately help find cancer sooner, when treatment costs are up to 3x less.**²

The Solution:

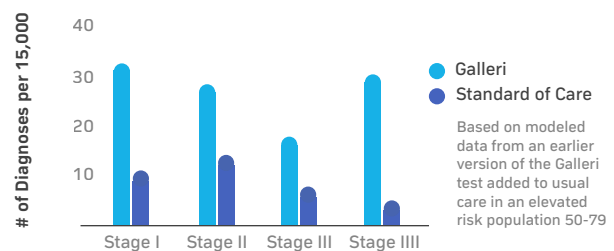
An Innovative Multi-Cancer Early Detection Test

The Galleri® test screens for multiple cancers with one blood draw, including many cancers that previously lacked screening options.³

Cancers without recommended screenings **make up 70% of cancer deaths**, so the Galleri test is a robust addition to current screenings.⁴

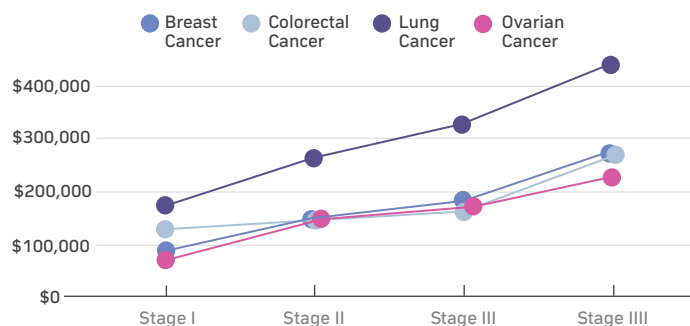
Galleri does not detect all cancers and all cancers cannot be detected in the blood. False positive and false negative results do occur.

- GALLERI HAS THE POTENTIAL TO SHIFT CANCER DETECTION TO EARLIER STAGES BASED ON MODELED DATA⁵



When Cancer Is Caught at Earlier Stages, Treatment Costs Are Significantly Lower⁶

- OPTUM INTEGRATED CLAIMS DATA: CANCER COSTS BY STAGE 2016-2020



After learning about the Galleri test, Jennifer saw the opportunity to demonstrate how much the company cares for employees while also providing an opportunity to help address their top healthcare spend: cancer.

Valmont Seamlessly Integrated the Galleri® Test as an Employee Benefit



“I was excited about the cancer screening opportunities offered by GRAIL. We always keep our eyes open for benefits like the Galleri test that improve our engagement with employees and help overcome our biggest challenges.”

—Jennifer Paisley, Vice President, Total Rewards and HR Operations, Valmont Industries, Inc.

In October 2021, Valmont quickly and successfully adopted the Galleri test.

As part of adopting the Galleri test, Valmont also gained access to strong employee engagement tactics to encourage employees to be more proactive about managing their healthcare journey.

1

Awareness and Education



Valmont partnered with GRAIL to drive awareness and engagement with the Galleri test:

- Promotion through Valmont's HR app
- Direct mail to eligible employees and their spouses/partners
- Inclusion in open enrollment and other benefits communications
- On-site Galleri testing days and attendance at Benefits Fairs

2

Kit Delivery and Blood Draw



Since launch, **350+ tests** were ordered for eligible employees.

3

Results



100% of employees who completed their blood draw have received results.

4

Positive Signal Support



Valmont employees who receive “positive signal detected” results have access to comprehensive support services through GRAIL's partnership with AccessHope, the GRAIL patient advocate, and their own insurance administrator.

“It was a simple and easy process and the results came in a timely manner.”

—Anonymous Employee, Valmont Industries, Inc.

The Opportunity Ahead

The Valmont implementation of Galleri has been a success.

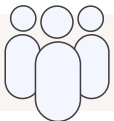


were somewhat or extremely satisfied with their Galleri test experience⁷



who completed their blood draw received results

For Valmont, the potential to downstage cancer and reduce their catastrophic claims cost represents significant savings opportunities.¹



350+ completed tests since launch

Valmont's Average Spend is 7x More for Top Catastrophic Cancer Cases⁶

Average cost of cancer cases outside top 20 catastrophic cases

\$49,133

Average cost of cancer cases within top 20 catastrophic cases

\$373,858

\$100,000 \$200,000 \$300,000 \$400,000 \$500,000

Contact GRAIL to find out more about the Galleri test—and the comprehensive marketing campaigns and wraparound support services to integrate this benefit into your organization:



[https://www.galleri.com/
employers/learn-more](https://www.galleri.com/employers/learn-more)



employer@grailbio.com



Scan here for easy access

References:

1. Valmont Industries Health Plan Performance Review DOF. 2. Reddy SR, et al. Cost of cancer management by stage at diagnosis among Medicare beneficiaries. *Curr Med Res Opin.* 2022;38(8):1285-1294. doi: 10.1080/03007995.2022.2047536. 3. Klein EA, Richards D, Cohn A, et al. Clinical validation of a targeted methylation-based multi-cancer early detection test using an independent validation set. *Ann Oncol.* 2021;32(9):1167–1177. doi: 10.1016/j.annonc.2021.05.806. 4. Assumes screening is available for all prostate, breast, cervical, and colorectal cancer cases and 43% of lung cancer cases (based on estimated proportion of lung cancers that occur in screen-eligible individuals older than 40 years). Estimated deaths per year in 2022 from American Cancer Society Cancer Facts and Figures 2022. Available at: <http://www.cancer.org/content/dam/cancer-org/research/cancer-facts-and-statistics/annual-cancer-facts-and-figures/2022/cancer-facts-and-figures-2022.pdf>. Data on file GA-2021-0065. 5. Hubbell E, et al. Modeled reductions in late-stage cancer with a multi-cancer early detection test. *Cancer Epidemiol Biomarkers Prev.* 2021;30(3):460-468. doi: 10.1158/1055-9965.EPI-20-1134. 6. McGarvey N, et al. Increasing Healthcare Costs by Stage and Over Time among Patients Diagnosed with Cancer: 2008-2020. Poster presented at AMCP Nexus 2021 October 18-21, 2021; Denver, Colorado. 7. Valmont DOF. Based on n=14.

Important Safety Information

The Galleri test is recommended for use in adults with an elevated risk for cancer, such as those aged 50 or older. The Galleri test does not detect all cancers and should be used in addition to routine cancer screening tests recommended by a healthcare provider. Galleri is intended to detect cancer signals and predict where in the body the cancer signal is located. Use of Galleri is not recommended in individuals who are pregnant, 21 years old or younger, or undergoing active cancer treatment.

Results should be interpreted by a healthcare provider in the context of medical history, clinical signs and symptoms. A test result of "No Cancer Signal Detected" does not rule out cancer. A test result of "Cancer Signal Detected" requires confirmatory diagnostic evaluation by medically established procedures (e.g. imaging) to confirm cancer.

If cancer is not confirmed with further testing, it could mean that cancer is not present or testing was insufficient to detect cancer, including due to the cancer being located in a different part of the body. False-positive (a cancer signal detected when cancer is not present) and false-negative (a cancer signal not detected when cancer is present) test results do occur. **Rx only.**

Laboratory / Test information

GRAIL's clinical laboratory is certified under the Clinical Laboratory Improvement Amendments of 1988 (CLIA) and accredited by the College of American Pathologists (CAP). The Galleri test was developed, and its performance characteristics were determined by GRAIL. The Galleri test has not been cleared or approved by the Food and Drug Administration. GRAIL's clinical laboratory is regulated under CLIA to perform high-complexity testing. The Galleri test is intended for clinical purposes.