

For Review By

JOHN DOE ABC COMPANY

From the Desk Of Jesse Lisson



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QUANTIFIABLE SAVINGS

Utilizing our service often leads to dramatic reduction in costs, claims, absenteeism and increase in overall wellness and productivity.

Assumptions


Number of Insured
Annual Doctor Visits

 85 insured (35 employees and 50 dependents)

 573.75

Average American family of four visits a doctor 12.3 times a year. According to Wellness Council of America, 70% of all doctor visits can be safely handled over the phone.

Utilization

 39.00 % Year 1 / 44.00 % Year 2 / 51.00 % Year 3

Service utilization may vary, but numbers listed above represent an average for this sized group.

Doctor Visit Cost
Urgent Care Visit Cost
Emergency Room Visit Cost

 30

 100

 200

These numbers represent the national average costs for each of the visit types.

Results

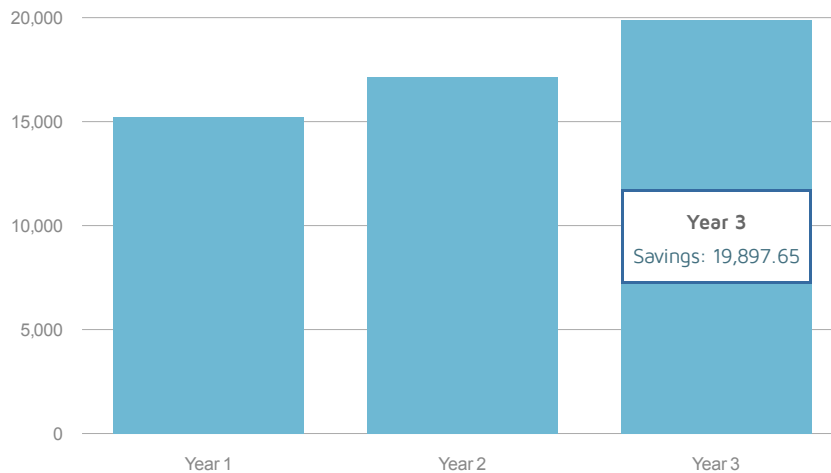
Healthiest You Annual Cost  \$11,700.00

First Year Savings with HY  \$15,215.85

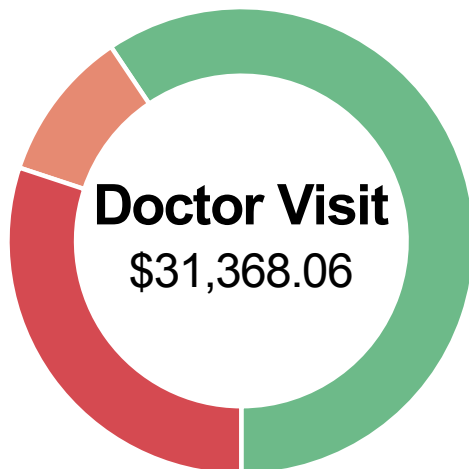
This means that employees can save \$15,215.85 in co-pay payments. This does not include time off of work, travel costs or peace of mind. See below for additional savings.

Three Year Savings with HY  \$52,280.10

Annual Savings



3 Year Savings by Visit



Additional Savings

Reduced Absenteism
▼ **1,538 Hours**
\$36,903.60 In Wages

Environmental Impact
▼ **12,301 Miles**
\$5,858.45 Fuel Savings
27.68 Metric Tons Of CO2

Estimates based on 2 hour doctor visitation, 16 mile round trip commute, \$24.05 average hourly wage and \$3.81 per gallon of fuel. Source: EPA, US Bureau of Labor Statistics and AMA.

Annual Prescription Savings

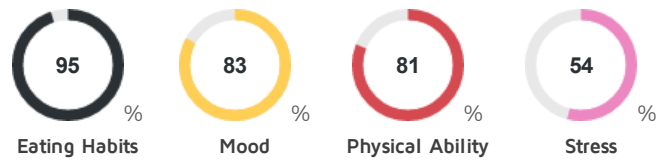
Number of Prescriptions 1,029
Prescription Costs \$76,330.00

Savings with HY \$26,715.50

Based on national average of 12.1 prescriptions/patient and annual prescription cost of \$898. HY savings assume 50% hit on eligible prescriptions and 70% average saving per prescription. Source: IMS Institute for Healthcare and Informatics .

Wellness Impact

Percentage (%) Improvement



Reduction in Sick Days	28%, from 3.9 per/year to 2.8 per/year
Reduction in Claims	26%

Results based on surveys of current members and industry data from Harvard and IHC.

Disclaimer

Although this information has been obtained from sources which we believe to be reliable, we do not guarantee its accuracy, and it may be incomplete or condensed and should be used for informational purposes only. Past performance is not indicative of future results, while changes in any assumptions may have a material effect on projected results.

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