

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

500 insured (150 employees and 350 dependents)  
 1250

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.

Redirection

20.00 % or 250 annual visits

250 claims redirected away from your current health plan, reducing claims experience and keeping premiums down.

Doctor Visits  
Urgent Care Visits  
Emergency Room Visits

1,000 at average cost of \$120.00  
 200 at average cost of \$200.00  
 50 at average cost of \$1,100.00

## Results

Healthiest You Annual Cost **\$**42,600.00

First Year Savings with HY **\$**43,000.00

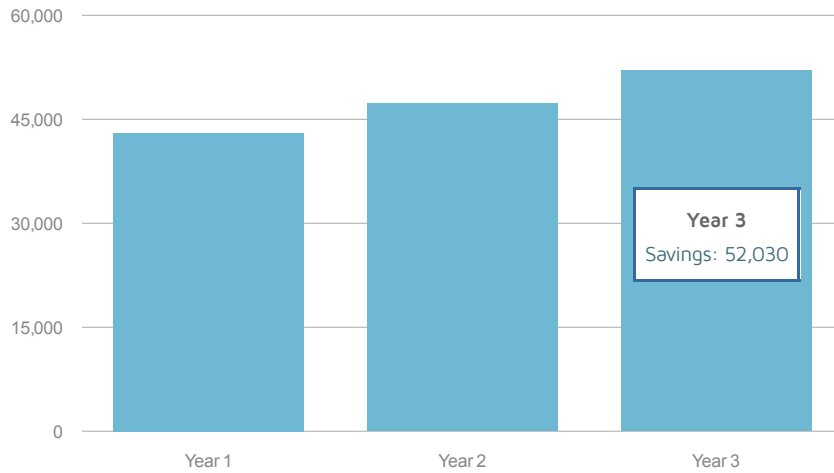
First Year Return on Investment **0.94 %**

Three Year Savings with HY **\$**142,330.00

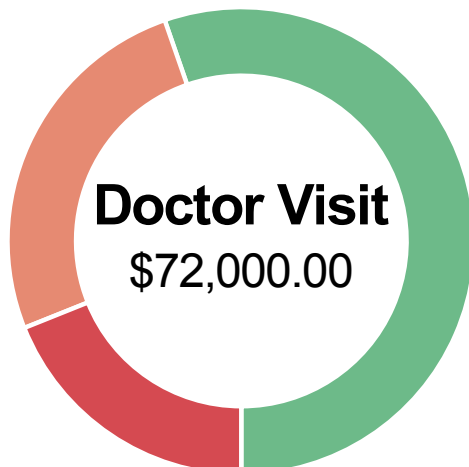
Three Year Return on Investment **11.37 %**

Three year projections assume 10% increase year over year in redirections.

## Annual Savings



### 3 Year Savings by Visit



### Additional Savings

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Reduced Absenteism  
▼ **1,500 Hours**  
**\$36,000.00 In Wages**

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Environmental Impact  
▼ **12,000 Miles**  
**\$5,715.00 Fuel Savings**  
**27.00 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

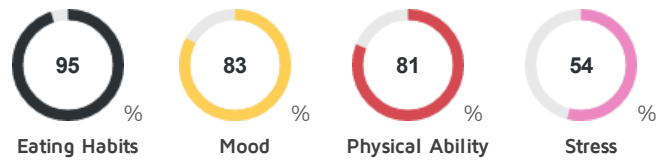
Number of Prescriptions  6,050  
Prescription Costs  \$449,000.00

Savings with HY  \$157,150.00

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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