WELLNELYTICS
predictive analytics + proactive wellness

THE PROBLEM

After successfully executing their wellness strategy with Health Solutions and moving from fully-insured to self-funded, the client was ready for the next step. The client's Chief Financial Officer was confident that the wellness program had reduced the risk to a point where focus could now be transitioned to impacting the risk and costs for plan members who had not been actively engaging in the wellness program. The client was struggling to predict risk, continue to mitigate large claims, and track the financial impact of their health management strategy.

THE RESULTS

- Client has been able to integrate biometric, claims, and wellness program data into one platform to make data driven decisions and take action to further reduce risk and cost.
- Health Solutions is now engaging non-wellness participant members that are at-risk given their medical conditions, claims spend, and gaps in care.
- Gaps in care compliance related to modifiable conditions has improved to 72%, and compliance of all care gaps has improved to 64%.
- With the implementation of Health Solutions' Advantage Wellnelyitcs™, the client's total paid medical and pharmacy claims are flat, and in the last 12 months the client has had $445,000 in cost avoidance.

"The evolution of our wellness initiatives is a positive one as results are suggesting. As we continue to integrate new initiatives, I anticipate similar results. The monthly reporting is a concise look at the areas we are focusing on and very good for initiating discussion. Dialogue is important to make sure all are in agreement with the initiatives and approach, and I appreciate how both companies have collaborated on ideas. My view of our progress is very favorable and would recommend Health Solutions to my colleagues."

Chief Financial Officer

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THE CHALLENGES

- Participation had plateaued at 70% in their wellness strategy.
- Concern that health plan members who were most at-risk were not the ones participating in the wellness program.
- Unable to leverage all available data to drive decision making due to a lack of data integration.
- Struggling to measure the financial impact of the wellness strategy.
- Wanted better prediction of risk to align the right solution, with the right member, at the right time.

THE (HEALTH) SOLUTION

- Facilitated a workshop with senior leaders to harvest the vision and key performance indicators that resulted in a strategic roadmap to drive decision making and ensure success.
- Launched our data analytics platform, Advantage Wellnelytics™, to identify additional member risk and opportunity.
- Reward structure was enhanced to encourage member engagement with closing gaps in care.
- Targeted health management strategies were implemented for members with large claims, modifiable conditions, related care gaps, and preventive care gaps.
- Broker leveraged solution data to impact plan savings.
- Continued to evolve the Worksite Wellness Guide program.
- Delivered monthly program status report to key stakeholders to evaluate success metrics, identify areas of new opportunity, and revise program design as needed.
- Delivered annual program report to evaluate clinical outcomes of the program.

To learn more about how Advantage Wellnelytics™ can help your clients, please contact:

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