

The Problem We Address

Over 20% of health plan costs are driven by the 5% of members with 5 or more lifelong chronic conditions. These members are the **ONLY** portion of high cost claimants that can be proactively identified and managed. Treatment of one condition influences others, making clinical care and health improvement complex, offering little opportunity to achieve sustained health success.

Our exclusive focus since 1996 is to address the engagement gap for patients between the physician and the health plan through a personalized, integrated approach leading to sustained health improvement.

The **program can be adapted** to include components that are important to the employer or align with the goals of their existing wellness program.



WHAT WE DO

We offer an integrated solution, identifying participants from health plan and wellness data to stratify candidates who will engage in behavior change that significantly improves long term health outcomes and reduces future liability.

OUR APPROACH

- Is comprehensive, we focus on the whole person—physical, mental, emotional, spiritual, and financial well-being.
- Develops plans that are personalized to each participant.
- Is a 15-24 month program focused on sustainable health change?
- Offers multidisciplinary face-to-face support (50-125 hours).
- Includes comprehensive integrated mental health care:
 - 100% have a clinical behavioral assessment
 - 80% of our Healthy Lifestyle Plans® include mental health counseling
- Utilizes a multi-disciplinary provider network (fitness, nutrition, financial, behavioral clinicians, health education specialists).
- Provides impact reporting engagement, health behaviors, biometrics, external licensed instruments, satisfaction, and financial metrics.



WHO WE ENGAGE

Our program targets a small expensive segment of high cost claimants. We work with adults with 5 or more lifelong chronic conditions. Typically, we find the following:

- About 5% of employees and spouses are eligible.
- 10-15% accept our invitation based on individual readiness for change.
- Because our program is personalized, we have 91% engagement at 6 months; 84% engagement at 12 months; and 70% engagement at 18 months.
- High engagement allows us to track sustainable change over time and build in performance guarantees in our pricing structure.
- Our average participant is early 50's with 15 or more years of service—typically not career mobile and are a long-term health plan liability.



HOW WE INTEGRATE WITH EMPLOYER BENEFITS

We can work with any benefit plans' design features and wellbeing initiatives to maximize utilization and in-network relationships for cost efficiency.

- We work closely with the carrier and PBM to ensure we have complete and timely data for reporting.
- We integrate with existing behavioral health networks and prioritize any employer internal service offerings.
- We can also work with the disability carrier to support return to work initiatives.
- We leverage any other employer health improvement initiatives that support sustainable health improvement outcomes applicable for members with multi-morbidities.

SINCE 1996

EMPLOYER-FOCUSED



FULLY VIRTUAL

GUARANTEED OUTCOMES

How We Create Value

A 30% reduction in graduates' total health cost over 2 years will create at least a 2 to 1 ROI on future health care costs, with continued ongoing savings.

Average participant engagement is 19 months.

Average participant health improvement is 30%+.

We only bill on actively engaged participants. Engagement is defined as a documented one on one session each month or participation in group health transformation support session.

Our average participant is early fifties with 15 or more years of service—they are not career mobile and are a long-term health plan liability.

INSPERA HEALTH'S HEALTH IMPROVEMENT GUARANTEE

In order to quantify participant outcomes, we developed a clinical and behavior change measure called the *Multiple Chronic Condition Health Impact Index*. This score collapses 10 separate measures to establish a baseline score for each individual. The 10 measures are: engagement, SF36v2® instrument for mental and physical health, blood pressure, A1C or blood glucose, LDL, sleep, physical activity, weight, and health activation (PAM® instrument). Our guarantee is a 30% health improvement for graduates. Impact is reported quarterly.



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