



Workplace Wellness Programs

2022 Furniture Manufacturer
605 employees
Headquartered in Virginia





BIOMETRIC & ROI CASE STUDY

The Problem:

In 2006, a furniture company with a large manufacturing plant, approached TargetCare with the needs of supporting their employees with health education and helping them mitigate claims costs. Located in a rural area, this client had many employees who were unfamiliar with the healthcare space and needed easier access to care.

The Response:

TargetCare responded by implementing an onsite health coaching program with a registered nurse as well as a near-site clinic. These clinics manage acute care treatment, chronic disease monitoring, and health education and navigation.

The near-site clinic is staffed by physicians and nurse practitioners, available to all employees and their spouses. Patients can make appointments weekly and all fees are covered by the client.

TargetCare conducts annual Clinical Health Assessments, or CHAs, with this client. These gather extensive biometric data and help identify any pre-existing health conditions. Based on the results, the onsite health coach will set a cadence for recurring appointments to manage these conditions.

1,000+

Appointments with the TargetCare health coach each year.

3:1

Average ROI across a 5-year cohort

95%

of participants prevented their overall risk of developing or worsening a chronic disease from occurring.

The Results:

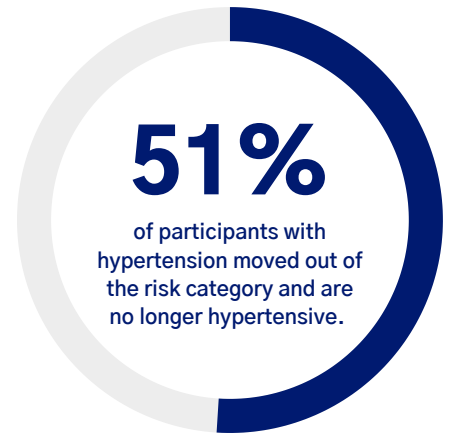
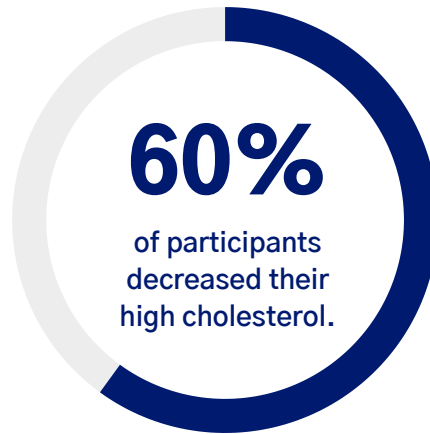
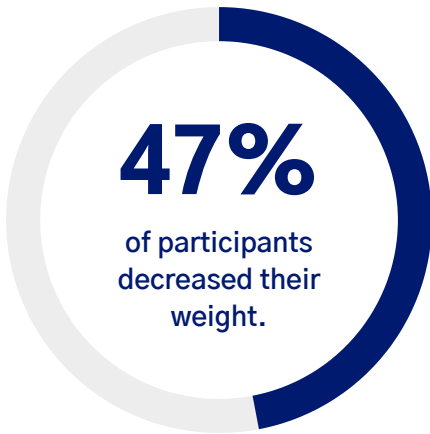
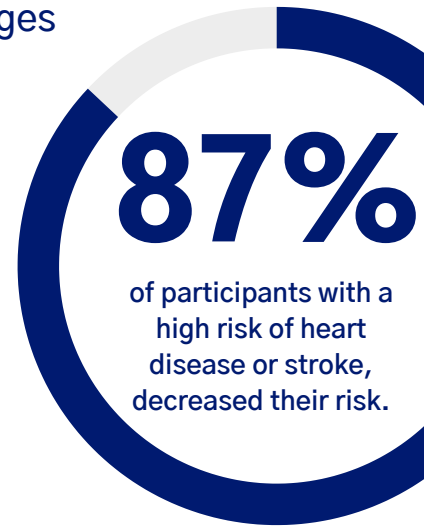
Our employee-sponsored wellness program serve as a strategy to educate these employees on their health, reduce healthcare spending, and monitor and manage acute and chronic care conditions.

TargetCare biometric screenings are conducted annually, and provide employees with an individual "Know Your Number," or KYN, risk score which serves as a base measure to compare against a variety of chronic conditions.

We have successfully moved participants risk scores down in the extremely high, high, and borderline high risk categories. The TargetCare program decreased the risk score of this client from 112 to 104 in the extremely high risk category across the 5-year cohort.

Each participants risk score places them in a risk category ranging from extremely high to optimal. Each year's biometric screening hopes to move employees in and out of certain ranges and towards the optimal category.

Across the five-year cohort, 95% of participants prevented their overall risk score from increasing.



Last year, I had a heart attack. I always thought I was a pretty healthy person, I ate a pretty healthy diet. But after the heart attack, I started working with the health coach to help tweak my meds, to help better prepare my meals, check my blood pressure and more. I don't care what kind of industry you're in, if a few dollars a month will help your employees stay healthy, then you're more productive. I think everybody should have a health coach.



- TargetCare Program Participant

The Results:

Each occurrence of a chronic condition, an office visit, lab fee, absenteeism, and presenteeism contribute to the overall costs an employer will pay for healthcare related expenses. Introducing a wellness program helped this client with their high claims costs.

The following figures are averaged over a 5-year cohort of this client's wellness program.

Risk Reduction:		
Per occurrence of preventable chronic disease		
	Number of occurrences:	100 occurrences
	Avg. Cost per occurrence:	\$4,283
	TOTAL COSTS AVOIDED:	\$426,027
Office Visits:		
Costs diverted from physician's office or health counselor		
	Visits:	1,855 visits
	TOTAL COSTS AVOIDED:	\$183,370
Lab Fees:		
Based on market lab rates		
	TOTAL COSTS AVOIDED:	\$23,974
Absenteeism:		
Reduction in chronic disease absenteeism		
	TOTAL COSTS AVOIDED:	\$54,639
Presenteeism:		
Reduction in chronic disease presenteeism		
	TOTAL COSTS AVOIDED:	\$246,229
Total Costs Avoided:		\$966,892
Average ROI:		\$3 : \$1