



HOW HIGHER QUALITY OF CARE SAVES YOU (AND YOUR EMPLOYEES) MONEY

Spending on healthcare services by employers alone has increased by 44% per health plan enrollee in just nine years.¹ The total spend for businesses in the United States is nearly \$700 billion.²

And without significant changes to the quality of healthcare, the spending isn't likely to slow.

Your employees need quality healthcare at a price they can afford. And it's your responsibility to drive the change your community and employees need.

Meet Embold Health

At its core, Embold powers data-driven insights to improve provider selection and impact provider effectiveness for everyone. And the best part? Better care costs less for you and for your employees.

Embold focuses on measuring the right healthcare data to give clarity on:

- appropriateness of care
- effectiveness of care
- total cost of care

By sharing this data with patients and providers, we can elevate the level of care for everyone at your organization and in your community. And everyone saves money along the way.

Real Impact for Real Change

Helping your employees receive quality healthcare isn't just a solid strategy for your business—healthy employees take fewer days off work and are more productive—it's a cost-effective game plan for everyone.

You may have invested in wellness initiatives in the past, and while gym memberships and nutritionist calls are helpful to your staff, they don't impact the quality of care they receive from their healthcare provider.



¹ <https://www.healthaffairs.org/doi/10.1377/hlthaff.2018.0481>

² <https://www.cms.gov/Research-Statistics-Data-and-Systems/Statistics-Trends-and-Reports/NationalHealthExpendData/NHE-Fact-Sheet>

Nearly 30% of doctors believe that at least 30%-45% of overall medical care is unnecessary. Your local community providers need more data-driven measurements to improve their quality of care and reduce unnecessary medical procedures, surgeries, and decisions.

Unnecessary medical care accounts for ~\$210 billion of the estimated \$750 billion excess healthcare spend each year in the United States.

\$225.8 billion is lost every year in productivity costs when employees are out on medical leave. Elevating the level of care in your community results in your employees experiencing lower complication rates, fewer disabilities, and less time off.

The Way Forward

Case studies of Walmart, GE, Boeing, and others showcase the benefits and cost savings to both employees and the business when there's increased visibility into quality care. The organizations contract directly with leading healthcare providers and systems to get quality care delivered to their employees and staff. And it's impactful.

Consider the Walmart associate, plagued with mild neck pain for years, presented with two options—follow his local provider's advice and undergo surgery at the community hospital or fly to a top spine center in another state, Walmart "Center of Excellence" (COE) at Walmart's cost. After an appointment with a neurologist at Walmart's COE, the patient was diagnosed with Parkinson's disease, a diagnosis requiring a completely different plan of care without surgery. Walmart saved \$30,000 by offering the travel survey program—directly connecting the associate to a top specialist and avoiding unnecessary care.

Employers insure nearly 50% of all Americans. Just as out-of-pocket expenses have increased for employees, employers' costs have increased as well—by about \$5,600 per employee. The increases seem to be caused by a growing range of discrepancies in cost of care. In one example, hip replacements varied from \$126,000 on the high end to just \$11,100. It's challenging for employers to forecast spending when the costs of similar care can end up on either side of the spectrum.

³ <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC5587107/#:~:text=Findings,%2C%20and%2011.1%25%20of%20procedures>

⁴ <https://www.cdcfoundation.org/pr/2015/worker-illness-and-injury-costs-us-employers-225-billion-annually#:~:text=Work-er%20Illness%20and%20Injury%20Costs%20U.S.%20Employers%20%24225.8%20Billion%20Annually,-January%2028%2C%202015&text=The%20Centers%20for%20Disease%20Control,States%2C%20or%20%241%2C685%20per%20employee>

⁵ <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC5587107/#:~:text=Findings,%2C%20and%2011.1%25%20of%20procedures>

⁶ <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC5587107/#:~:text=Findings,%2C%20and%2011.1%25%20of%20procedures>

⁷ <https://hbr.org/2019/03/how-employers-are-fixing-health-care>

⁸ <https://hbr.org/2019/03/how-employers-are-fixing-health-care>

⁹ <https://healthcostinstitute.org/in-the-news/hccur>

¹⁰ <https://jamanetwork.com/journals/jamainternalmedicine/fullarticle/1569848>

And while saving money is critical for business, quality healthcare creates a better outcome—for employees and employers.

Take these data points from the Walmart Center of Excellence—built with the sole mission of providing low-cost, quality care to every associate—as examples of how quality care drives lower costs for everyone:

- 54% of Center of Excellence spine patients avoided surgery
- Center of Excellence spine patients who needed surgery spent 14% less time in the hospital than patients without a Center of Excellence
- Center of Excellence spine patients were 95% less likely to need readmission
- Center of Excellence spine patients returned to work in 10.6 weeks, compared to 13.2 weeks for patients without a Center of Excellence
- Only 0.6% of Center of Excellence spine patients required a skilled nursing facility compared to 4.9% of patients without a Center of Excellence

Secure Quality Care in Your Own Backyard

When you partner with Embold Health to give employees the objective doctor rankings and reliable information they deserve to make the best healthcare decisions possible, incredible things happen. Healthcare costs are reduced for patients and employers. The quality of care is elevated across the board. And everyone benefits.

The Embold Health DocLogic solution gives employees a fast and easy way to find a doctor the way a doctor would—through thoughtful examination of facts and a focus on patient outcomes. Unlike online reviews or word-of-mouth recommendations, which are based on subjective opinions, our solution is based on science.

In addition, when you partner with Embold Health, you're contributing to sustainable healthcare improvement by supporting our independent efforts to directly incorporate physicians into elevating the quality of healthcare for everyone. All of the work that we do is driven by caregiver input, deep analysis of healthcare data, and 100% transparency to help doctors see how they rate in comparison to their peers so that they can continually improve. And our solution is built to allow for diversity, equity, and inclusion to be factored into physician recommendations by leveraging our partnership with OutCare.

When we measure what matters and work together to share the right data with the right people, we can transform healthcare.



For more information, visit www.emboldhealth.com.