

The ROI of Preventive Care

How Wondr impacts the financial, clinical, and cultural health of your population.



Measuring the ROI of health and wellness programs in your business starts with identifying what matters most to your organization:

- 1 Clinical**
The impact on your population's physical health. How has the program affected the long-term health (and therefore health expenses) of your employees?
- 2 Financial**
The impact on your company's bottom line. How are your solutions saving your organization and your people money?
- 3 Cultural**
The impact on your population's overall engagement, cohesion, job satisfaction, and mental, physical, and social wellbeing. How has the program improved morale, connection, and engagement among your population?

There's no one-size-fits-all solution for analyzing ROI. It boils down to what matters most to your organization and what goals you're trying to achieve. But no matter what your goals are, Wondr can help address the financial, cultural, and clinical health of your company with one solution.

1 CLINICAL ROI

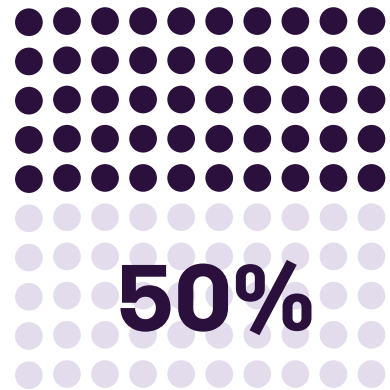
Improving the clinical health of program participants is at the core of what we do. By targeting metabolic syndrome (a cluster of risk factors that increase the likelihood of heart disease and diabetes), the Wondr program helps participants make sustainable lifestyle, diet, and health changes to prevent or reverse metabolic syndrome.

Wondr client, Concordia Plans, sought a solution that could help drive sustainable lifestyle and health changes among its members.

In 2020, Concordia Plans members participating in the Wondr program lost a combined 10,337 pounds. The weight loss data also showed a measurable improvement in participants' clinical data, indicating progress in reducing metabolic risk factors and meeting Concordia's goal of driving sustainable health improvements among participants. Finally, quality of life measures among Wondr participants were also favorable¹:



Wondr participants experienced sustainable health improvements²:



of participants reversed their high blood pressure*

*among those who lost 5-10% of their weight. Results based on published study in Journal of Metabolic Syndrome & Related Disorders.



WHAT CLIENTS ARE SAYING

“ We wanted outcomes that lasted year-over-year and not another quick fix for our employees who were trying to improve their health. Wondr’s mindful eating program not only delivers great results, but also keeps people healthy, decreasing our claims costs and improving employee wellbeing. ”

– **Nicole Martel**, System Director, Health & Wellbeing for Mercy Health

2 FINANCIAL ROI

Unhealthy employees impact an employer's bottom line in more ways than one. Added healthcare costs that are continuing to rise, decreased productivity, and an increase in workers' comp claims are just a few of the ways health matters.

Wondr is proven to create healthier and happier employees, showing an ROI in year 1 that only increases year-after-year.

Proven Cost Savings

In a ROI analysis by a large multi-state health plan, the Wondr program paid for itself within the first year²:



“ We launched this wellness program to avoid the alarming trend of double-digit percentage increases in healthcare costs. We never expected to save millions of dollars or experience the instant success we got, but we'll take it. ”

- **Doug Cropper**, President and CEO of Genesis Health System

Pounds lost lead to dollars saved

For each pound of excess weight your employees carry, your organization pays \$82 in medical and disability costs annually³. With 70% of Americans in the overweight or obese category⁴, those extra pounds add up quickly...but so do the savings.

What could that mean for your population?

$$\begin{matrix} \$82 & \times & 10.6 \text{ lbs} & = & \$869 \\ \text{Cost per pound of} & & \text{Average pounds lost per Wondr} & & \text{Potential savings on future claims} \\ \text{excess weight}^3 & & \text{participant}^{**} & & \text{cost per Wondr participant}^3 \end{matrix}$$

For a 10,000-life group with 35% adoption, potential savings could look like:

\$3M

Gross total potential savings in future claims costs



\$1M

Net total potential savings in future claims costs

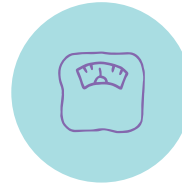
3 CULTURAL ROI

Wellness has a huge impact on overall employee engagement. In a recent survey by Deloitte, 62% of respondents said well-being drives improvements in the workforce experience more often than any other business outcome⁶.

In addition, the pandemic made it clear that organizations must make employee health and wellbeing a foundational part of HR strategies—and employees are relying on their employers to deliver.

Wondr is designed to enable and champion your population's health and wellness journey. Qualitative feedback from Wondr program participants shows improvements in physical activity, sleep, mood, and self-confidence—all contributors to a healthier, happier, and more engaged population.

Wondr program participants report many positive qualitative outcomes, including²:



85%
FELT MORE IN CONTROL
OF THEIR WEIGHT



61%
FELT MORE ENERGETIC



57%
IMPROVED THEIR MOOD



62%
IMPROVED SELF CONFIDENCE

No matter what your organization values most, you can easily implement Wondr to make a positive impact on your people, culture, and bottom line.

Contact us today at go.wondrhealth.com/getwondr.



¹Wondr Post-Program Report- Concordia Plans

²Wondr Health Book of Business

³https://journals.lww.com/joem/fulltext/2019/11000/direct_and_indirect_cost_of_obesity_among_the.3.aspx

⁴2016 NHANES data

⁵Wondr cost-savings per pound

⁶The 2020 Deloitte Global Human Capital Trends Survey: <https://www2.deloitte.com/us/en/insights/focus/human-capital-trends/2020/designing-work-employee-well-being.html>

⁷What Employees Really Want at Work. Forbes. <https://www.forbes.com/sites/alankohl/2018/07/10/what-employees-really-want-at-work/#725d86245ad3>.