

CASE STUDY: **Meadville Medical Center**

**Meadville Medical Center (MMC), in Meadville, Pa., has two interrelated goals for its wellness program:** Take care of employees and manage health care costs. By encouraging employees to prioritize their health, the self-insured employer has been able to reduce its insurance costs by millions.

The 210-bed hospital partners with Interactive Health for wellness services for its 1,883 eligible population. Strong support of the wellness program from senior leaders has helped the medical center attain impressive participation rates of over 70 percent and positive health outcomes.

MMC recently participated in an analysis to better understand the impact of Interactive Health's program on health care claims. Results showed:

- Participants in the wellness program spend 28 percent less on health care than non-participants in 2017.
- Wellness participants used preventive care over 25 percent more than non-participants (as a percentage of total spend), which led to more efficient utilization of care.
- Among participants in the wellness program, those at high health risk cost the organization 75 percent more than those at low risk.
- Participants with newly discovered health risks connected to care and followed through with filling prescriptions at a significantly higher rate than members with a confirmed diagnosis.

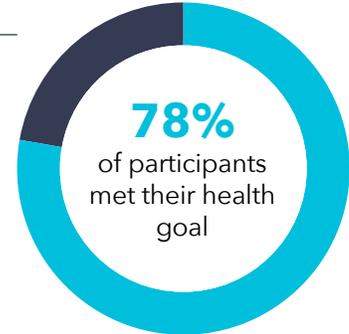
As an independent community hospital, MMC does not have the resources of a large health system. "Our board's mission is to continue to be independent, and there are financial challenges that go along with that, on top of the reductions in reimbursements and volumes that all providers are seeing," says Greg Maras, vice president, human resources. "From an HR perspective, I look at what I can do internally to help offset these external forces." The wellness program is doing its part in keeping costs down, estimating that for every \$1 spent on the program, the organization saves \$3.60 in avoidable costs.

Given the success of its internal wellness initiative, MMC is offering an employee health program to other employers in the community. It incorporates Interactive Health services but carries the hospital brand.



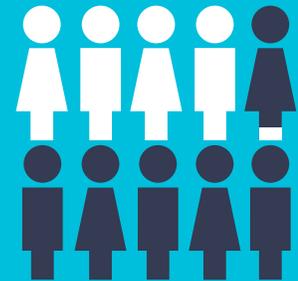
**CLAIMS ANALYSIS SHOWED THAT PARTICIPANTS IN THE WELLNESS PROGRAM WERE 28 PERCENT LESS EXPENSIVE THAN NON-PARTICIPANTS IN 2017.**

– Greg Maras, vice president, human resources  
Meadville Medical Center



They cost the organization **33% less** than participants who did not meet their goal

**\$3.60 saved**  
FOR EVERY  
**\$1.00 spent**  
ON WELLNESS PROGRAMS



**41%**  
of participants with **high health risk** moved to **moderate or low risk** over the past year

Participants at **high health risk** cost the organization **75% more** than those at **low risk**



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