

# PROFESSIONAL SERVICES EMPLOYER IMPLEMENTS TRIA HEALTH TO CONTROL HEALTHCARE SPEND

## THE CLIENT CHALLENGE

A professional services employer was struggling to control health care cost associated with members with chronic conditions. The goal was to partner with a condition management organization who could deliver high levels of engagement and provide a seamless member experience. The employer previously had a carved out disease management program, but it failed to make an impact on their health care trends. Quantifiable results, including participation, financial and improvement in clinical outcomes, would need to be demonstrated.

## TRIA HEALTH'S SOLUTION

Tria Health was founded on the belief that pharmacists play a vital role in the care management of high-risk patients that drive the majority of health care spend. As part of their care team, Tria's pharmacists work one on one with patients and their physician(s) to improve the patient's health.

### Tria Health was selected for several reasons, including:

- Pharmacists are the most logical resource to engage complex, high-risk members since medications treat chronic conditions.
- Tria provides a patient-centric approach to ensure all conditions are controlled properly rather than a disease-specific model.
- Tria's solution includes measurable outcomes and a 1:1 financial guarantee to reduce the employer's financial risk.
- Collaboration to create a customized incentive and communication strategy to maximize engagement.

Tria Health continually delivered detailed reporting with quantifiable results on medical & pharmacy savings, as well as improving clinical outcomes.

### THE ENGAGED PATIENT PROFILE: IT'S A LOT TO MANAGE

**PRESCRIPTION MEDS:** 8.3

**OVER-THE-COUNTER:** 1.7

**CONDITIONS:** 6.0

**TARGET CONDITIONS:** 2.4

**DRUG THERAPY PROBLEMS:** 1.0

## REPORTING PROVIDED INSIGHTS TO DRIVE ACTION

To ensure engagement continued to increase over time, Tria Health reviewed engagement numbers and discussed the communication strategy with the client on a quarterly basis. A comprehensive financial and clinic outcomes report was provided at the end of each year.

## OUTCOMES AND SAVINGS

**Overall ROI: 4.2 : 1**

**Hard Dollar Savings: 140% of Investment**

Aggregate Savings (2+ Years)	
<b>Pharmacy Savings:</b> Savings from generic substitutions, less expensive alternatives & discontinued medications. Savings are confirmed through pharmacy claims analysis.	<b>\$224,055</b>
<b>Health Care Savings Due to Drug Optimization:</b> Savings on the employer's medical trends were realized through improvements in patient outcomes. This included increasing medication adherences, resolving drug therapy problems, closing gaps in care and coordinating care with the member's physician(s). Poor outcomes of chronic diseases were diminished over a two year period.	<b>\$52,386</b>

## PATIENT SUCCESS STORY



**Patient Issue:** The patient had insulin-dependent diabetes and their HbA1C was not at goal with their current regimen of Metformin, Januvia and the long acting insulin Levemir. The patient's provider had suggested the addition of a short-acting, meal time insulin. The patient was very motivated to avoid additional insulin and expressed motivation to institute lifestyle modifications.

**Recommendation:** Tria counseled the patient on diet and exercise changes they could institute that would improve their blood sugar control and patient agreed to strictly adhere to these recommendations. Upon followup, the patient had lost 40 pounds, their HbA1C was at goal at 6.2% and they were able to avoid the need for meal time insulin.

**Impact/Benefit:**  
• Specialist visit avoided

Interested in a Free Savings Analysis? Contact Tria Health Today!  
913.601.5046 | [www.triahealth.com](http://www.triahealth.com)