

TRIA HEALTH PROVIDES HARD DOLLAR SAVINGS FOR HOSPITAL EMPLOYER

THE CLIENT CHALLENGE

An employer with 5,200 members was struggling to control health care cost associated with members with chronic conditions. The employer previously had a disease management program, but it failed to make an impact on their health care trends. The goal was to partner with a condition management organization who could provide quantifiable results, including participation, financial and improvement in clinical outcomes. Additionally, the client had a clinic on-site and needed a solution that could integrate and provide a seamless member experience.

TRIA HEALTH'S SOLUTION

Tria Health was selected for several reasons including:

- Pharmacists are the most logical resource to engage complex, high-risk members.
- Utilizing 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.
- A customized incentive and communication strategy to help maximize engagement.

By the end of the first year, Tria Health met their financial guarantee and delivered a detailed report with quantifiable results on preventative health care and pharmacy savings.

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

PRESCRIPTION MEDS: 7.5

OVER-THE-COUNTER: 1.8

CONDITIONS: 6.1

TARGET CONDITIONS: 2.7

DRUG THERAPY PROBLEMS: 1.0

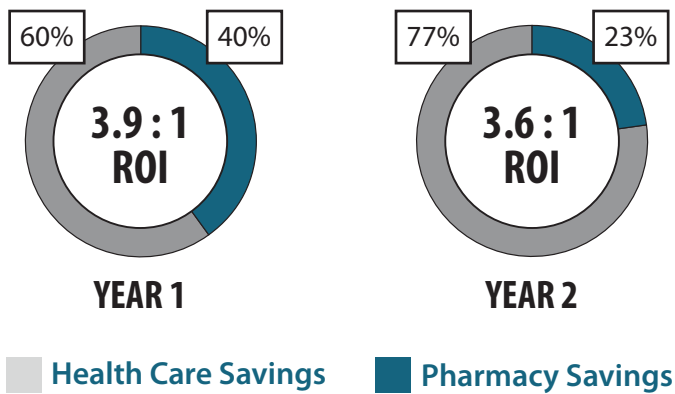
ENGAGEMENT STRATEGY

Tria Health created a customized communication & engagement strategy based on the organization's communication preferences. Through collaboration with Tria, members were made aware of their new benefit through open enrollment meetings, on-site visits by Tria Health, management communications and signage. Additionally, high-risk members, who were identified through claims data, received direct contact by Tria Health through outbound letters, telephone calls, and emails.

RESULTS

Tria Health provided quarterly engagement reporting to the employer for the first nine months to ensure the implementation process was effectively engaging its members. A comprehensive report detailing the financial and clinical outcomes is provided on an annual basis. Each year, Tria Health has not only provided measurable health care savings, but also healthier employees.

SAVINGS CONTINUE YEAR OVER YEAR



2 YEAR AVERAGE ADHERENCE INCREASE	
Diabetes	29%
Heart Disease	28%
High Blood Pressure	26%
Cholesterol	23%
Respiratory	12%

PATIENT SUCCESS STORY



Patient Issue: The patient was recently discharged from the hospital following an admission for pneumonia and COPD exacerbation. At the time of their Tria consultation, the patient was doing well and admitted adherence with their COPD regimen of Spiriva and Symbicort.

Recommendation: The patient did not have a fast-acting rescue inhaler at home and this was concerning as they were still experiencing shortness of breath. Tria contacted their prescribing physician who called in a prescription for Albuterol that the patient picked up that same day.

Impact/Benefit:

- Specialist visit avoided