



Healthcare

Industry

Results

Bravo's proprietary technology platform allows us to administer complex plan designs and custom solutions for the clients we serve. We can handle multiple vendor program elements, the integration of data files, and still deliver exceptional reporting on all fronts of your program.

A few examples from our healthcare clients.

12,000 employee health system

Custom Program Elements:

This health system has dozens of medical facilities, several health plan options and numerous local health improvement solutions. They needed a partner who could create a simple solution for a complex environment.

Integration Points:

The client needed to pull benefits and wellness data from multiple vendors.

- » **Benefit Harbor - enrollment and eligibility data**
- » **BioSignia Know Your Number® - data from the participants' health risk assessments**
- » **Four different Disease Management vendors, including Lovelace Health Disease Management, BCBS-TX Disease Management, HCSC Disease Management, and Health Advocate**

Screening Solutions:

Due to the sheer number of employees and continual new hire recruits, the client utilizes a screening vendor for onsite screenings, remote screening kits and their own physicians at one location for new hire screenings.

Bravo Platform Reporting:

We receive a weekly import of eligibility files from Benefit Harbor. A weekly payroll file is then exported to Benefit Harbor and weekly exports of screening and health risk assessment results are sent to Lovelace Health, BCBS-TX, HCSC and Health Advocate.

5,000 employee hospital

Custom Program Elements:

Prior and current year data is used to determine progress made. Activity tracking is also reviewed for tobacco attestation and wellness programs: Live Healthy America Dash to the Beach, Live Healthy America Family Wellness Challenge, Live Healthy America Step 2 It, Blue Cross Blue Shield (BCBS) of Kansas City's Naturally Slim, Round Trip Passport to Health and Walking Works Challenge.

Integration Points:

BCBS-Kansas City's health risk assessment and all program completion files are sent to Bravo. Biometric screening results are also integrated.

Screening Solutions:

The client utilizes BCBS-Kansas City for onsite and new hire screenings.

Bravo Platform Reporting:

We take in numerous files and created one centralized dashboard for participants. We provide the incentive management, communications, call center, appeal administration and reporting.

Achievement matters for healthcare companies.

Healthcare costs for hospital employees are 9 percent higher than the general population. Studies show a health system with 16,000 eligible employees would save \$1.5 million annually for each 1 percent reduction in health risk.¹

¹ <http://www.wellnesscorporatesolutions.com/blog/10-steps-for-hospital-systems.pdf>

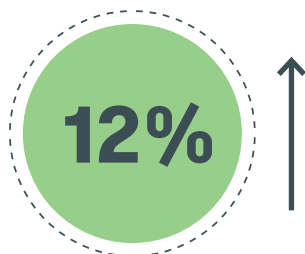
Real results from Bravo healthcare clients:



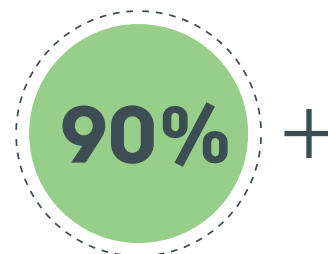
Of the 18.7 percent of the participants with one or two high risks, in year one **29 percent eliminated one or both risks by year two.**



Of the 50.5 percent who had blood pressure readings above normal, **19 percent lowered their blood pressure to normal levels.**



Of the 60.8 percent of participants with an elevated LDL cholesterol range, **12 percent made an improvement.**



Participation rates average 75 percent, but when groups follow our best practice for plan design and incentive levels, **they achieve over 90 percent participation.**

We are ready to work with you!



“Bravo has made a significant impact on our organization. Not only does the program simultaneously pay for itself and decrease our costs, but it has helped to raise awareness among our employees of what their health status truly is. Anecdotally, we see our employees changing their habits including making smarter lunch choices. Quantitatively, we measure the Bravo impact on health and claims costs as 94 percent of employees participated in a biometric screening.”

Melanie Miller, VP Compensation & Benefits



“Bravo’s guidance has enabled us to design and implement a wellness incentive program that meets the goals, needs, and culture of our organization, while navigating the many details involved in maintaining a compliant program. Bravo has been actively involved with us every step of the way.”

Cristin Cooney, Manager of Employee Wellness

Other Satisfied Bravo Clients Include:

Columbus Regional Health, JFK Health, Maury Regional Medical Center, Meridian Health and many others.

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