



ValidationInstitute

2023 Validation Report

Review for: XP Health
Validation Achieved: Savings
Valid through: September 2023



Company Profile



Category:	Vision Care
Website:	https://www.xphealth.co/
Public or Private:	Private
Year Established:	2018
CEO:	Antonio Moraes
Company contact:	info@xphealth.co

Description:

XP Health democratizes access to high-quality, delightful experiences in vision care that double coverage and reduce costs. It is the first digital-first vision platform focused on eye exams and eyewear that uses artificial intelligence, augmented reality, and customer-centric design to create a stellar member experience and provide better access.





Claim Assertion for Validation

XP Health's employer cost per set of eyeglass frames is lower than the employer's previous plan in this case study.





Method / Calculation / Examples

A single employer's costs for a competitor's plan pre-XP Health was tracked for one year and included: Claims costs, including frames, single vision, bi-focal and tri-focal lenses; and administration fees. The number of employees and dependents enrolled and number who had a claim for eyeglass frames was also tracked.

The same employer's costs were tracked for its first year with XP Health. XP Health has a subscription fee that applies per employee per month. The number of employees and dependents who had a claim was counted for the year.

For both the prior plan and the XP Health plan, total claims and administrative costs were divided by the number of claimants to get a per claim cost. The total cost per claim for the prior plan was then compared to the XP Health Plan cost.





Findings and Validation

Chart 1 shows Enrolled Members increased from 4,249 in their previous plan to 6,713 (a 58% increase) after switching to XP Health.

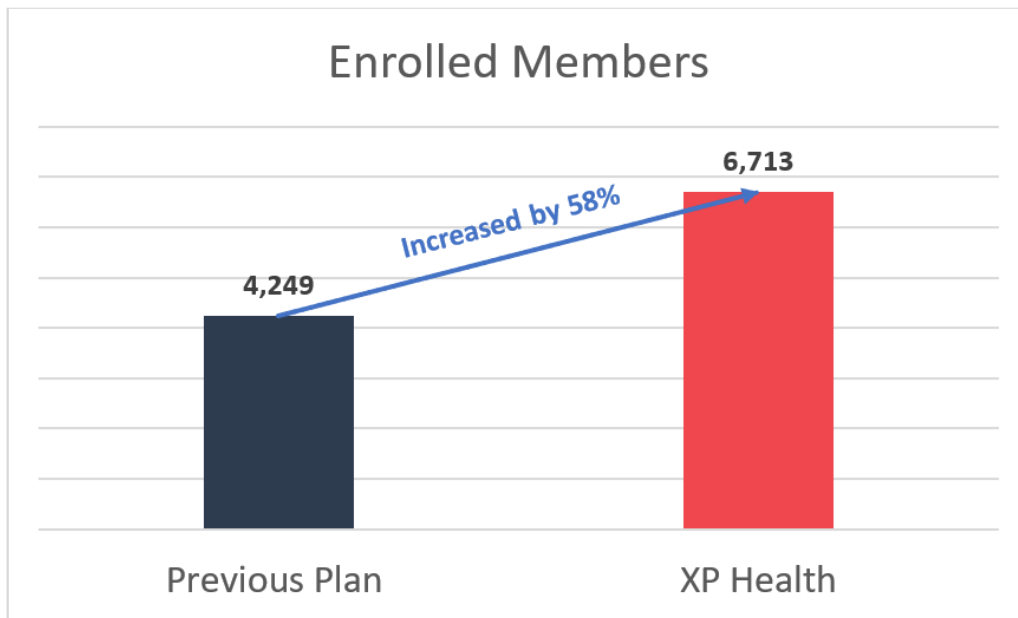


Chart 1



Findings and Validation

Chart 2 shows Members with eyeglass claim increased from 1,135 in their previous plan to 5,204 (a 459% increase) after switching to XP Health.

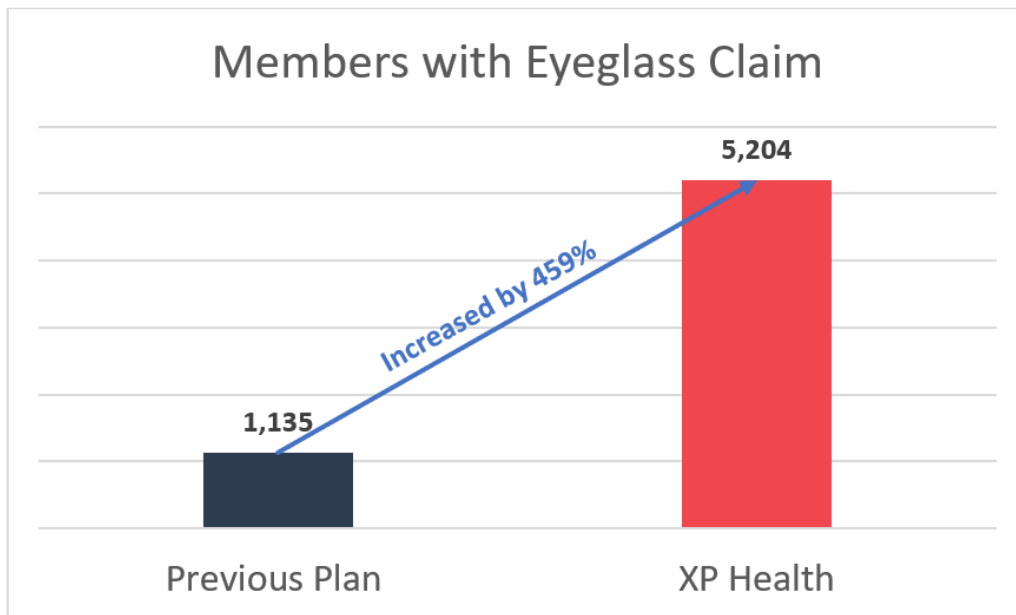


Chart 2

Findings and Validation

Chart 3 shows cost per claimant decreased from \$212.86 in their previous plan to \$65.37 (a 69% decrease) after switching to XP Health.

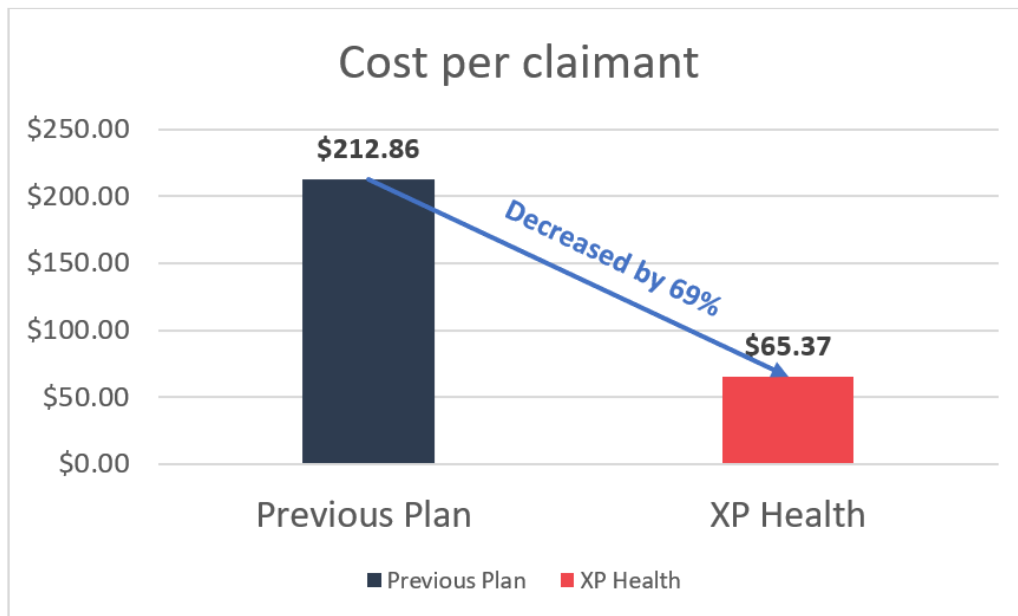


Chart 3



Limitations

The XP Health plan enrolled more employees, and had more people receive eyeglass benefits. Thus, the employer's cost per claimant went down while the total spending reflected the larger number of people enrolled.





Validation and Credibility Guarantee

XP Health's service has achieved validation for Savings. Validation Institute is willing to provide up to a \$25,000 guarantee as part of their Credibility Guarantee Program. To learn more, visit

<https://validationinstitute.com/credibility-guarantee/>.

Savings

Can reduce health care spending per case/participant or for the plan/purchaser overall.

Outcomes

Product/solution has measurably improved an outcome (risk, hba1c, events, employee retention, etc.) of importance.

Metrics

Credible sources and valid assumptions create a reasonable estimate of a program's impact.

Contractual Integrity

Vendor is willing to put a part of their fees "at risk" as a guarantee.





Validation Expiration: September 2023

CERTIFICATE OF VALIDATION

Applicant: **XP Health**
Palo Alto, California 94306, US

Claim: XP Health's employer cost per set of eyeglass frames is lower than the employer's previous plan in this case study.

Validation Achieved: **Validated for Savings**

Award Date: **March 2023**

Linda K. Riddell, MS
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Validation Institute

Benny DiCecca
Chief Executive Officer
Validation Institute





About Validation Institute

Validation Institute is a professional community that advocates for organizations and approaches that deliver better health value - stronger health outcomes at lower cost. We connect, train, and certify health care purchasers, and we validate and connect providers delivering superior results. Founded in 2014, the mission of the organization has consistently been to help provide transparency to buyers of health care.

Validation Review Process

Validation Institute has a team of epidemiologists and statisticians who review each program. The team focuses on three components:

- Evidence from published literature that a similar intervention had similar results.
- The reliability and credibility of the data sources.
- The rigor of the approach to calculating results.

To achieve validation, the program has to satisfy each of these components. VI's team then summarizes the review into a report which is publicly available. Details of VI's review are available with the program's permission.

