

TRIA HEALTH PARTNERS WITH MANUFACTURING EMPLOYER TO CONTROL TRENDS

THE CLIENT CHALLENGE

A national manufacturing employer with 7,800 employees 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 integrate data and coordinate care between multiple providers, providing 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 demonstrated the ability to work with other providers without additional cost to the employer.
- 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: 6.6

OVER-THE-COUNTER: 1.8

CONDITIONS: 7.8

TARGET CONDITIONS: 2.3

DRUG THERAPY PROBLEMS: 1.4

ENGAGEMENT STRATEGY

To encourage high-risk members to participate in Tria Health's Pharmacy Advocate Program, Tria Health helped administer a value based benefit design that reduced the out of pocket expense on maintenance medications for those who engaged with Tria Health. This incentive, along with a continuous multi-channel marketing campaign supported by the employer, provided means for growth in engagement over a two year period.



*Tria Health & the client achieved a 29% engagement rate at the end of year 1 and 39% at the end of year 2.

REPORTING PROVIDED INSIGHTS TO DRIVE ACTION

To ensure engagement continued to increase over time, Tria Health reviewed engagement numbers by location 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: 5 : 1

Increase in Adherence: 10.5%*

*Validated by consultant

	Year 1	Year 2
Pharmacy Savings: Savings from generic substitutions, less expensive alternatives & discontinued medications. Savings are confirmed through pharmacy claims analysis.	\$227,700	\$258,577
Health Care Savings Due to Drug Optimization: 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.	\$817,430	\$889,019