

Employers Leveraging Kaia Health to Drive Year-over-Year MSK Claims Savings

The problem: Our client, a progressive employee-centric organization, recognized the significant financial burden of MSK-related claims within their employee healthcare benefits program. Determined to optimize costs and support the well-being of their workforce, they sought a partner who could implement an innovative MSK solution.

The client was plagued with challenges regarding MSK claims management:

Escalating healthcare costs: MSK conditions were the leading driver of healthcare claims expenses, creating a financial strain on the employer's healthcare budget year after year.

Absence of proactive interventions: Traditional approaches to MSK management were reactive, focused on treating symptoms rather than preventing or proactively addressing underlying issues.

Employee productivity well-being: The prevalence of MSK conditions among employees led to reduced productivity, increased absenteeism, and decreased employee satisfaction and engagement.

"Feeling good. I did the catch the stars game a few days ago and loved it! **So much fun."**

kaia health

sales@kaiahealth.com | kaiahealth.com



"Thank you so much. I am finding **my exercises very helpful** and try to dedicate at least 15-30 minutes a day to them when I can."

The solution: The employer selected Kaia Health due to the digital-first approach. They felt that leveraging advanced analytics, personalized wellness programs, and telehealth capabilities would improve employee health and revolutionize claims management.

In January 2022, Kaia Health was implemented, and employees were able to access the intuitive yet personalized MSK app anytime, anywhere. Employees could also leverage Kaia Health's mindfulness and relaxation techniques and education. Employees also had direct access to Kaia Health's care team, consisting of physical therapists and certified health coaches.

THE RESULTS:

Year-Over-Year Claims Savings:

By focusing on prevention, early intervention, and targeted employee support, the client witnessed a substantial reduction in healthcare costs.



	2021	2022	
Total medical paid claims	\$16.3M	\$15.8M	\$500K cost savings in year 1
% of MSK Spend	8.9%	6.4%	



Improved Employee Outcomes:

The personalized wellness programs, coupled with remote monitoring and telehealth services,

led to improved health outcomes for employees. Reduced pain levels, faster recovery times, and increased employee engagement resulted in a healthier and more productive workforce.

Enhanced Employee Satisfaction:

Kaia Health's user-friendly interface, personalized features, and convenient access to care significantly improved employee satisfaction.

