Changing the cost curve



A 23,000-employee health system challenged inHealth to lower healthcare costs without reducing benefits. Through advanced analytics, strategic communications, tailored digital engagement, and targeted health initiatives, we delivered measurable results for eight consecutive years.

The starting point

Disconnected strategies create disconnected results.

Screening participation sat at 14% under an outsourced vendor. Chronic disease was surfacing late, in the claims file, priced at full cost. Leadership had numbers but no story a CFO could act on.

inHealth brought the program in-house, joined health risk assessments and biometrics to claims and clinical data, and built a five-year forecast of emerging disease. Participation reached 69% in year one.

Client profile

Multi-State Health System (MSHS)

- Nationally recognized, multi-state, self-insured
- 23,000+ employees · 31,500+ plan members
- Integrated multispecialty group, 500+ providers
- Program launched with a $1M foundation grant

$90M
Cost avoided
Medical and pharmacy, versus peer trend.

97%
Screening rate
Nearly double the 50% national average.

93%
Wellness visits
Completed annually. National average: 40%.

2.5%
Cost trend
While national trend ran 4.5–9.1%.

> ***inHealth has been an invaluable partner for six years — their experts in analytics, marketing, and strategy transformed our program into one of the country's leading wellbeing initiatives.***
>
> **LIA LANSKY, MS, MHA** · CHIEF WELLBEING OFFICER, MSHS

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One connected system, not five vendors

01 Understand — Analytics reveal risk and gaps

02 Strategize — Executive counsel sets the plan

03 Engage — Communications and platform

04 Improve — Clinical programs move metrics

05 Measure — Impact proven to the board

06 Optimize — Every cycle sharpens the next

Eight years of compounding results

YEAR 1 · FOUNDATION

Insourced and measured

- Screening participation 14% → 69%
- PMPM roughly $150 below peer plans
- 79 chronic disease cases prevented
- $2.8M in predicted cost exposure removed

YEARS 2–7 · MOMENTUM

Engagement made scalable

- $44.7M outperformance versus peers
- HRA participation 90%; AWVs nearly doubled
- 25.9% of members moved to lower risk
- $2.2M saved on high-risk interventions

YEAR 8 · WHOLE PERSON

Beyond clinical care

- Emotional, social, and financial pillars added
- Diabetes program cut HbA1c 14.3%
- Triglycerides down 16.2%; LDL down 4.6%
- Engagement held at 97% screening

THE CONSECUTIVE EFFECT

Members who never miss a wellness visit cost dramatically less.

Three consecutive annual wellness visits, compared with none.

41% lower inpatient costs

57% fewer admissions

28% fewer ER visits

100% prenatal care compliance

Risk factors reduced

Undiagnosed diabetes	↓ 58%
Hypertension	↓ 56%
Prediabetes	↓ 46%
Metabolic syndrome	↓ 41%

Disease incidence reduced

Stroke	↓ 31%
Diabetes cases	↓ 26%
Coronary heart disease	↓ 24%
Total avoidable cases	↓ 26%

Where the results come from

Care conditions
Coaching paired with medical therapy for chronic disease.

Nutrition & movement
A 12-week journey across six daily foundations.

Emotional & social
Virtual small groups that reduce isolation at work.

Financial & career
Expert sessions on retirement, benefits, and debt.

What could your organization do with the resources better health creates?

Request a consultation

inhealth4change.com

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Multi-State Health System (MSHS) is a de-identified client of inHealth Strategies; results are reported with permission and contain no protected health information. Figures reflect program years 2018–2026. Risk and disease reductions measured across 4,472 employees with continuous participation; wellness-visit comparisons drawn from a three-year analysis of members with three consecutive visits versus none. National benchmarks from published industry sources.