

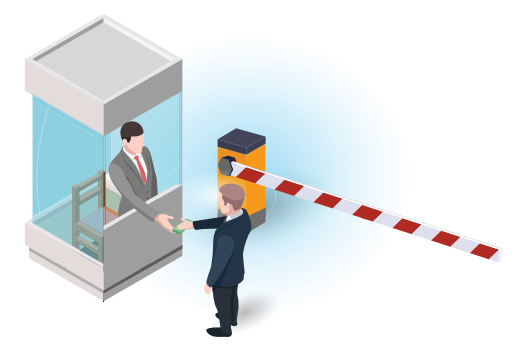
# Optimize Decision Support Program Results Through Shared Responsibility

## REQUIREMENT PROGRAMS FOSTER SHARED RESPONSIBILITY AND RAISE ENGAGEMENT RATES

Using a requirement over an incentive results in a **4X higher program engagement**<sup>1</sup> ... (while employee satisfaction remains high!)



INCENTIVE PROGRAM  
**11%**



REQUIREMENT PROGRAM  
**45%**

<sup>1</sup>ConsumerMedical 2019 Book of Business Engagement Rates

## REQUIREMENT PROGRAM BENEFITS

When a requirement program is used instead of an incentive, savings<sup>2</sup> for an employer can increase from \$500K to \$2M.

**\$500K to \$2M**

That's **3-4X** the **\$AVING\$** over an incentive program.

<sup>2</sup>Savings for a business with 10K employees



**\$1.3M-\$2.0M**  
REQUIREMENT PROGRAM

**\$350K-\$500K**  
INCENTIVE PROGRAM

## REDUCE ELECTIVE SURGERY COSTS<sup>3</sup>

**30%**

of elective surgeries are unnecessary and are avoidable through appropriate employee/member education and decision support.

<sup>3</sup>See ConsumerMedical White paper link below for source data.



In 2019, the U.S. spent an estimated **\$100 billion on elective surgeries.**

**\$30 billion (30%)**

is potentially unnecessary.

## EMPLOYEE EDUCATION

It's not that employees aren't motivated to make better choices.

They don't know what they don't know.



**90%**

of consumers lack health literacy skills

(U.S. Department of Education)

## SHARED RESPONSIBILITY WORKS!

**98%**

average satisfaction score<sup>4</sup> when Surgery Decision Support requirements are in place.

<sup>4</sup>ConsumerMedical 2019 Book of Business Satisfaction Rates



Expect greater savings and high employee satisfaction.

## RESULTS & RESOURCES

See case studies from leading employers who benefited from requirement programs:

**Honeywell**

Leading Financial Company



- Foster Shared Responsibility
- Raise Engagement Rates
- Result in High Satisfaction

For a full list of citations and sources, see the following:  
[White Paper – Strategies to Help Manage COVID-19's Impact on Elective Surgeries](#)

For additional resources, visit:  
[Elective Surgery Support Center](#)

QUESTIONS? GUIDANCE? WE ARE HERE TO HELP.

**Contact** your ConsumerMedical Account or Sales Manager for assistance.



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