



CASE STUDY: EMPLOYER

Health plan employer saves nearly \$14M with 42% engagement.

Client

Not-for-profit, regional, mid-sized health insurance organization

SIZE CATEGORY: 25-50K employees

SELECTED FOR MOBE®: 25% of total population

DEMOGRAPHIC: 24% male and 76% female (Employer-provided binary genders)



Key Takeaway

The employer saved \$13.8M (close to 2% above target) in medical spend in year one, with an engagement rate that also surpassed expectations—even for employees of a health plan company.

Year-One Highlights

Claim-Cost Savings:

6.8%
vs. Projected Spend

Engagement Rate:

42%

The Opportunity

The health plan employer's leadership, including the chief clinical officer and chief actuary, recognized their own employee population had unusually high per-member-per-year (PMPY) costs. They suspected two potential reasons for this: an unhealthy workforce and employees' extensive knowledge of and access to health care services.

Like all self-insured employers, the health plan was challenged by rising cost of care and finding a way to accomplish measurable, attributable savings goals.

“I went to the ER four weeks in a row. I needed help with pharmacy, big time. I pushed myself through work, and I have a very stressful job.”

—Audrey, MOBE participant

How MOBE Helped

MOBE identified the 19% of employees and dependents driving a disproportionate share of health care spending. This population had the highest PMPY costs across MOBE's book of business, validating the employer's concerns about workforce health. Participants were largely sedentary and experienced high rates of metabolic disease, endocrine disorders, diabetes, and hypertension.

Through unlimited, one-to-one support from MOBE Guides and Pharmacists, participants received evidence-based interventions, medication optimization, and personalized recommendations. MOBE's cross-condition, whole-person approach drove sustained engagement, meaningful health improvements, and measurable financial results.

After 12 months, the employer achieved gross savings nearly two percentage points above MOBE's guarantee, with results validated by the plan's actuarial team.

Year-One Outcomes

Health Transformed



40% of participants with weight-loss goals lost at least 5% of their starting weight.



60% of previously sedentary participants increased their daily steps.



61% of participants who previously slept fewer than 7 hours now regularly get 7–9 hours of sleep.



66% of participants improved emotional health. | **59%** are managing stress better.

Medications Managed



96% of MOBE Pharmacist recommendations were accepted upon follow-up.

Utilization Reduced



16.2% fewer ER visits



5.8% fewer professional visits



13.7% fewer inpatient stays



92% participant satisfaction rate

“ I found out a lot of what I was going through was side effects of the medications. My MOBE Pharmacist really educated me on everything and gave great suggestions about what to do. ”

—Audrey, MOBE participant

About MOBE

MOBE is a whole-person condition management company dedicated to helping individuals discover new ways to live healthier through personalized, evidence-based clinical and non-clinical interventions. Combining advanced data analytics, one-to-one health guidance, and digital tools, MOBE empowers individuals to optimize their physical health, mental well-being, and medication management. MOBE partners with employers and health plans to reduce health care claim costs by an average of 7.5% in the first year while enhancing participant satisfaction and well-being.

MOBE[®]

Achieve year-one savings with a personalized, whole-person, cross-condition solution.

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