

## CASE STUDY

# Employer reduces projected cost by \$3.9M.

## Client:

A manufacturer with offices, plants, and R&D centers spanning the nation.

SIZE CATEGORY: 5–25K employees

SELECTED FOR MOBE®: 40% (Unique client situation; MOBE typically selects ~20%)

DEMOGRAPHIC: 58% male and 42% female (Employer-provided binary genders)

## Key Takeaway:

By replacing an underperforming wellness program with an innovative cross-condition solution, the employer reduced health care costs by \$3.9M within the first year.

## Year-One Highlights:

Claims-cost savings:  
**4.6%**  
vs. projected spend

Engagement rate:  
**21.6%**

## Challenges:

With health care costs steadily rising, the employer was frustrated with the lack of impact from its digital-only workplace wellness program. The rising demand for costly GLP-1 support underscored the need for a comprehensive solution that could effectively address both weight management and the diverse combinations of health concerns among their workforce.

- Rising health care costs
- The program in place focused on organizational culture and workforce well-being, and relied on digital engagement only
- Demand for expensive weight management and GLP-1 support

“MOBE selects individuals based on their health care utilization patterns and behaviors, rather than based on singular conditions, costs, or risk level.”

—MOBE client, total rewards leader

“MOBE pieces together a custom health improvement plan to move the individual forward in their health journey”

—MOBE client, total rewards leader

## Solution:

To address rising costs and improve health outcomes, the employer replaced its digital wellness platform with a whole-person, cross-condition, human-led solution: MOBE. After identifying employees with high health care utilization and multi-chronic needs, MOBE engaged individuals and addressed their unique health challenges with a comprehensive clinical and non-clinical approach. Participating employees and adult dependents received evidence-based, care to help optimize physical and mental health and medication use, addressing unique needs across conditions.

The program delivered clear, measurable outcomes. With lifestyle modifications as a first-line approach, nearly half of all participants working on their weight achieved clinically significant weight loss. The emphasis on human-to-human connection with dedicated MOBE Guides and Pharmacists proved especially meaningful for employees in rural field locations, who topped the engagement charts.

MOBE not only paid for itself with the claims-cost savings it generated, but the employer spent less than anticipated; they saved \$26 per member per month with the MOBE-selected group in the first year—tangible impact, actual claims-cost reductions.

## Year-One Results:

MOBE resulted in health care savings totaling **\$3.9M and measurable health outcomes.**

95%

participant  
satisfaction  
rate

**HEALTH OUTCOMES**—Driven by one-to-one conversations and/or app interactions with a MOBE Guide or Pharmacist.



**40%** of participants had weight loss goals and lost at least 5% of their starting weight.



**63%** of participants who were sedentary increased their daily steps.



**65%** of participants who previously slept less than seven hours now regularly get 7–9 hours.



**70%** of participants improved their emotional health.

**61%** are managing stress better.



**98%** of recommendations made by MOBE Pharmacists were accepted by participants and providers.

**UTILIZATION  
REDUCTIONS**



**60%**  
fewer inpatient stays

**3%**  
fewer ER visits

**19.5%**  
fewer imaging visits

**12.1%**  
fewer lab visits

**CLAIMS-COST  
SAVINGS**  
across categories



**34.9%**  
saved—inpatient  
claims costs

**11.5%**  
saved—outpatient  
claims costs

**MOBE**

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

[MOBEforlife.com/employers](https://MOBEforlife.com/employers) | [inquiries@MOBEforlife.com](mailto:inquiries@MOBEforlife.com) | [in](#)

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