

# Is your health system feeling the pressure to lower costs and increase revenue?



From U.S. Preventive Medicine®

# Our hospital partners accomplish **both**

You are familiar with health plans, dental plans, vision plans, and employee assistance plans. At U.S. Preventive Medicine®, we have taken the clinical practice of preventive medicine and wrapped it into a totally new, independent and unique benefit — **The Prevention Plan™**. The Prevention Plan assesses a person's top health risks and then provides a personalized program — supported by interactive online tools and a coaching team led by RN advocates — to improve those risks.



**As a Prevention Network Partner**, your health system will have an exclusive opportunity to generate new revenue from offering The Prevention Plan to employers in your market, and incremental revenue for your retail and ancillary services that support preventive medicine.

### **So How Does The Plan Save Money?**

If you are like most hospitals, your employees spend so much time caring for the health of others that they often neglect their own. The Prevention Plan is a user-friendly, comprehensive health improvement program that provides the tools and support your employees need to help them understand and address their individual health risks.

In addition, it provides you with a tracking program to reward employees for taking important steps to improve their health, such as quitting smoking, improving BMI, exercising, lowering cholesterol and getting recommended exams and preventive screenings.

The result is healthier (and ultimately happier) employees who are more productive and less likely to develop a costly chronic condition now or in the future.

### **and Add Revenue?**

As a Prevention Network Partner, your health system will have an exclusive opportunity to generate new revenue from offering The Prevention Plan to employers in your market, and incremental revenue for your retail and ancillary services that support preventive medicine.

Laboratories, Primary Care, Executive Health, Radiology, Community Education, Fitness Center, Nutrition, Mental Health and other departments can expect increased utilization from Plan members.





## Enhance Your Brand

U.S. Preventive Medicine has created the only global network focused on primary, secondary and tertiary prevention. Affiliation with our network offers your health system added exposure and brand presence, not only in your back yard, but also globally. This association enhances your ability to serve national and international employers that have a local footprint in your market.

Another way to increase exposure and enhance your market leadership is through **The Prevention Plan Challenge™**. As an exclusive provider of The Prevention Plan, you have the opportunity to implement this community-wide program to help local employers build a healthier workforce.

The program benefits employers of any size as they compete for the coveted Prevention Cup. Companies earn points based on:

- Assessment of the company's wellness culture
- Percentage of company employees participating in The Prevention Plan
- Employee participation in healthy community events
- Measurable health improvements made by the overall employee population

U.S. Preventive Medicine provides this turn-key program free of charge, along with tools, templates, communications and sales support to maximize participation and visibility for the program and for your hospital.

## Minimal Investment

We understand budgets are tight and resources are stretched thin. That is why we provide full integration and implementation support for your hospital as well as for employer groups you enroll in The Prevention Plan.

Services we provide include:

- Automated integration with lab, vitals, and biometric measurement data
- Flexible pricing
- Customized incentives based on individual employer goals
- Extensive aggregate reporting on population health status and wellness opportunities for employee population
- Full implementation support
- Creative employee communication programs to promote engagement
- Toolkit to help you launch The Prevention Plan Challenge

# The Prevention Plan™

By focusing on three key dimensions – **assessment, intervention and rewards** – The Prevention Plan encourages employees to make lasting behavior changes that lower their health risks and help them to be healthier, happier and more productive.

## Assessment

Each employee completes a comprehensive Health Risk Appraisal, extensive lab work, and biometric measurements of height, weight, waist and hip measurements, and blood pressure.

Based on these results, the employee receives a customized Prevention Plan that identifies and prioritizes top health and lifestyle risks, and offers step-by-step recommendations to lower those risks and prevent diseases.

## Intervention

The Prevention Plan provides a variety of online tools, along with personal support from RN Advocates\* and their care team, who educate and motivate employees every step of the way. Intensive care management programs are also available for those with chronic health conditions.

### Online features include:

- Action Programs to address key health areas such as weight management, smoking cessation, depression and lowering cholesterol
- Reminders for recommended screenings
- Listing of preventive benefits covered through employer health plan
- Customized Health Dashboard to show progress
- Personal Health Record
- Symptom checker, health library, animations, daily health news and more
- Plus, discounts on health-related services from national Prevention Partners\*\*



## The Prevention Score

Now, health improvement efforts can be measured and verified with the proprietary Prevention Score, which is an integral feature of The Prevention Plan. The Prevention Score serves as a personal gauge of key health indicators that are impacted by lifestyle changes. Employees can improve their score by taking actions such as losing weight, lowering cholesterol, exercising, completing preventive screenings and participating in online Action Programs.

# More About The Prevention Plan

## Rewards

The Prevention Score allows employers to customize incentives and to reward individual employee efforts depending on the Prevention Score level they achieve. Employers can link incentives to the entire score or just to the participation portion. Individual scores are never reported to the employer, only the range in which the score falls, ensuring the privacy of the employee's health information is fully protected.

## Reporting

The Prevention Plan provides employers with an in-depth, aggregate report about their employee population at regular intervals. These reports are invaluable in helping management understand the health and lifestyle risks of their workforce so wellness and care management programs can be targeted most effectively to reduce those risks and contain health care costs.

## Portability

Just as important, the program is independent of insurance and portable. If carriers change, the organization benefits from the continuity of The Prevention Plan for greater return on investment.

## WE MAKE IT EASY

This innovative, turn-key program comes with the support of an entire team of experienced professionals at U.S. Preventive Medicine, committed to your success.

The Prevention Plan is good for your employees, good for your community and good for your bottom line. Let us show you how easily we can implement the program in your market for immediate and long-term results with minimal investment.



**For More Information or to Arrange an Appointment 866.369.9246**

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