



Case Study

Rightway Care Navigation

Your guide to
better health.

In 2018, a 3,500-member auto dealer with locations across the state of Florida implemented Rightway...

They reduced their total healthcare spend by 5% and non-catastrophic spend by 9%, as well as engaged 62% of employees in the first year.

At a time when employees were increasingly confused by their health plans and provider options, the dealership realized they needed to provide employees with a personalized healthcare solution that not only met their needs, but also significantly reduced the company's total expenditure.

Proactive outreach meets personal connection.

Rightway solves some of the biggest challenges across medical and pharmacy. We impact companies' bottom lines through proactive engagement, significant cost reductions, and a demonstrated ROI.

- + Email & direct mail
- + Outbound messaging
- + Health guide introductions
- + Onsite health fairs

Rightway uses health guides to engage members by helping them understand their options and make the best decisions. In the first year of partnership, Rightway was able to produce a 4x ROI for the company.



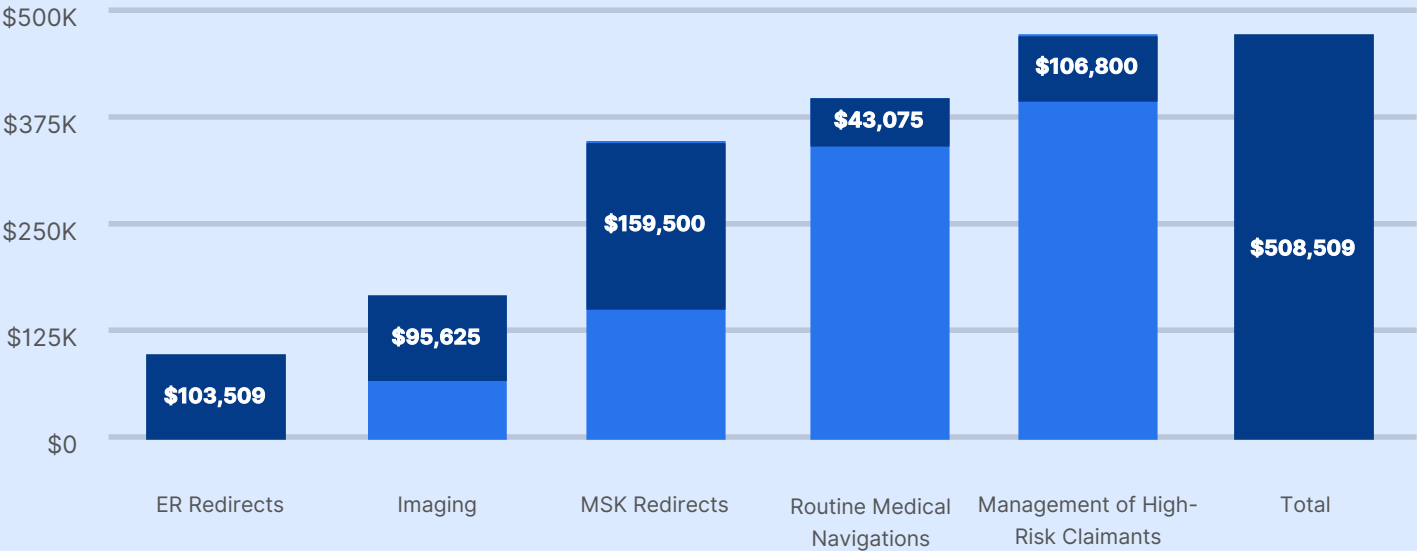
In January 2018...

The dealership offered Rightway as a benefit to every one of its employees. Rightway worked with the team to enroll employees and connect them with dedicated health guides. Rightway health guides helped members with requests for resolving bills, finding physicians within their current plan, deciding when to go to an ER, and booking doctor appointments. Health guides also reached out to employees directly to remind them about preventive care and specific services available through their plan, such as annual wellness visits, flu shots, and diabetes management programs.

COST SAVINGS IMPACT

\$508,509

Projected Total Savings



3.99x

YTD ROI on Rightway Cost

-9.2%

Reduction vs Previous Year (Non-Cat)

-2.4%

Reduction vs Trend (Overall)