



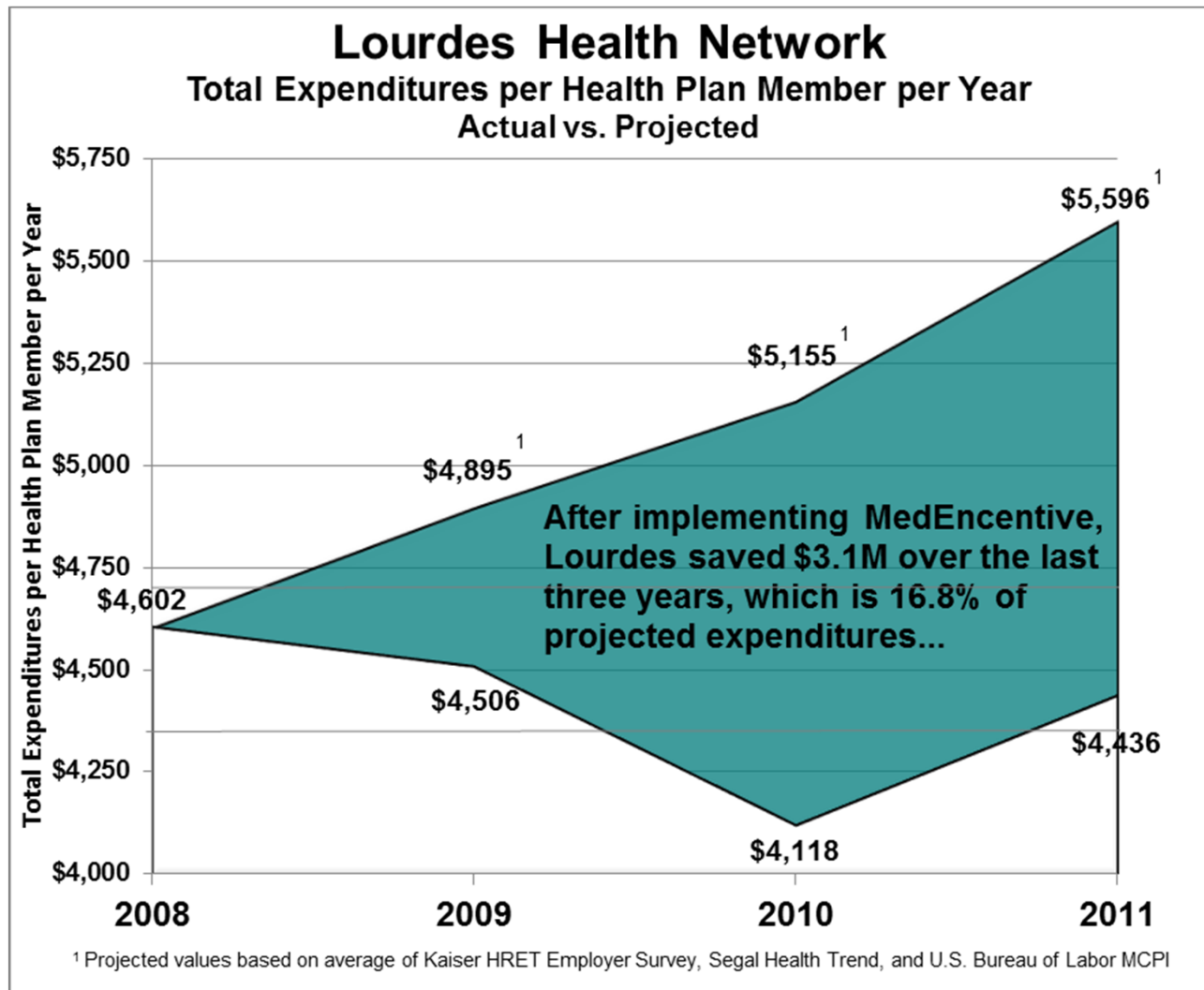
# Physician / Patient Mutual Accountability Program

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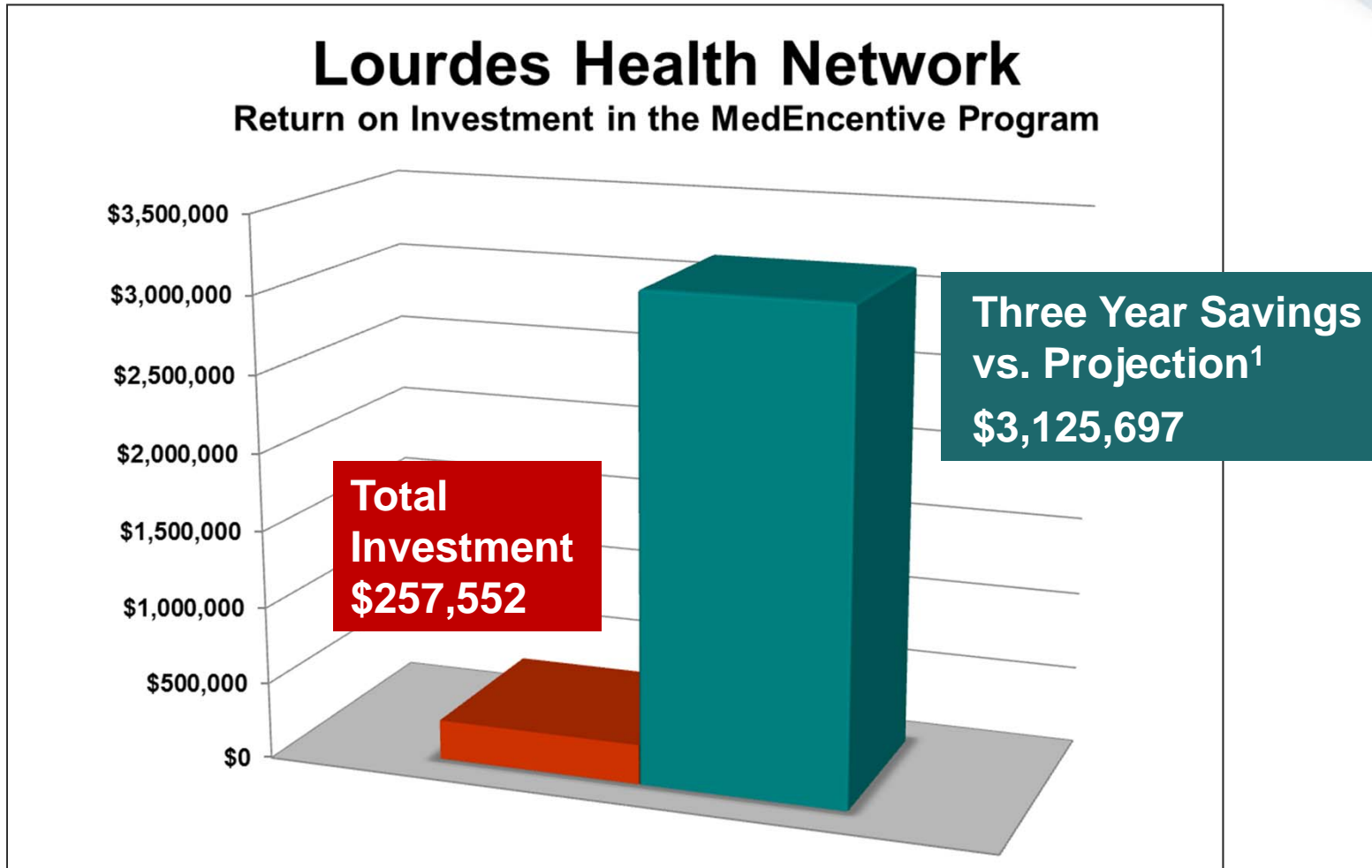
May 2012



Over \$3M savings in last three years



Three year savings vs. MedEncentive program investment = 12:1 ROI



<sup>1</sup> Projected values based on average of Kaiser HRET Employer Survey, Segal Health Trend, and U.S. Bureau of Labor MCPI

**Causality Question:** How can the ROI be attributed to MedEnciente?

**Answer:** As participation in MedEnciente went up, health literacy and medication adherence increased, while hospitalizations declined, which produced the savings...

