

# **The Washington Trial**

**The Loomis Company Analysis of MedEncentive at  
Lourdes Health Network**

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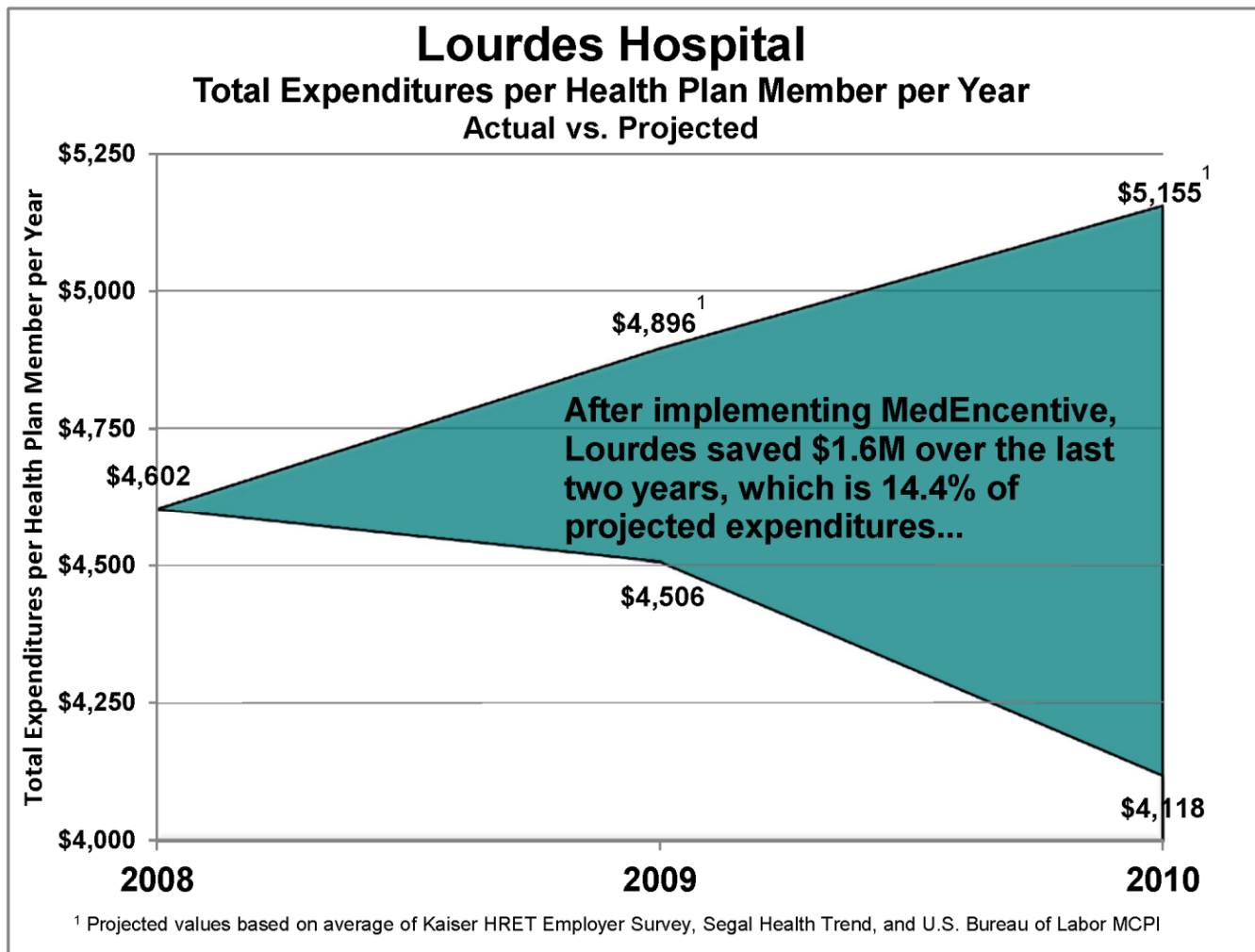


- Wyomissing, Pennsylvania-based award winning insurance services company
- Founded in 1955, family-owned and operated
- Offices located across the country
- Third party administrator for Lourdes Health Network



- Located in Pasco, Washington
- Founded in 1916
- Faith-based hospital system
- 1,100 health plan members
- Unionized workforce
- Escalating healthcare costs prior to adopting the MedEncentive Program in 2008
- An Ascension Health facility

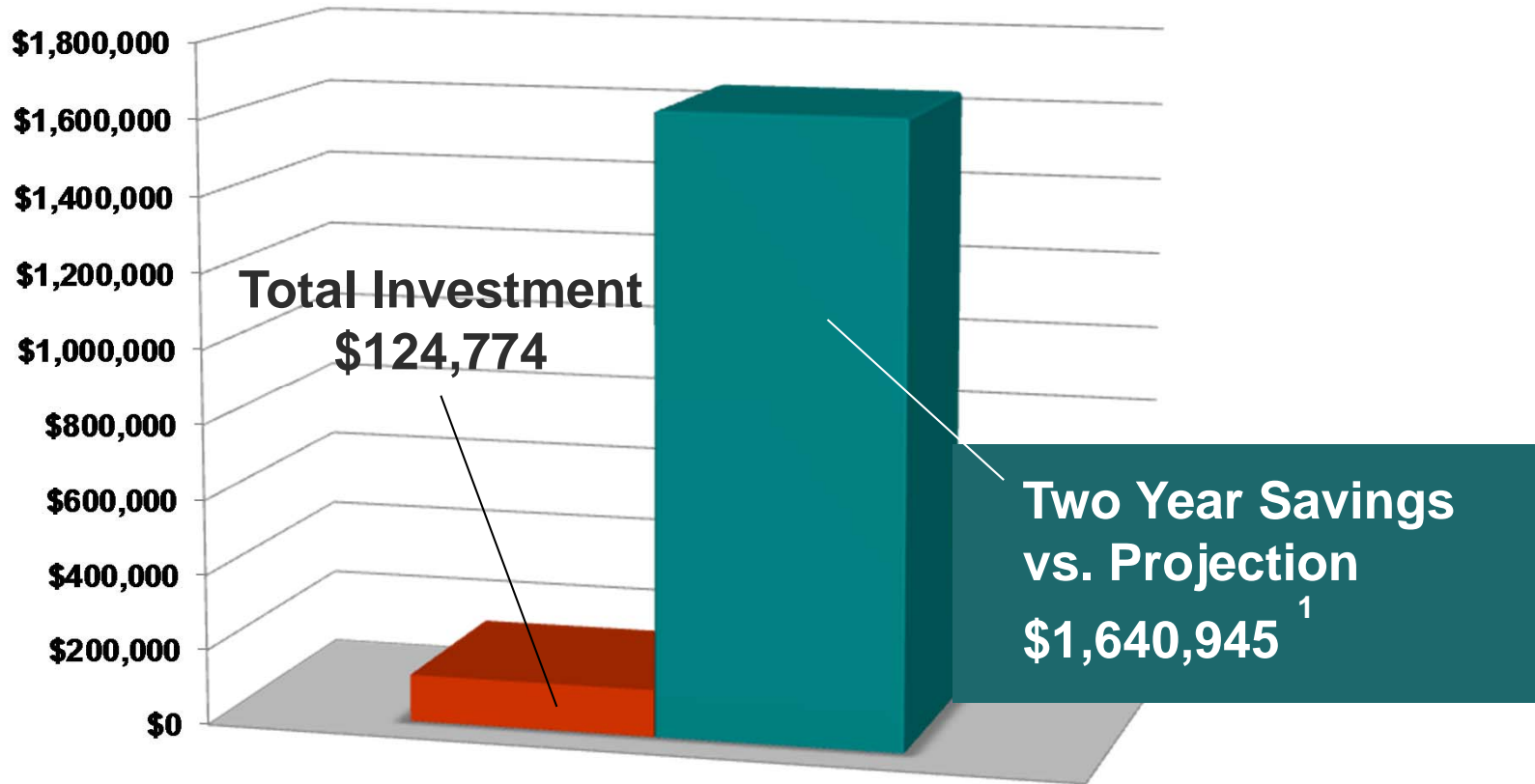
Projected healthcare cost per member per year increased while Lourdes' actual all-in PMPY costs decreased



Source: The Loomis Company

# Lourdes Health Network

## Return on Investment in the MedEncentive Program

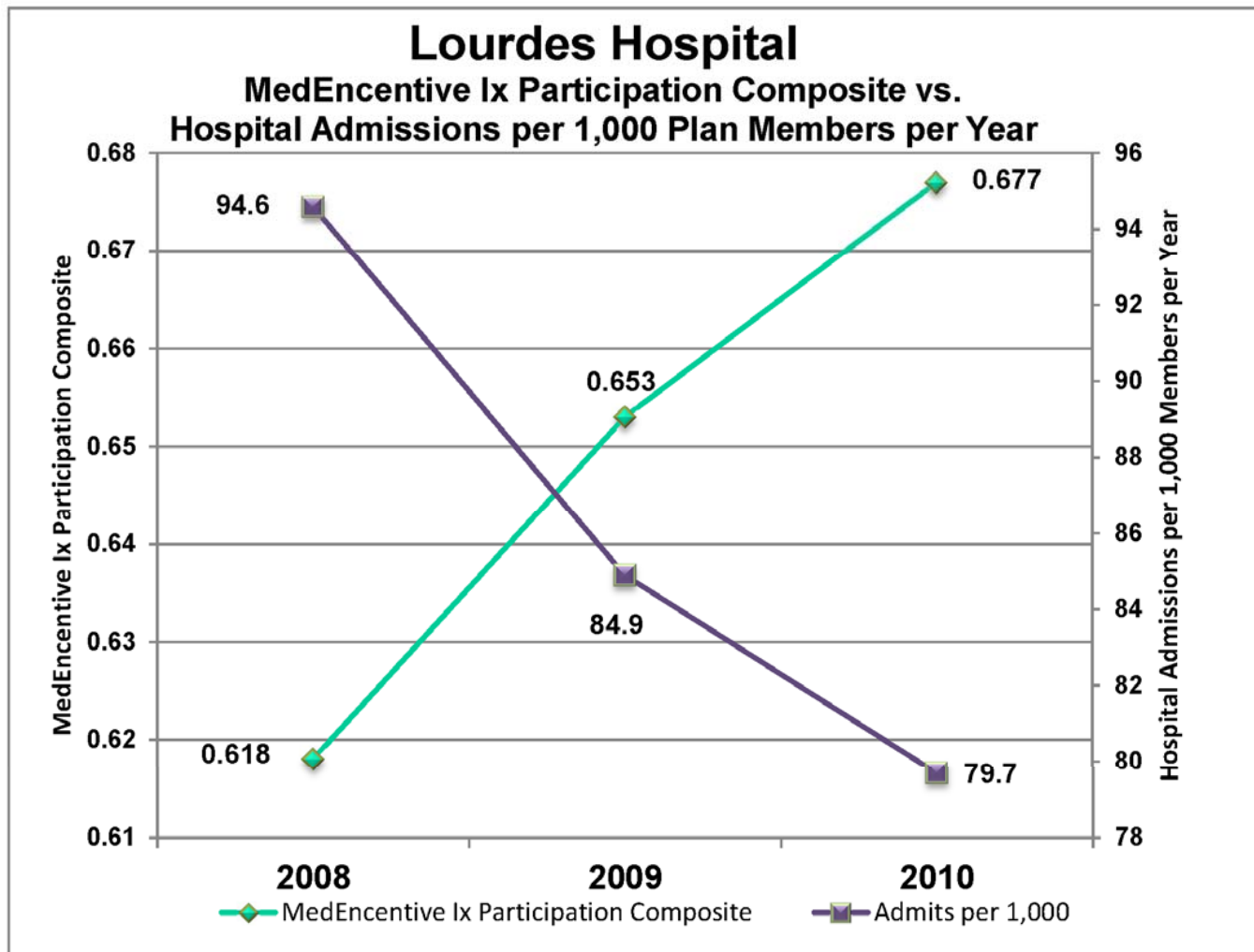


Two year savings vs. MedEncentive program investment = **13:1 ROI**

Data Source: The Loomis Company

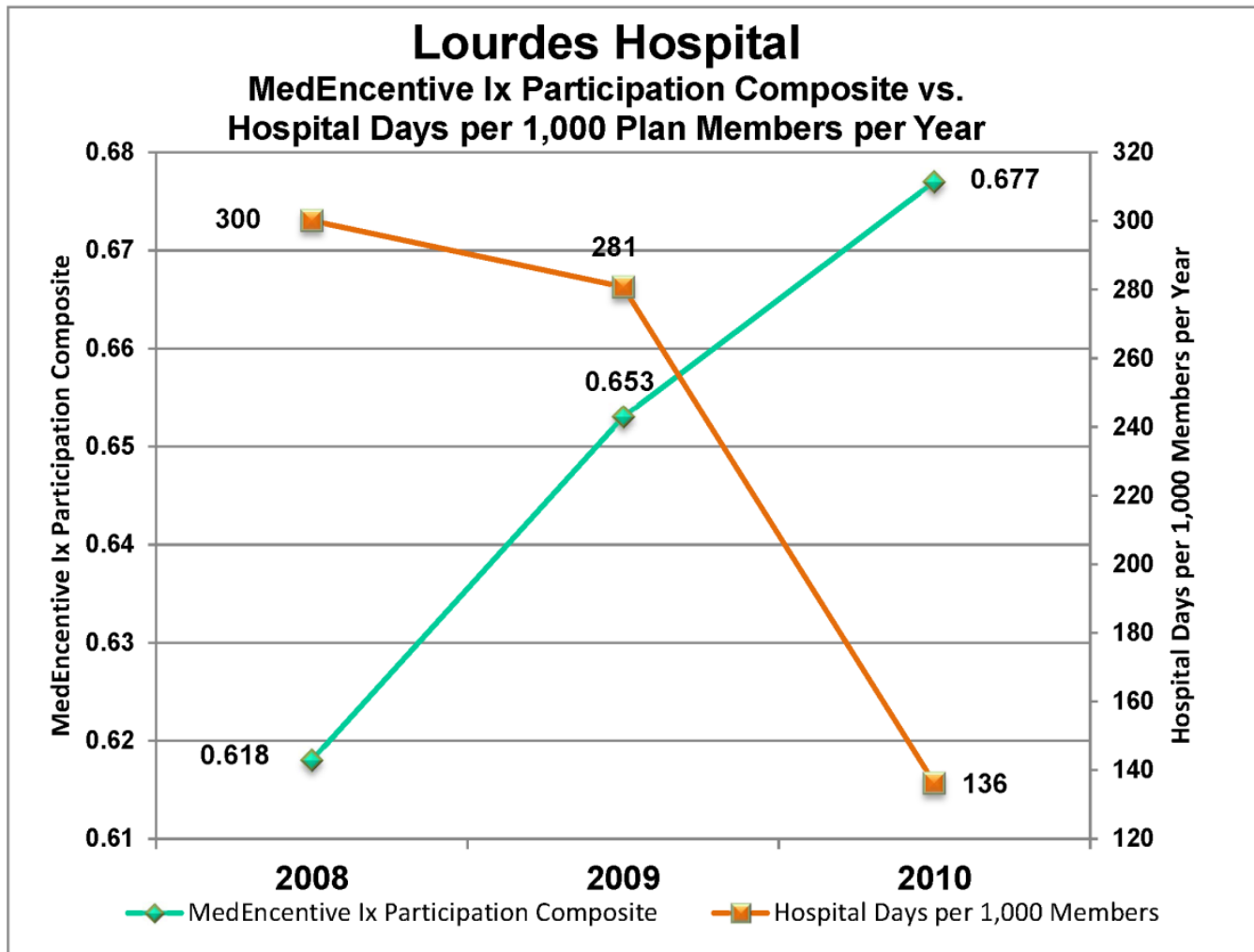
<sup>1</sup> Projected values based on average of Kaiser HRET Employer Survey, Segal Health Trend, and U.S. Bureau of Labor MCPI

# Patient and physician participation in MedEncentive increased and hospitalizations decreased



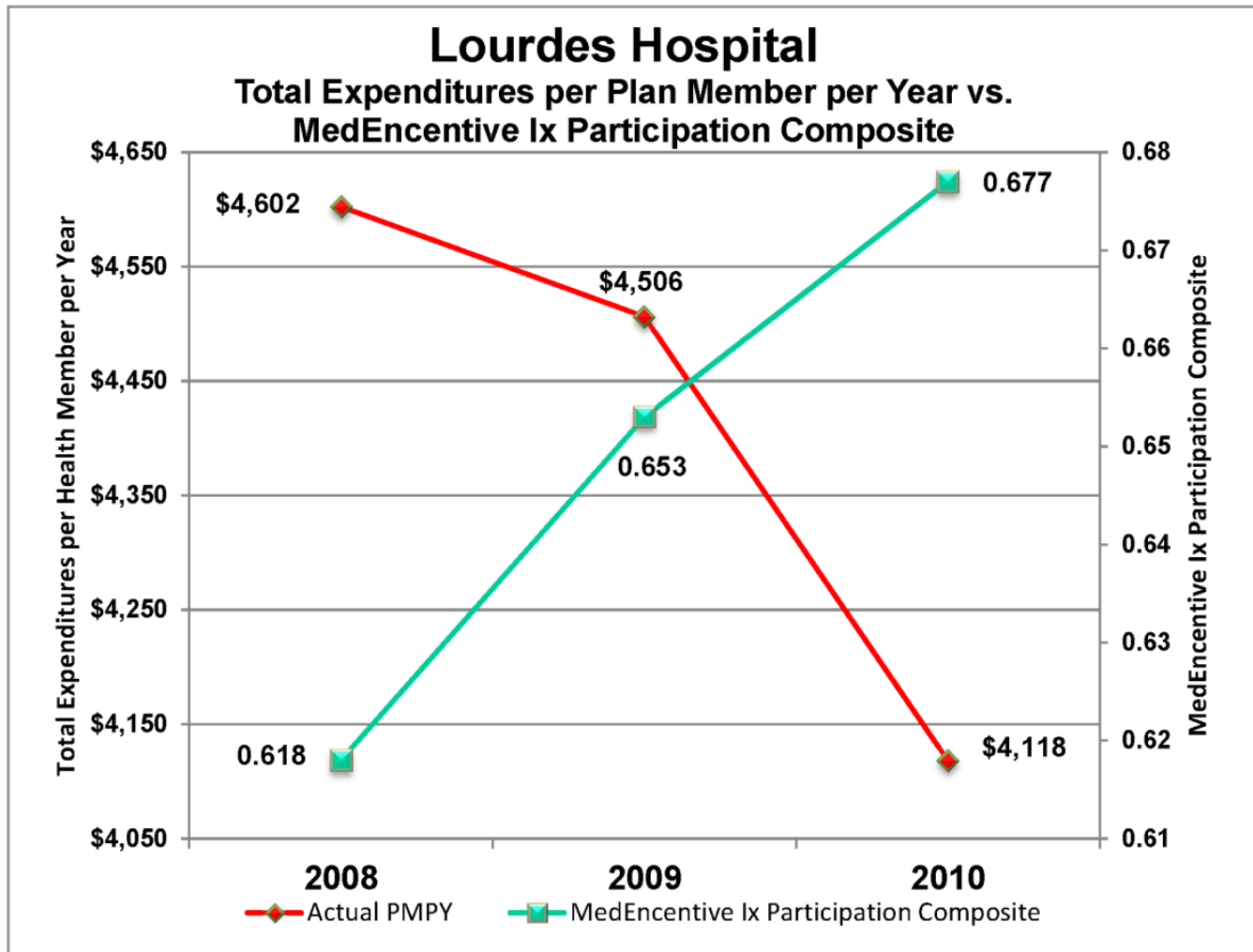
Source: The Loomis Company and MedEncentive, LLC

# Patient and physician participation in MedEncentive increased and hospital days decreased



Source: The Loomis Company and MedEncentive, LLC

# Patient and physician participation in MedEncentive increased and cost per member per year decreased



Source: The Loomis Company and MedEncentive, LLC