


HELLO THERE!

springbuk 

HEALTHIEST EMPLOYERS®



6,000  
**EMPLOYERS**

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**IN GOOD COMPANY**

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27 AIRPORTS  
VISITED



**2 EMPLOYEES**  
(SMALLEST APPLICANT)



**399,000 EMPLOYEES**  
(LARGEST APPLICANT)



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# THE ILLINOIS TOP 3

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## **2 - 99 CATEGORY**

OTTAWA DENTAL LABORATORY  
LINDEN GROUP HEALTH SERVICES  
LAKE FOREST GRADUATE SCHOOL  
OF MANAGEMENT

## **100 - 499 CATEGORY**

INTERACTIVE HEALTH  
SAVO  
THE HORTON GROUP

## **500 - 1499 CATEGORY**

MATHER LIFEWAYS  
ROSECRANCE HEALTH NETWORK  
DUKE REALTY

## **1500 - 4999 CATEGORY**

RIVERSIDE MEDICAL CENTER  
CNO FINANCIAL GROUP  
EQUITY RESIDENTIAL

## **5000+ CATEGORY**

JONES LANG LASALLE  
WALGREENS  
DOVER CORPORATION

# LET'S FACE IT: **WE'RE SICK.**

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ABOUT **1/2 OF ADULTS** HAVE  
A **CHRONIC CONDITION**

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**86%** OF OUR HEALTH CARE DOLLARS GO TO **CHRONIC DISEASE**



**7** of top **10** CAUSES OF DEATH  
- are -  
CHRONIC DISEASE

**SO WHAT ARE WE DOING  
ABOUT IT TODAY?**

\*according to the CDC

**THE CURRENT STATE:** SPEND ON OUTCOMES, AND NOT PREVENTION.

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**\$2 BILLION**

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→ BIOMETRIC SCREENINGS PER YEAR

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**\$315 BILLION SPENT**  
ON HEART DISEASE & STROKE



**\$289 BILLION**  
ON SMOKING-RELATED DISEASE

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**\$245B DIABETES**  *\$69B in decreased productivity*

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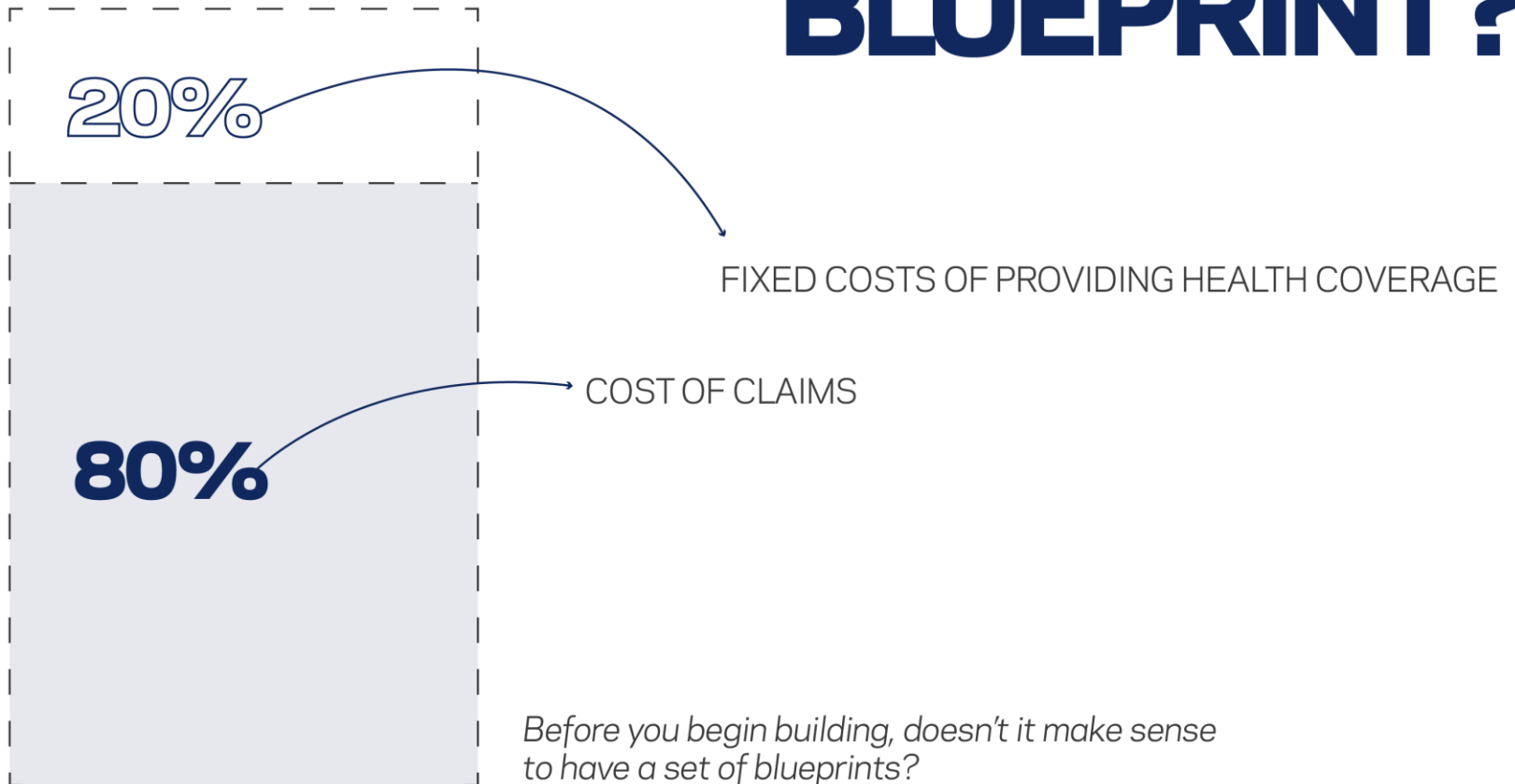
*\$156B in decreased productivity*



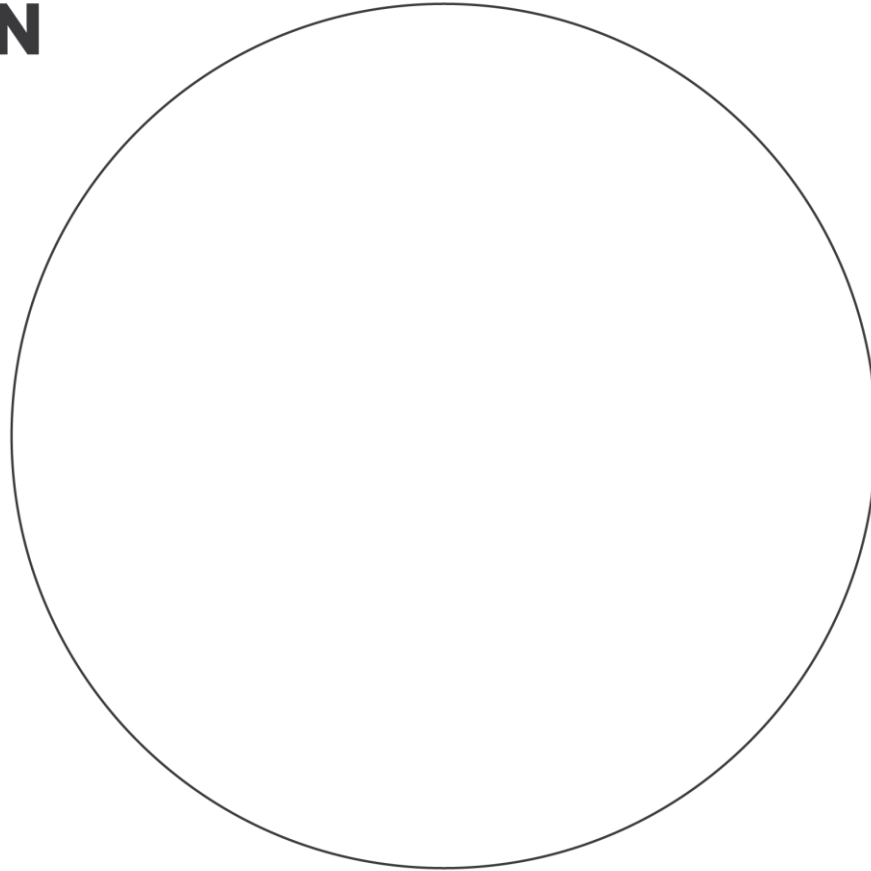
**\$147 BILLION**  
LINKED TO OBESITY

*\*according to the CDC*

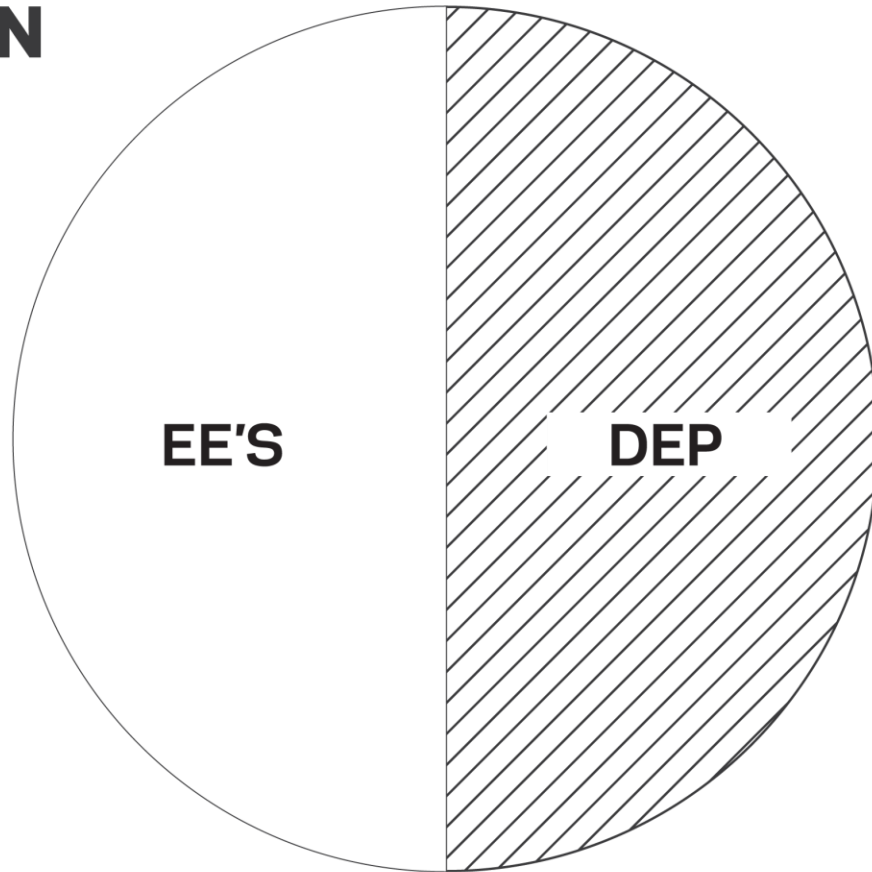
# HOW RELIABLE IS YOUR **BLUEPRINT?**



**TOTAL  
POPULATION**

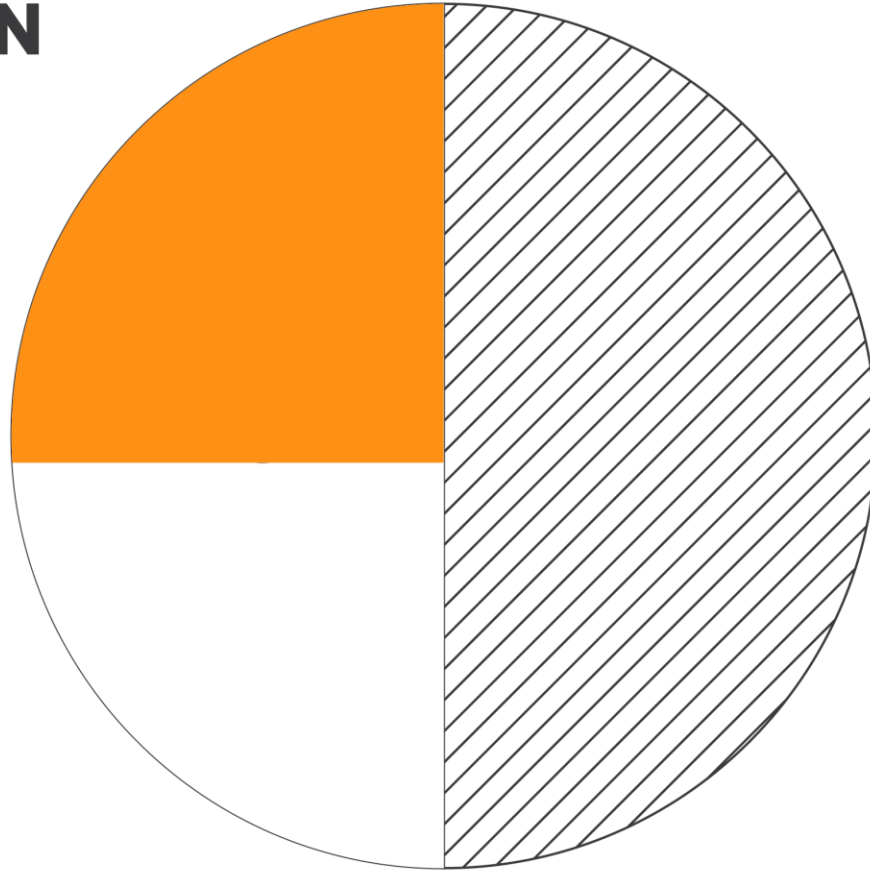


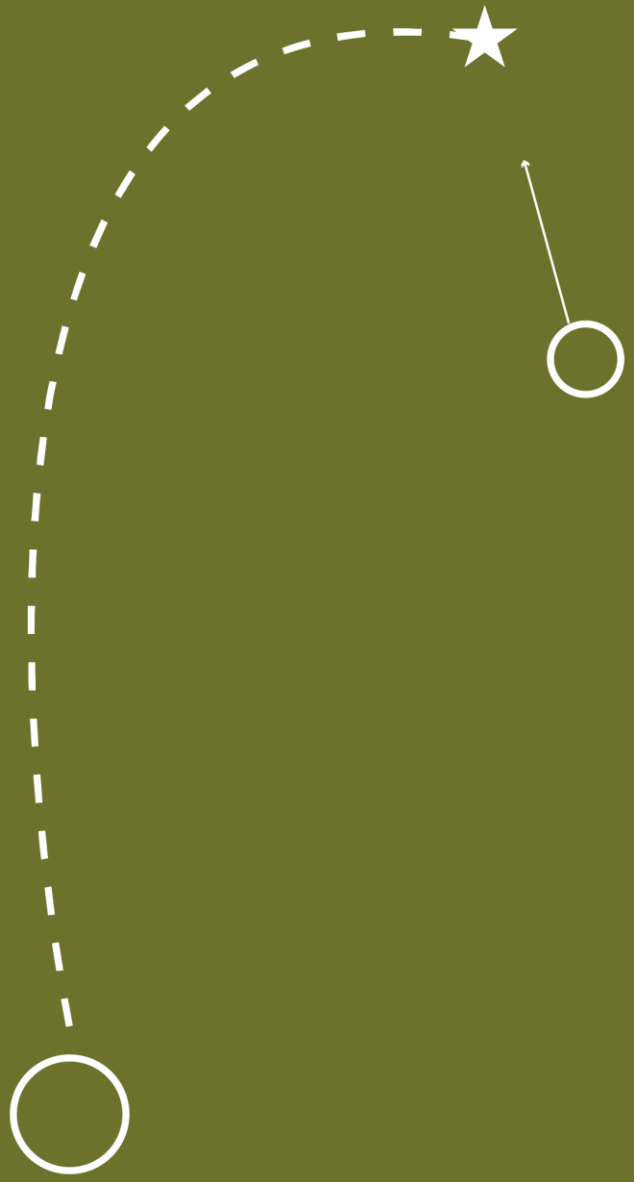
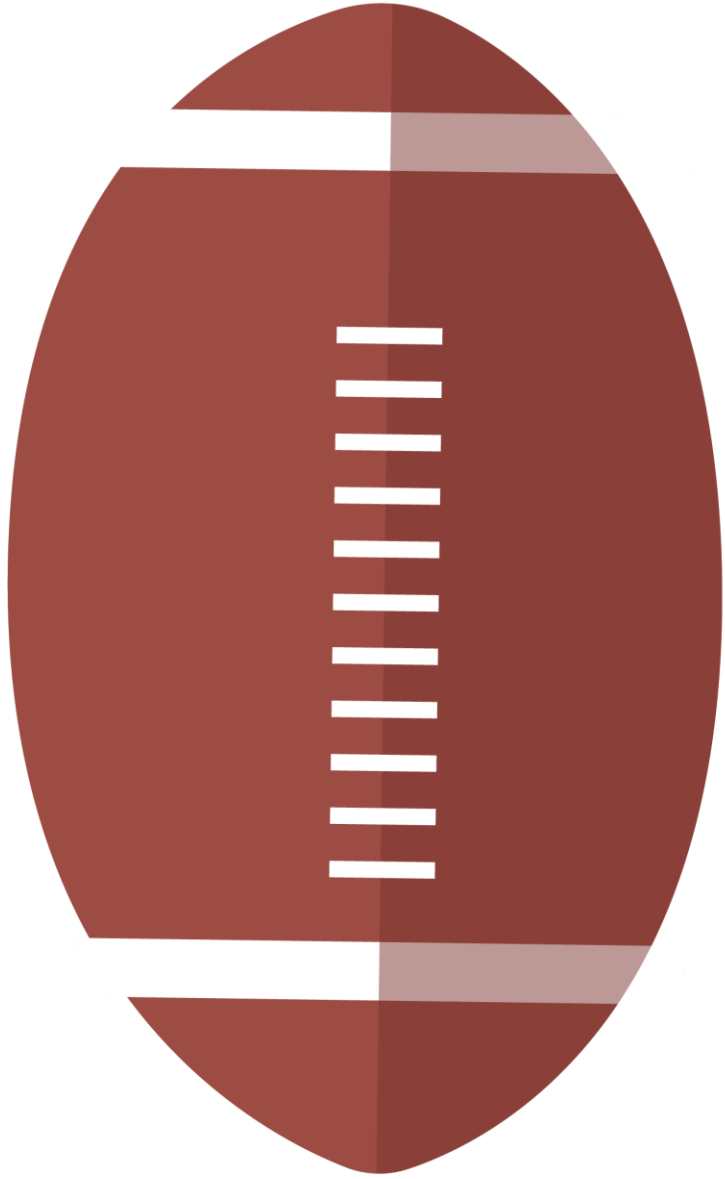
**TOTAL  
POPULATION**





# TOTAL POPULATION





"WHAT ELSE CAN HE HELP ME  
WITH, **WHAT ELSE IS AVAILABLE?**"

"WE LOVE APPLYING  
FOR OUR AWARD"

"WE LOVE PURCHASING OUR BENCHMARK  
AND LEARNING HOW TO IMPROVE."



# HEALTH ANALYTICS IS COMPLEX. **THAT'S WHY WE BUILT SPRINGBUK®.**



*Our analytics tool is:*

- EMPLOYER-FRIENDLY
- LEADING AND LAGGING DATA
- EASY TO USE
- PREVENTION-FOCUSED
- FINANCIAL- AND ROI-DRIVEN
- TENACIOUS

# WHAT'S WRONG WITH **ONE-SIZE-FITS-ALL** WELLNESS PROGRAMS?

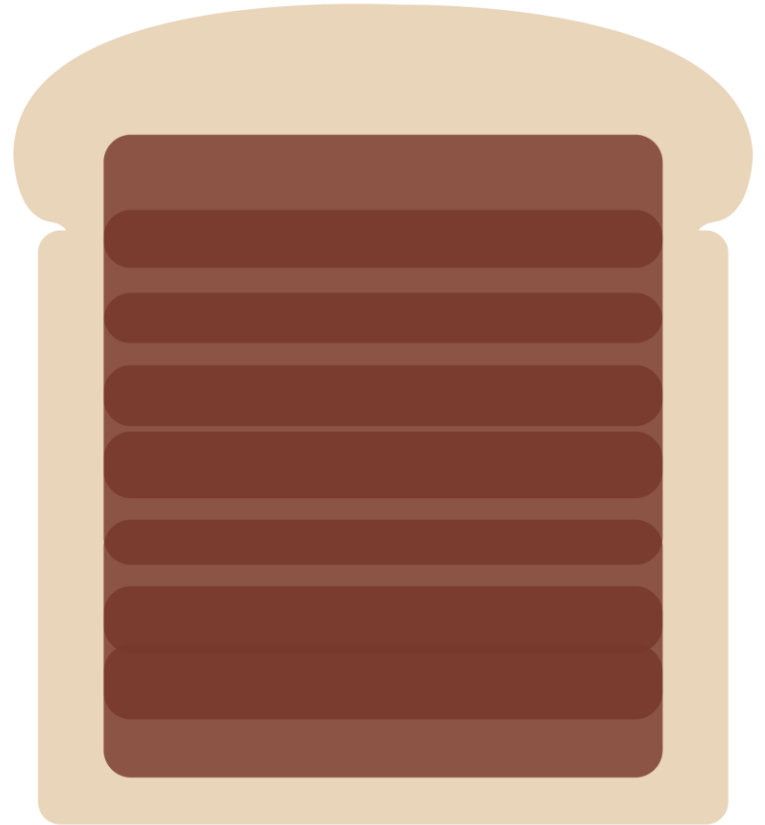
LACK OF "LEADING" INDICATORS

IRRELEVANT MESSAGING

DISCOURAGED POPULATION (*and leadership*)

UNSUSTAINABLE ENGAGEMENT

PARTICIPATORY ROI



# Deckow, Satterfield and Mertz

[company details](#)

Scoreboard Population Claims Biomarkers Gaps In Care

reset all

Member Type

Gender

Age

Risk Tier

Effective Hourly Rate

Location

Benefits

Employment Status

Wellness Participation

**Current Members 1013**

Unknown High risk Preventable Healthy

July 2013 - June 2014



## Opportunity Zones

Employee Spouse Dependent

**\$3,725,000**  
TOTAL OPPORTUNITY

**Prevention**  
\$3,274,519 / 87.7%

Vaccinations  
Colon Cancer Screening  
Cervical Cancer Screening  
PSA  
...



**Compliance**  
\$1,349,392 / 20.7%

Cholesterol  
RX Management  
Osteoporosis  
Diabetes  
...



# Deckow, Satterfield and Mertz

company details

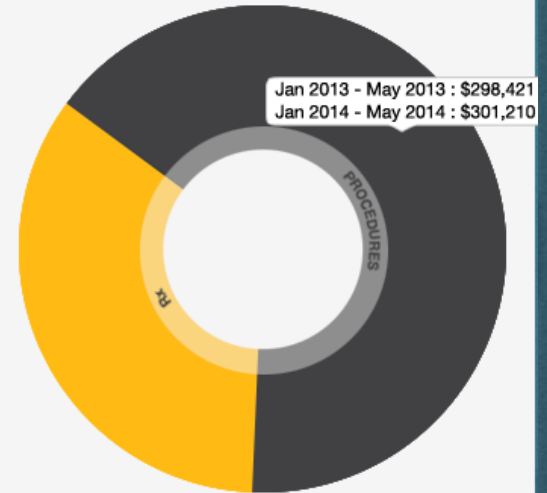
- Scoreboard
- Population
- Claims
- Biomarkers
- Gaps In Care
- Reports

reset all

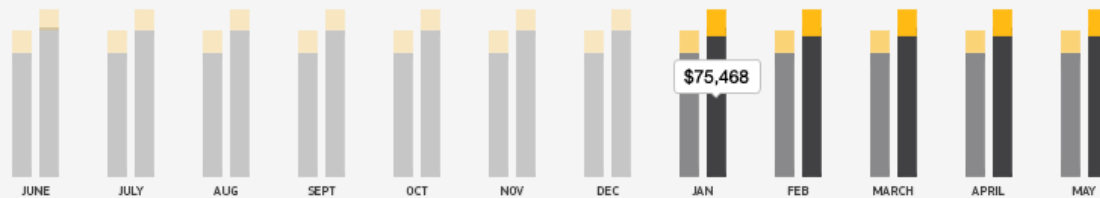
- Member Type
- Gender
- Age
- Risk Tier
- Effective Hourly Rate
- Location
- Benefits
- Employment Status
- Wellness Participation

Top 10 Procedure Dollar Incurred Paid

	Procedure	by Dollar	YOY
1	Noner transport meals recip	\$16,664 ▲	\$14,997
2	Noner transport case worker	\$16,520 ▲	\$14,985
3	EF hydrolyzed/amino acids	\$14,315 ▼	\$15,460
4	Enteral feed sup kit grav by	\$13,232 ▲	\$11,908
5	Noner transport mini-bus	\$11,644 ▼	\$14,555
6	EF ped complete intact nut	\$10,630 ▼	\$10,098
7	Food thickener oral	\$10,581 ▲	\$11,639
8	Outside state ambulance serv	\$9,825 ▼	\$8,351
9	Enteral ng tubing w/ stylet	\$9,421 ▲	\$10,599
10	Als IV drug therapy supplies	\$8,976 ▼	\$7,180



■ Rx  
■ Procedures



- June 2013 - May 2013 Total : \$1,529,413
- June 2014 - May 2014 Total : \$1,848,245

# Deckow, Satterfield and Mertz

company details

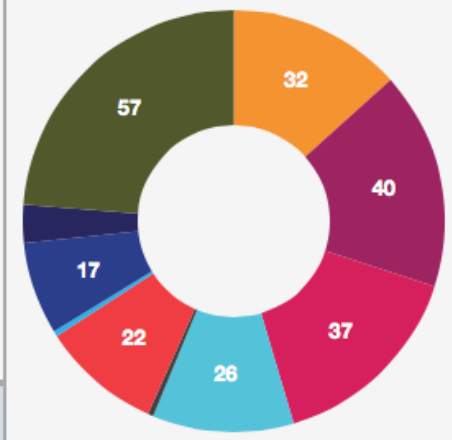
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reset all

- Member Type
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- Wellness Participation

Primary Condition	Savings Opportunity	Members	Unique
Diabetes	\$138,900	32	18
RX Management	\$124,296	40	28
Osteoporosis	\$31,992	37	36
HBP	\$21,142	26	12
Heart Failure	\$1,375	1	0
General Asthma	\$0	22	22
CVA	\$0	1	0
CAD	\$0	17	5
Low Back Pain	\$0	7	6
Other	\$0	57	49
<b>TOTALS</b>	<b>\$317,705</b>	<b>240</b>	<b>98</b>

July 2013 - June 2014



### Gap Member Statistics

MEMBERS WITH GAPS IN CARE	<b>24%</b>	SPEND LAST 12 MONTHS	<b>6%</b>	PREDICTED SPEND NEXT 12 MONTHS	<b>29%</b>
<p>Based on your population of 1013 members, 24% of your population (240 members) have a gap in care.</p>		<p>6% of your total spend was used to provide healthcare coverage to members with gaps in care, which is 24% of your population.</p>		<p>29% of your forecasted spend will be used to provide healthcare coverage to members with gaps in care, which is 24% of your population.</p>	



# Deckow, Satterfield and Mertz

company details

- Scoreboard
- Population
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- Biomarkers
- Gaps In Care
- Reports

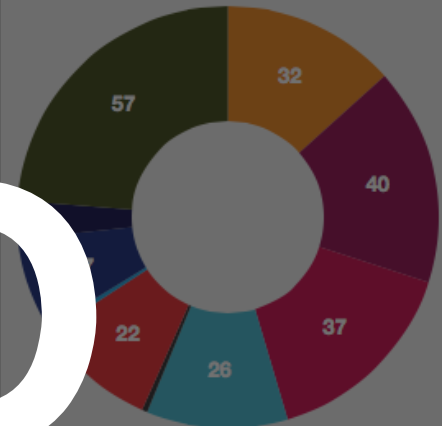
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July 2013 - June 2014

### Primary Condition

Savings Opportunity Members Unique

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General	\$	22	0
		1	0
		17	5
		7	6
		57	49
TOTALS	\$1,005,000	240	



# DEMO

### Gap Member Statistics

MEMBERS WITH GAPS IN CARE **24%**

Based on your population of 1013 members, 24% of your population (240 members) have a gap in care.

SPEND LAST 12 MONTHS **6%**

6% of your total spend was used to provide healthcare coverage to members with gaps in care, which is 24% of your population.

PREDICTED SPEND NEXT 12 MONTHS **29%**

29% of your forecasted spend will be used to provide healthcare coverage to members with gaps in care, which is 24% of your population.

COST DOESN'T SEEM TOO BE  
MUCH FOR WHAT YOU GET.

- JEFF SUMMER @ TOMPKINS INS.

IT'S SO REFRESHING  
TO SEE HOW SIMPLE THIS  
WILL BE FOR OUR CLIENTS.

JARED @ WCS -

1 DAY OF ABSENTEEISM GAINED  
BACK IS WORTH .50 PMPM IN CLAIMS.

- HUMANA

VERY WELL LAID OUT INFO FOR  
EMPLOYERS, YOU DON'T NEED  
SOMEONE TO ANALYZE THE DATA.

- SCOTT SETTLE @ USI CHICAGO

IT'S SO REFRESHING TO SEE  
HOW SIMPLE THIS WILL BE FOR  
OUR CLIENTS.

JARED @ WCS -

THIS TOOL IS PRETTY AWESOME, LOVE IT!

WCS DEMO -

INCREDIBLE!  
BEAUTIFUL PRODUCT.

- CRESCENT BANK HR MANAGER

STUFF LIKE  
THIS IS  
PRICELESS!

TRENT @ USI -

VERY GOOD GRAPHICAL  
REPRESENTATION OF  
INFORMATION.

VINNY GEBHART @ PREVENTURE -

THIS IS THE COOLEST THING I'VE  
SEEN IN 10-15 YEARS! THE  
MARKET IS LITERALLY STARVING  
FOR THIS PRODUCT.

SCOTT SMITH, BROKER @ COBBS -

VERY AWESOME TOOL,  
I SEE A LOT OF VALUE IN  
THIS FOR CLIENTS.

WCS DEMO -

SUPER GOOD STUFF.

- TOMPKINS INS.

# ANY QUESTIONS?

springbuk 

Andrew M Lockerbie  
Executive Vice President, Corporate Development

[alockerbie@springbuk.com](mailto:alockerbie@springbuk.com)  
317-514-3202