

Assessing Return on Investment in Chronic Condition Management



ours
Office of Undergraduate Research Services

inhealth
Lifestyle Therapeutics

JENNA LE, RACHEL SAULS, DAVE SOULSBY, ANDREA WILSON, MICHELLE ALENCAR PHD.

CALIFORNIA STATE UNIVERSITY, LONG BEACH, CA 90840.

INHEALTH LIFESTYLE THERAPEUTICS, INC

INTRODUCTION

- **Chronic conditions** pose significant challenges to healthcare systems worldwide, necessitating effective interventions to alleviate burdens.
- **Health and Wellness Coaching** has emerged as a promising intervention, yet evaluating its financial viability and efficacy is essential.
- This evaluation is achieved through **Return on Investment (ROI)** assessment, a critical tool in understanding the relationship between costs and returns.
- ROI is utilized to assist finance teams in **analyzing patient outcomes** within provider groups, particularly focusing on patient retention rates.



SPECIFIC AIM

The study aims to *analyze faculties and insurance payments across states* to determine which codes or insurers yield the highest returns, contributing to a better understanding of ROI in Health and Wellness Coaching.

METHODOLOGY

- A total of **27** providers were included in the project sample in **7** number of states.
- Obtain payment charges, facilities, and insurance payment information from **InHealth Lifestyle Therapeutics Inc.**
- Ensure data integrity and security protocols are followed.
- Data **grouped by provider practice and state** for comparative analysis.
- **Identify trends and patterns** in ROI across different providers and states.
- Assess which states or insurers **yield the highest returns.**

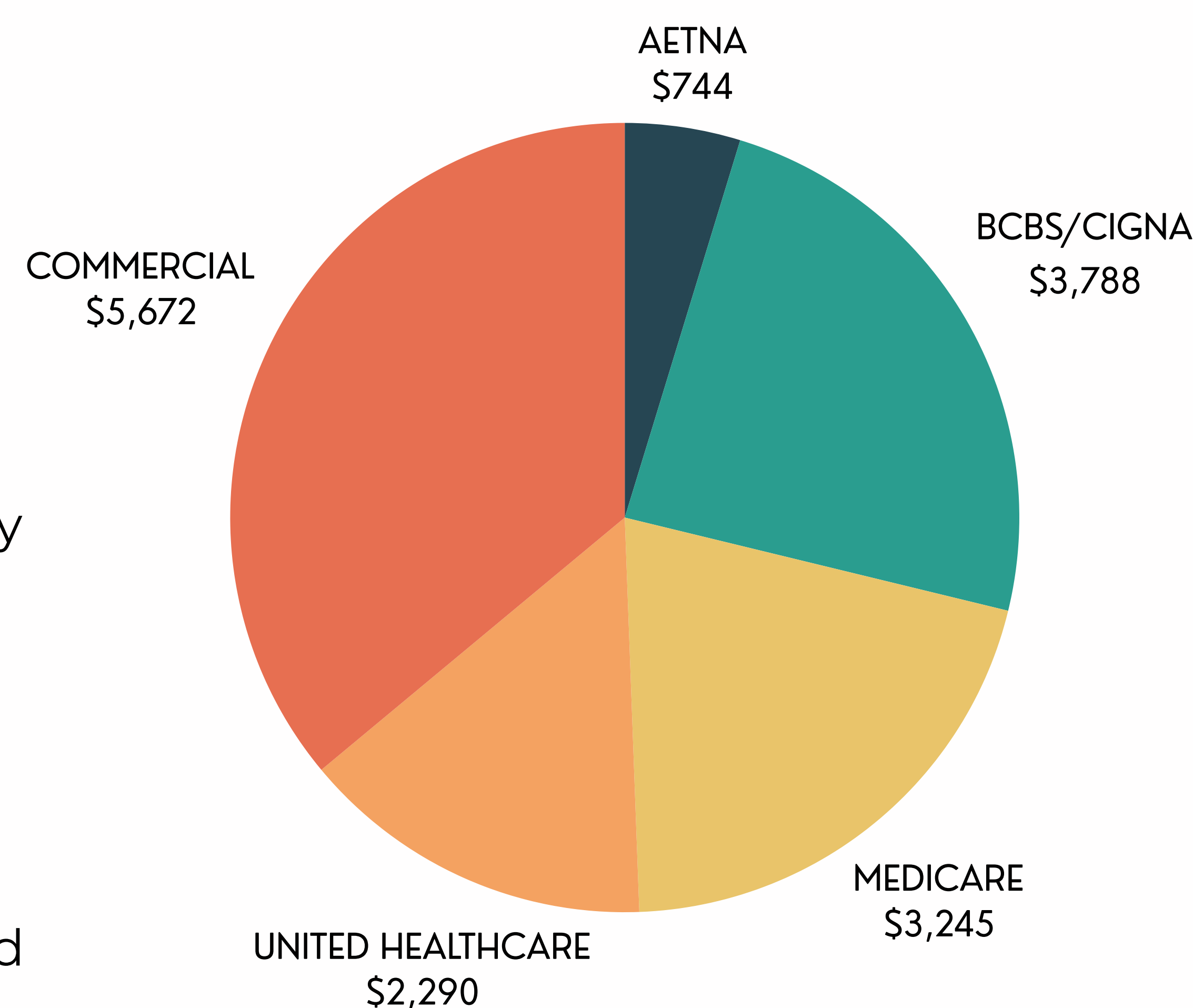


Figure 1. Average Actual Payment by Primary Carrier

RESULTS

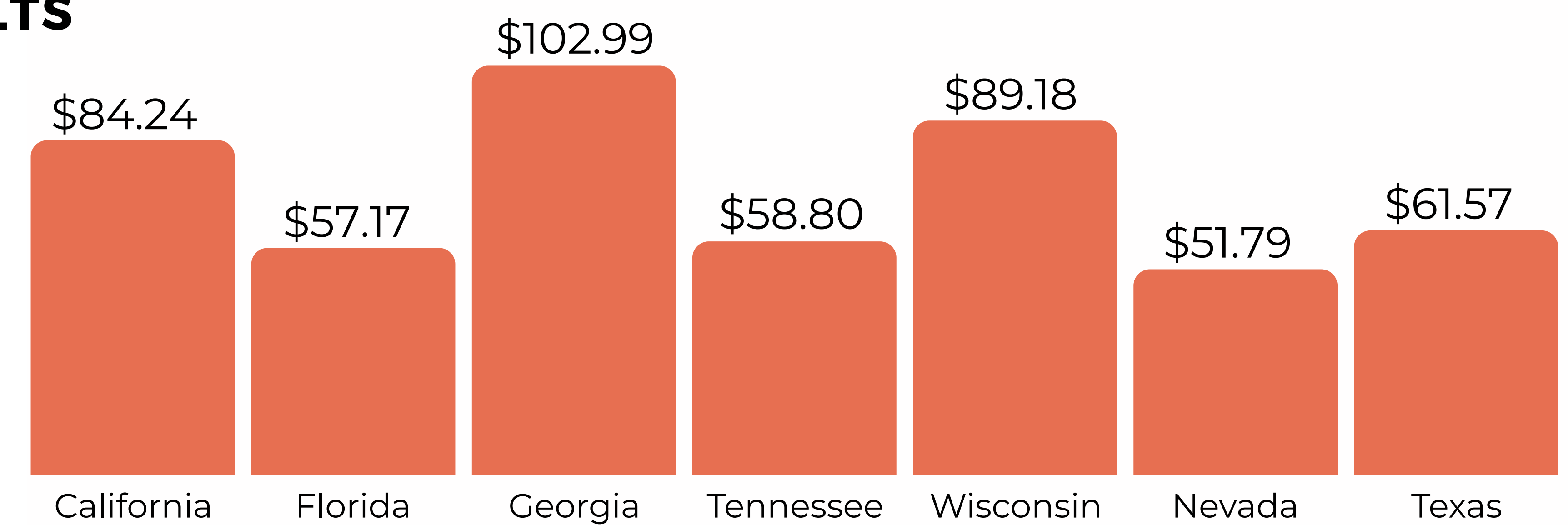


Figure 2. Average Actual Payment by State

Georgia stands out with the highest average actual payment of \$102.99, suggesting that health and wellness coaching interventions in this state may be **more financially rewarding.**

On the contrary, **Nevada and Florida** exhibit lower average actual payments at \$51.79 and \$57.17, respectively. This suggests potential challenges in financial returns of health coaching interventions.

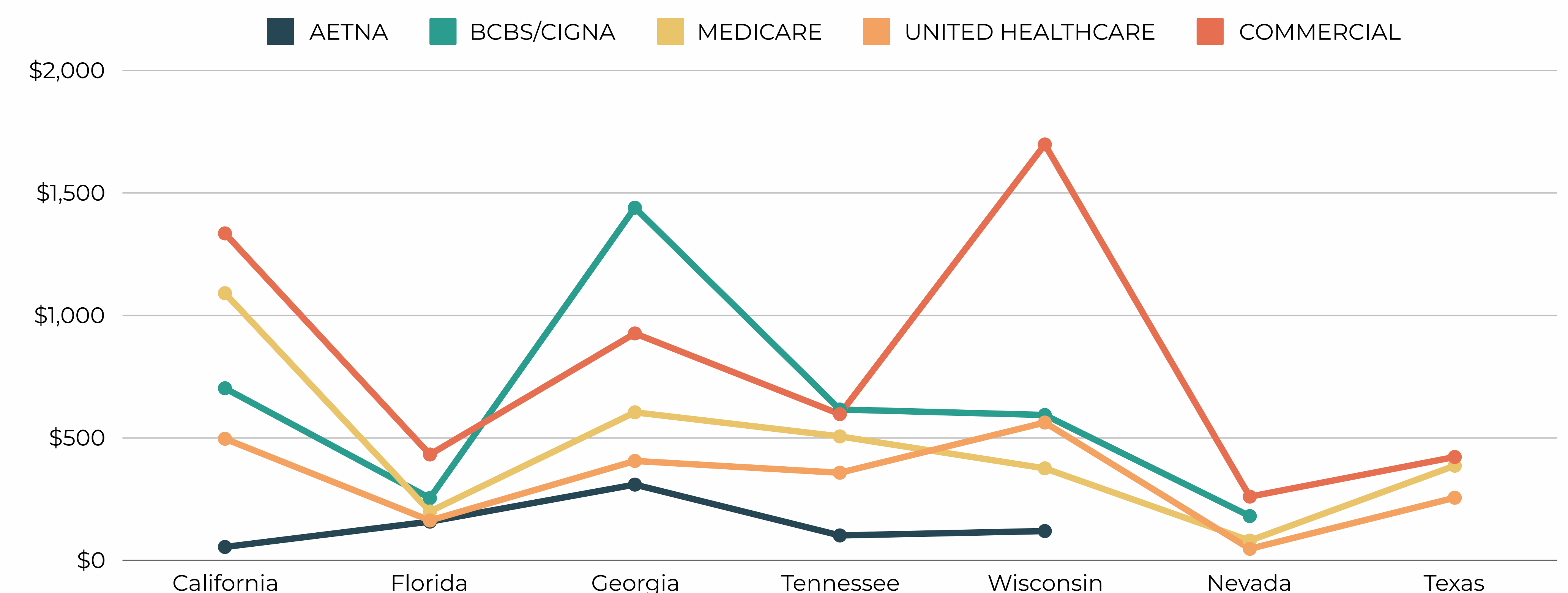


Figure 3. Average Actual Payment of Primary Carrier by State

Blue Shield Blue Cross/Cigna shows consistently high payments across all states, indicating a strong presence and possibly favorable reimbursement policies. However, there is a **notable drop in payments in California.**

Commercial insurance payments show the highest total across all states. However, there are disparities in average payments across states, with **Wisconsin showing the highest and Nevada the lowest.**

IMPLICATIONS

The study highlights significant **ROI differences** among states and insurers. For instance, higher payments in Georgia imply a **lucrative setting for health coaching**, contrasting with lower payments in Nevada and Florida, suggesting **potential challenges**. Additionally, insurers like BSBC/Cigna consistently offer high payments, indicating a **strong presence and favorable policies**, despite state-level fluctuations. By understanding **regional dynamics and addressing disparities**, healthcare providers can *optimize ROI, improve patient outcomes, and effectively manage chronic conditions.*

ACKNOWLEDGEMENT

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