

CASE STUDY

How Care Navigation Services Saved \$650K on Medical and Pharmacy Costs



COMPANY NAME

Alex Lee

LOCATION

Southeast Region

EMPLOYEES

3,800

INDUSTRY

Grocery Distributor and Retailer

CHALLENGE

Lower healthcare costs through a model of shared accountability

SOLUTION

Use cost and quality navigation tools to guide members to smarter, better, faster healthcare choices

Skyrocketing healthcare costs experienced by Alex Lee and many other employers are not sustainable. To help rein in spending and maintain a workplace culture that treats everyone like family, Alex Lee focused on shared accountability: incentivize employees to choose high-value care and save money for everyone. Through a trusted partnership with Vālenz Health®, Alex Lee deployed the comprehensive Valenz Bluebook member engagement solution, implementing three key strategies that collectively maximized savings for the plan.

The result: An 146% increase in savings and employees who know how to shop for healthcare.

Guaranteed Return on Investment

The Valenz Bluebook Comprehensive Solution



Cost and Quality
Navigation



Rx
Navigation



Engagement
Rewards



4:1 ROI



Client Outcomes

Alex Lee saved **\$650,000** in medical and pharmacy costs.

16%

average monthly
employee users

270

prescription drug
changes

\$1,000+

savings per member

70%

Rx savings from
specialty

2022 BENEFITS YEAR

*"Valenz Bluebook is one of the most powerful tools
we've ever employed to help control our healthcare costs."*

- Robert Vipperman, Chief People Officer

Guiding Alex Lee Employees to High-Value Care

Success Factors for Lowering Healthcare Costs

- Medical and pharmacy focus
- Omnichannel communications
- High digital tool utilization
- Trainings and support
- Rewards program



**Ready for smarter, better, faster healthcare?
Explore Valenz Bluebook today.**

 **Valenz[®] Bluebook**



Contact us today for smarter, better, faster healthcare.
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