

CASE STUDY

How Valenz Bluebook Navigation 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 high-value healthcare choices

SkYROCKETING healthcare costs experienced by Alex Lee and many other employers are not sustainable.

To 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 Valenz Health®, Alex Lee deployed the comprehensive Valenz Bluebook member engagement solution, implementing three key strategies that collectively maximized savings for the plan.

\$650,000

saved on medical and pharmaceutical costs

146%

increase in plan savings

\$1,000+

savings per member

Combined 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



**Support smarter, cost-efficient healthcare decisions.
Explore Valenz Bluebook today.**

Ready to optimize your healthcare strategy? Contact us today.
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