



**Marathon**  
Health™

# Marathon Health Network

SAVINGS CASE STUDY





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Health™

Healthcare continues to be one of the largest expenditures for employers and the savings opportunity is the top reason many choose to implement a health center. Our Marathon Health Network is an industry- first model that features health centers in popular retail areas near the patient's home or worksite. This innovative model drives increased engagement and can lead to an impressive Return on Investment outcome for participating employers.

To date, we have helped our clients realize nearly

**\$1 billion** in health plan savings



## CLIENT PROFILES

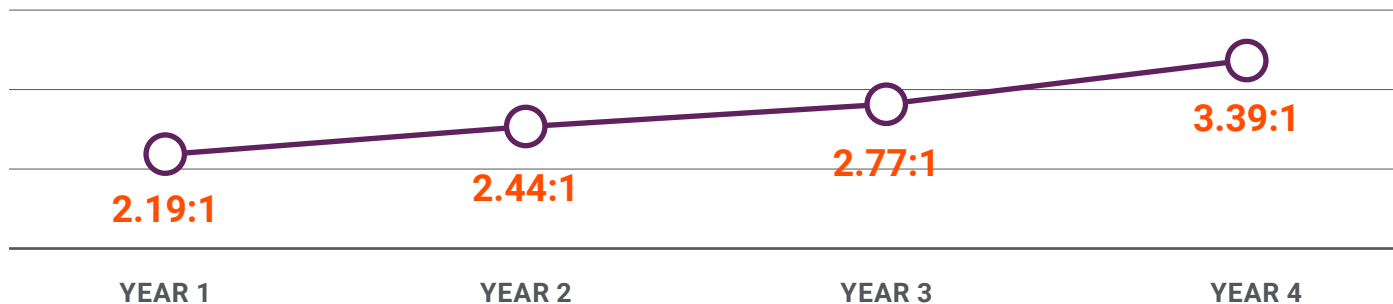
In this study, we will use the data from seven different clients who participate in our Marathon Health network. While each company is unique, they have all implemented a culture dedicated to the health and wellness of their employees and have modeled their health plans to promote engagement in the Marathon Health Centers.

|                  | Client #1    | Client #2 | Client #3 | Client #4 | Client #5    | Client #6  | Client #7    |
|------------------|--------------|-----------|-----------|-----------|--------------|------------|--------------|
| <b>Industry</b>  | Construction | Retail    | Advisor   | Banking   | Distribution | Non-Profit | Distribution |
| <b># of Emp.</b> | 241          | 416       | 119       | 547       | 72           | 140        | 388          |
| <b># of Dep.</b> | 336          | 730       | 115       | 547       | 60           | 110        | 816          |
| <b>Visit Fee</b> | \$0          | \$20      | \$25      | \$0       | \$0          | \$0        | \$20         |
| <b>Rx Fee</b>    | \$0          | \$4       | \$4       | \$0       | \$0          | \$0        | \$4          |
| <b>Length</b>    | 4            | 4         | 4         | 3         | 3            | 3          | 2            |



## RETURN ON INVESTMENT

Unlike traditional onsite health centers, participation in a Marathon Health Center requires no upfront build-out or implementation costs, enhancing savings and allowing our clients to realize an impressive average **ROI of 2.70:1**.



For more information about our Return on Investment methodology, please see the reverse side.

*“Marathon Health network delivers cost savings, predictability on future spend, and a healthier workforce. It’s the only solution I’ve found in my 15 years as a benefit consultant that delivers consistent results over the long term”*

**DOMINIC FRANCHINI, CBC**  
VICE PRESIDENT | HORAN



# DRIVERS OF SUCCESS

Implementing a Marathon Health Center is a wonderful first step toward improving the health of a population and reducing overall healthcare spend. To maximize potential savings, employers must commit to addressing the following:



**Incentive Design**



**Superior Patient Engagement**



**Leadership Buy-in**

## CLIENT ENGAGEMENT AVERAGE



# 67%

Patient engagement<sup>1</sup> rate **with the Marathon Health center**



# ROI METHODOLOGY

## DIRECT SAVINGS

When services are rendered in a Marathon Health Center, there is an 80% likelihood that those same services would have occurred in a higher cost setting. Our Direct Savings calculation determines the difference in cost between the health center and expected community pricing.

|                                | Year 1           | Year 2           | Year 3           | Year 4           |
|--------------------------------|------------------|------------------|------------------|------------------|
| <b>Primary &amp; Specialty</b> | \$145,760        | \$176,391        | \$208,549        | \$199,143        |
| <b>Lab</b>                     | \$67,388         | \$76,886         | \$102,604        | \$111,495        |
| <b>Pharmacy</b>                | \$130,939        | \$59,949         | \$58,885         | \$46,036         |
| <b>Total Savings</b>           | <b>\$244,087</b> | <b>\$313,226</b> | <b>\$370,037</b> | <b>\$356,675</b> |

|                       | Year 1           | Year 2           | Year 3           | Year 4             |
|-----------------------|------------------|------------------|------------------|--------------------|
| <b>Urgent Care/ER</b> | \$9,076          | \$16,314         | \$7,472          | \$2,621            |
| <b>Diagnostics</b>    | \$47,478         | \$65,735         | \$76,029         | \$(7,226)          |
| <b>Outpatient</b>     | \$173,067        | \$331,827        | \$334,040        | \$345,741          |
| <b>Inpatient</b>      | \$290,570        | \$233,406        | \$545,123        | \$752,126          |
| <b>Pharmacy</b>       | \$55,389         | \$52,543         | \$17,084         | \$(69,002)         |
| <b>Total Savings</b>  | <b>\$575,581</b> | <b>\$699,824</b> | <b>\$979,748</b> | <b>\$1,024,259</b> |

## INDIRECT SAVINGS

Access to high-quality healthcare has an impact on utilization in many other areas outside of the Marathon Health Center. To calculate Indirect Savings, we establish a baseline PMPY and expected trend for five different categories and compare that yearly to the actual spend based on a claims analysis.

## NET SAVINGS

Implementing an onsite health center is not an easy decision, and one that requires considerable effort and investment. By choosing the Marathon Health network, our clients eliminated much of the onsite burden and realized savings in Year 1.

|                                | Year 1           | Year 2           | Year 3           | Year 4           |
|--------------------------------|------------------|------------------|------------------|------------------|
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1. Patient Engagement is defined as the percentage of eligible employees who have had a visit with a Marathon Health provider within 12 months of the reporting period.
2. Data includes claims for catastrophic claimant totaling more than \$1m



## BY THE NUMBERS

**\$23.22**

PMPY avg. Pharmacy ROI

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**\$491.16**

PMPY avg. Outpatient ROI

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**\$90.17**

PMPY avg. ER/UC/Diagnostics ROI







TO LEARN MORE ABOUT MARATHON HEALTH NETWORKS

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