

## Case Studies

# Wellness Rewired: High Tech Meets High Touch

# Why Ramp Health

Single Source  
Provider

Configurable  
Solutions

Scale and  
Experience

Operational  
Discipline

Information  
Security

Clinical  
Excellence

Our members use a personalized interactive platform. It updates in real-time with their risk assessment, biometrics, and goals. Because of this, we achieve an 86% engagement rate among our participants.

Our services are not outsourced, and the entire individual member's preventative healthcare continuum is managed by Ramp Health employees.



# Case Studies

Our case studies support why our clients continue to underpin their healthcare strategies with the High-Touch of our Health and Wellness Coaches. Drawing from the positive results and a focus on comprehensive well-being in the marketplace, we're seeing a growing trend: Year after year, an increasing number of clients are enhancing their commitment to employee health by adding more Health and Wellness Coaches to their existing programs.

Furthermore, in addition to our digital health platform, adding the High-Tech of our Soter Analytics wearable solutions has helped companies in more than a dozen industries prevent workplace ergonomic injuries, improve the well-being of workers, and reduce injury costs.

With 90% client retention and mass deployment of multiple digital, clinical, and coaching services nationwide, Ramp Health's operations team is market-leading, with an average of 4.8 stars out of 5.



**1,000+**

*employer locations serviced*

**7,000,000+**

*coaching sessions conducted*

**10,000+**

*health clinics delivered*

**2,000,000+**

*health screenings completed*

**3,000,000+**

*tests administered*

**1,000,000+**

*flu and COVID-19 vaccinations performed*

# Coaching Frequency and Healthcare Costs Per Employee

## Overview

Our client recently completed its third year of analysis on healthcare claims and population health risks. The analysis was conducted by the client's benefits consultant and the University of Michigan's Health Management Research Center.



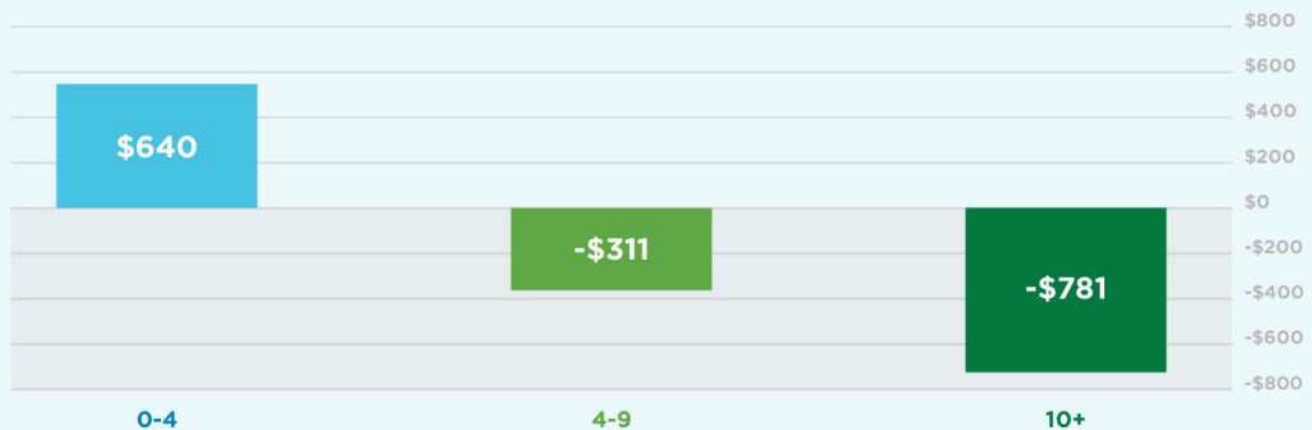
**1.5K**

Number of employees included in study



**\$1,400**

Lower healthcare costs per employee



## Outcomes

Employee coaching engagement averaged 86% per year. The population prevalence rate for employees at High Risk for Cholesterol, Smoking, Poor Physical Activity, and Stress decreased by an average of 20%. In addition, employees saw Illness Days decrease by 4% and Health Age Index improve by 20%. The analysis also showed that as the frequency of one-on-one onsite coaching sessions per employee increases, the healthcare costs per employee decreases. In fact, healthcare costs for employees coached 10+ times over the three-year period were ≈\$1,400 lower per employee as compared to employees coached 0-4 times per year.





# Year Over Year Client HRA Case Study Manufacturing Industry



**14K**

Number of employees included in study



**20-50%**

Lower risk profile for locations with a coach

## Overview

This Client Study summarizes the results of our client's year-over-year analysis of aggregate Health Risk Assessment (HRA) data. HRAs were administered by our client's insurance carrier to employees at all of our client's 60 locations. Biometrics were also administered as part of the HRA completion (i.e. BMI, Blood Pressure & Cholesterol), and Tobacco Use was self-reported. A total of 14,000 employees completed the HRA & biometric testing both years, including ≈7,000 employees at locations with an onsite coach and ≈7,000 employees at locations without an onsite coach. The average length of time locations with an onsite coach, had such a coach, was ≈2 years at the time the HRA and biometrics were completed by employees.



## Outcomes

Employee coaching engagement was 89%, and over 50,000 coaching interactions with employees were conducted each year at the locations with an on-site coach.

The high-risk population prevalence rate for the 4 key health risk factors (Obesity, Blood Pressure, Cholesterol, and Tobacco Use) of keen interest to our client was 20-50% lower at locations with an on-site coach.



# Impact on MSK Warehousing Industry



20K

Number of employees included in study



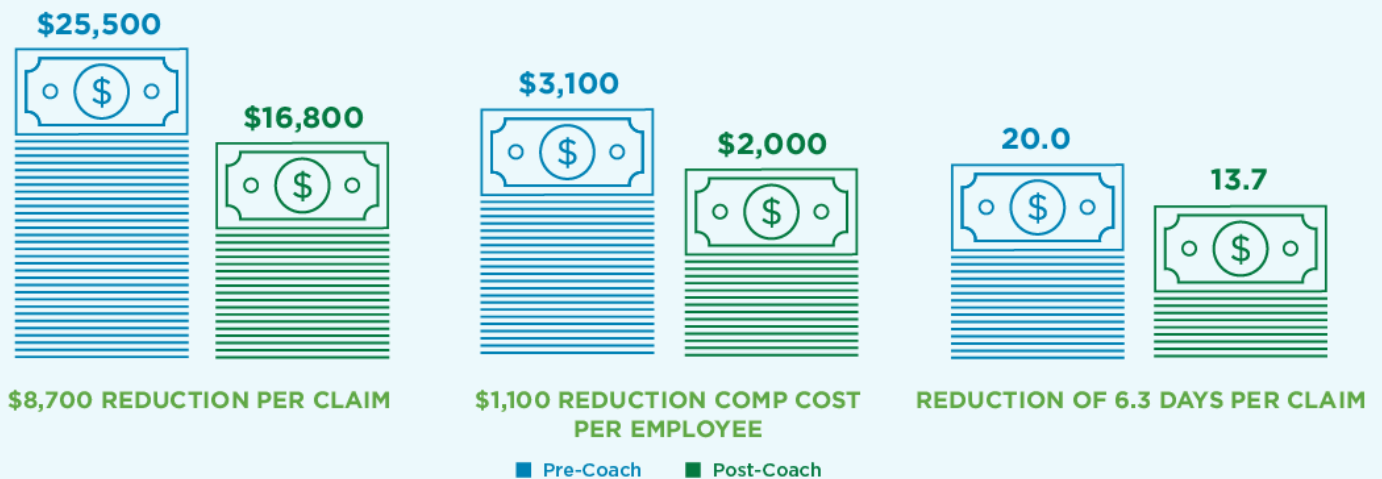
36%

Lower workers' comp costs per EE

## Onsite Coaching Reduces Workers' Comp Costs and Days Lost

### Overview

This Client Study is an analysis our industrial client performed on their **workers' comp experience over a five-year period**. This industrial client has a 20,000-employee life company. Ramp Health delivered onsite coaching for **~10,000 of the client's employees at 100 facilities in over 20 states**. The analysis compared Workers' Comp data at coached locations "before" (Pre-Coach) and "after" (Post-Coach) coaches began onsite services. The study analyzed; (1) "Average Cost per Claim", (2) "Average Cost Per Employee" and (3) "Lost Time Days (LTD) and Restricted Dusty Days (RDD) Per Claim".



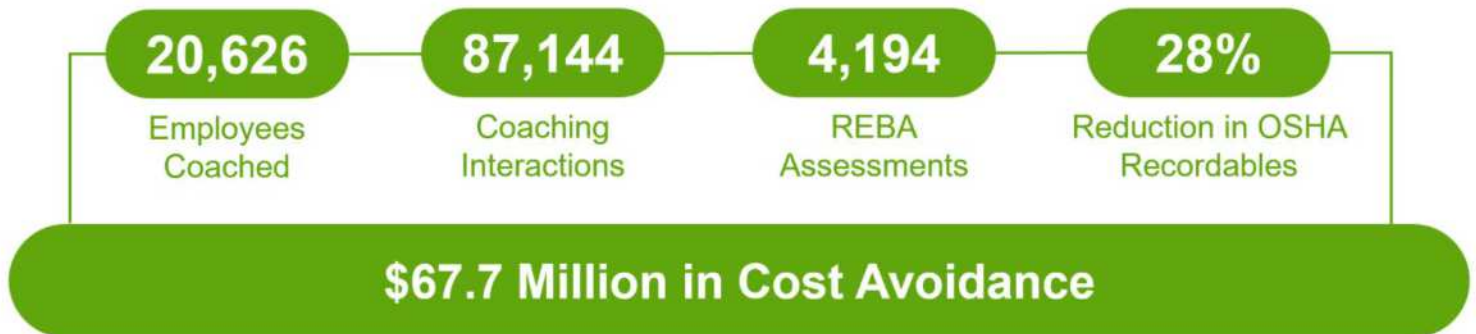
### Outcomes

**Employee coaching engagement averaged 89%** and there were **over 50,000 coaching interactions** with employees **each** year for the locations with a coach. During the five year period subsequent to the implementation of our onsite coaching services, the average: (1) workers' comp cost per claim **decreased by 36%**, (2) workers' comp cost per employee **decreased by 36%**, and (3) LTD & RDD per claim **decreased by 32%**.



## Cost Avoidance Construction Industry

**National Construction Company**  
**10,000 EEs / 100 Facilities**  
**20 States**



The **\$8.7 Million 9-year investment** resulting in **\$67.7 Million\*** in cost avoidance is a partnership that brings an inclusive array of healthcare specialists to the forefront:

Registered Nurses

Athletic Trainers

Exercise Physiologists

Occupational Therapists

Registered Dietitians

## Services Provided

The interdisciplinary approach to this long-term, whole-person health strategy spanned the healthcare continuum and included a variety of services:

**Onsite Clinic | Case and Claims Management**

**Clinical Safe Behavior Coaching | Incident Triage**

**REBAs and SIMOPS | Job Coaching Analysis**

**Wellness Coaching | Data Analytics**

**Mental Well-being and Behavioral Support**

**CPR/First Aid Training | Safety Reporting**

**Drug Screenings | Immunizations**

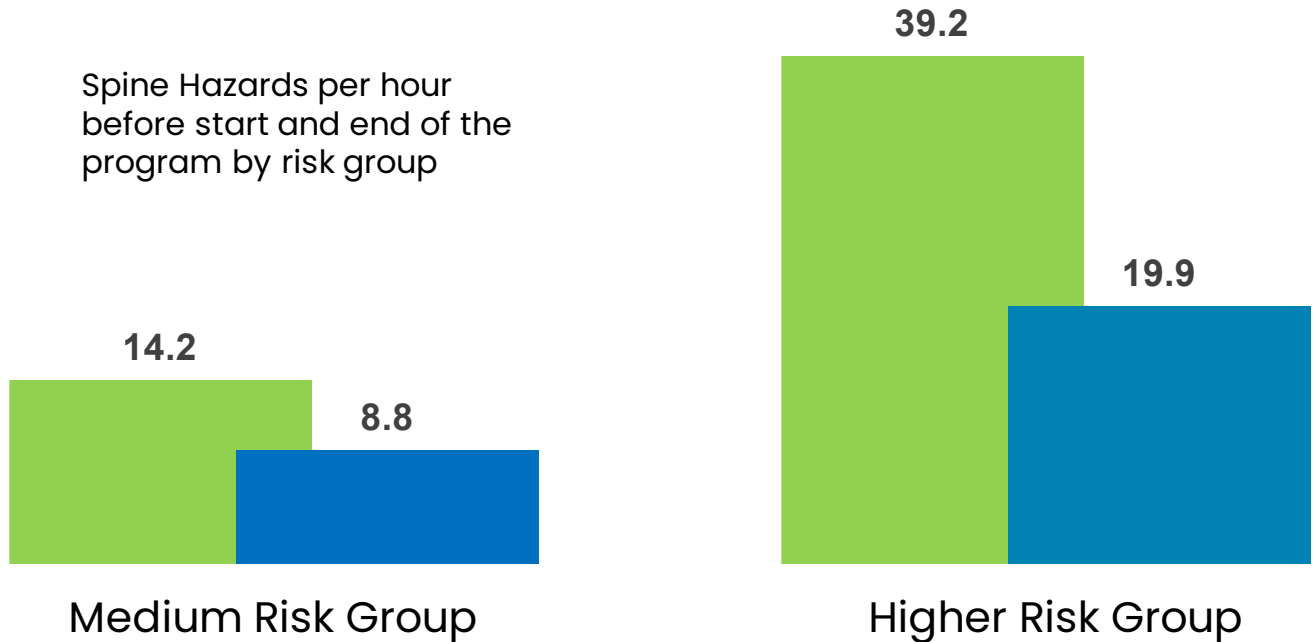


# AI Ergonomics for MSK Manufacturing Industry



Boosting safety training efficiency through data-driven insights at the Leading Asia Pacific Bottling Company

Spine Hazards per hour before start and end of the program by risk group



## The Soter Analytics Impact

Choosing to use the SoterCoach solution in their high-risk areas, manufacturing, warehousing, and distribution, they engaged both male and female employees, first-time users, and sceptics of wearable tech.

SoterCoach included the use of a downloadable app on the worker's personal smartphone. The app provided individual result data along with the option to complete a 10-day manual handling training program. The program was completed on-the-job and consisted of microlearning 3-5 minute daily tutorials.



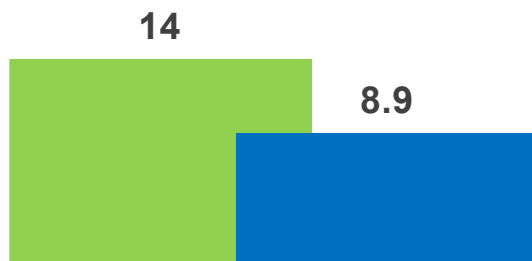


## AI Ergonomics for MSK Grocery Industry

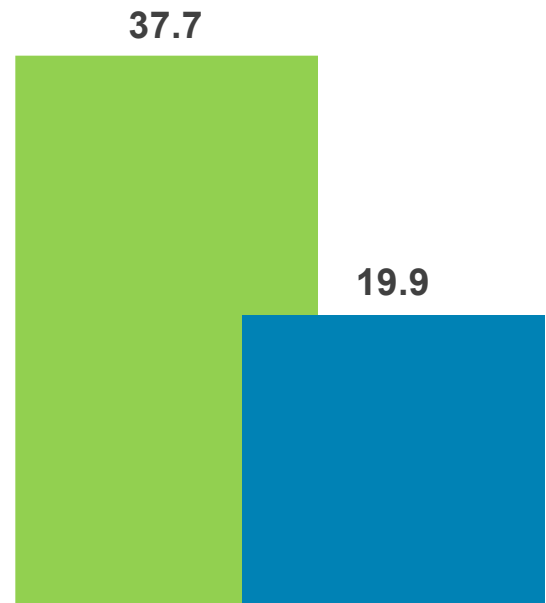


Wearable devices help the 34,000-employee retailer reduce risk of injury by 31%

Spine Hazards per hour  
before start and end of the  
program by risk group



Medium Risk Group



Higher Risk Group

## The Soter Analytics Impact

The Soter device measures and captures up to 8 different hazardous movements that lead to injury and Giant Eagle had an overall reduction of 31% after using the Clip&Go solution.

Mr. Shawn Rush, Sr. Director, Environmental, Health & Safety Giant Eagle says, "The solution accurately detects and provides warnings for hazardous movements that have high potential to cause injury. As a result, we've seen the number of at-risk postures and movements cut roughly in half for the Team Members involved in the process".

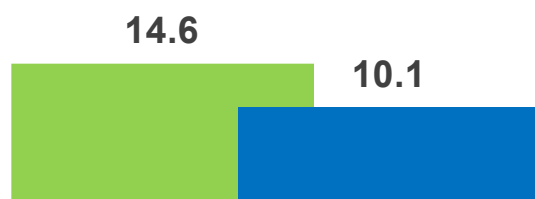


## AI Ergonomics for MSK Automotive Industry

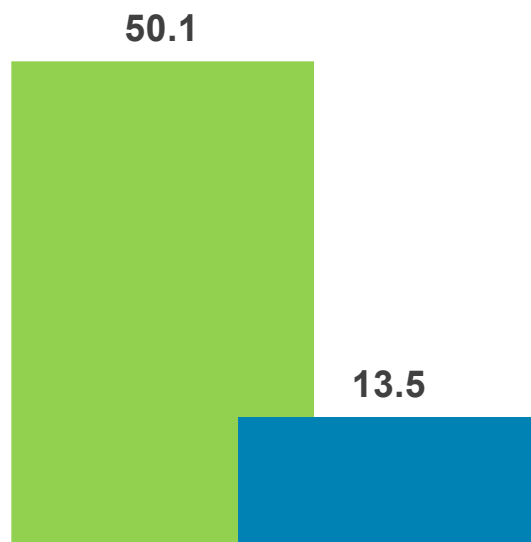


Harnessing Technology: ADVICS' battle against injuries  
& accelerating job hazard analysis

Spine Hazards per hour  
before start and end of the  
program by risk group



Medium Risk Group



Higher Risk Group

## The Soter Analytics Impact

Frustrated with the limited results of traditional methods, ADVICS sought innovative solutions to tackle workplace injuries. Their research led them to Soter Analytics and their groundbreaking products, SoterTask and SoterCoach.

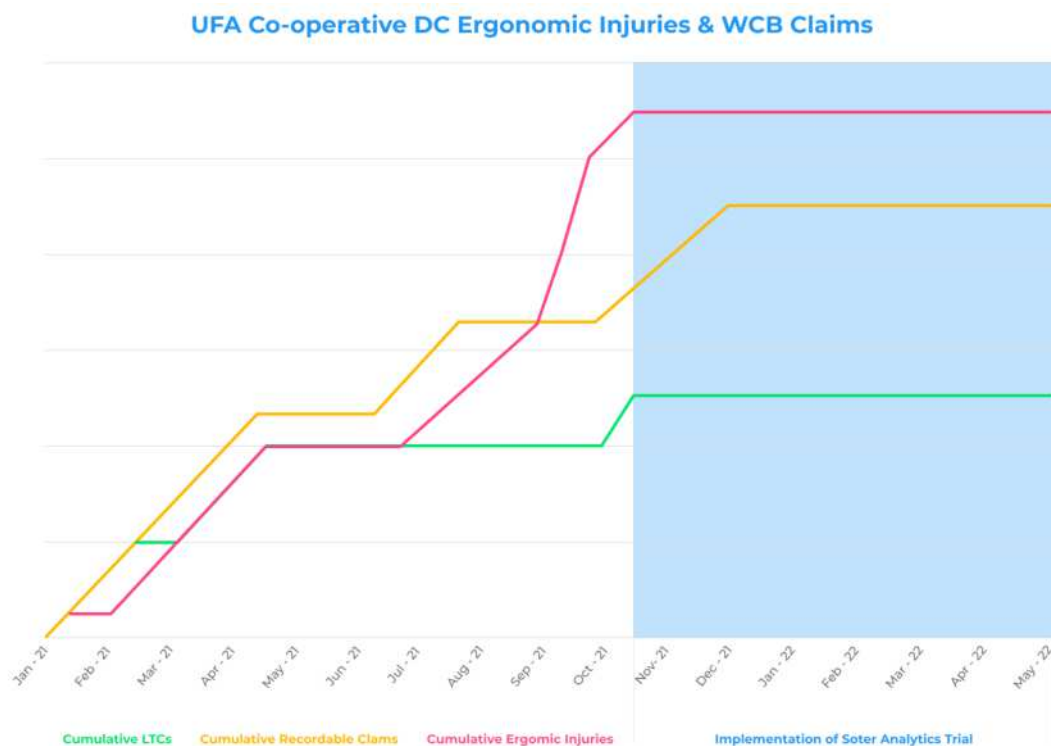
ADVICS utilizes two Soter products to enhance injury prevention. SoterTask, a sensor-free video processing software, evaluates angles and risks through human motion analysis. SoterCoach, a wearable solution, provides real-time feedback to workers by identifying high-risk spine and shoulder movements. Together, they offer a comprehensive data-driven approach to hazard tracking and insights.



# AI Ergonomics for MSK Farming Industry



United Farmers of Alberta reduced ergonomic injuries by 86% with behavior changing wearables



## The Soter Analytics Impact

In November 2021, UFA rolled out a program for their pickers, sorters, and receivers at their DC and then, due to the resounding success, continued in their retail stores, yard areas, bulk petroleum, and cardlock facilities.

The results have easily justified the program with the longitudinal data showing that in 2021, before introducing Soter, the number of injuries and claims was consistently increasing. In Dec 2021 after Soter was implemented, there was a plateau in both claims and injuries resulting in:

- 86% - Reduction in Ergonomic injuries
- 67% - Reduction in recordable workers' compensation claims (WCB)
- 43% - Overall improvement in the number of spine hazards per hour

This equates to an 86% reduction in total ergonomic injury costs\* with an 11 x Return on Investment.

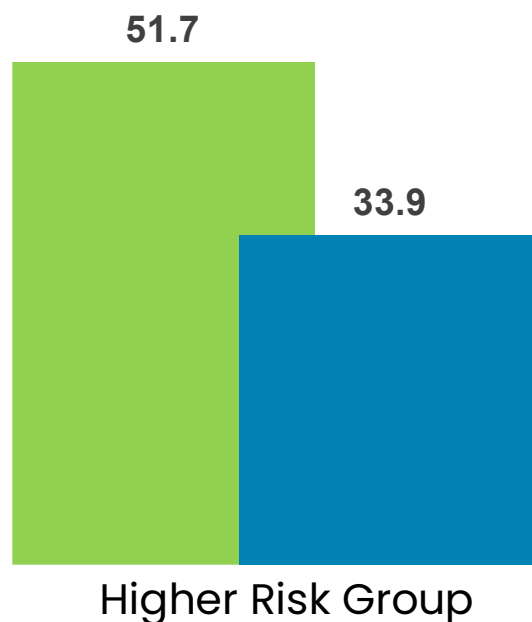
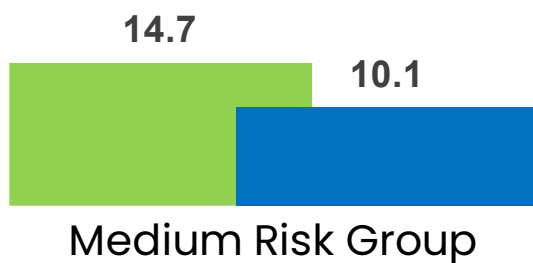


## AI Ergonomics for MSK Supply Chain Industry



Wincanton uses Soter AI-ergonomic sensors resulting in 250 days of no lost-time injuries.

Spine Hazards per hour before start and end of the program by risk group



## The Soter Analytics Impact

The team took advantage of using the Soter wearable devices and the data they provide to reduce injury risk and associated costs, create a positive, 'safe movement' culture, and establish new ways of engaging their workers in safety.

Wincanton recognized an opportunity to improve and drive innovation in their safety processes and the SoterCoach program filled this, providing scalable manual handling safety training and continuous monitoring of safety required for large, dispersed environments.





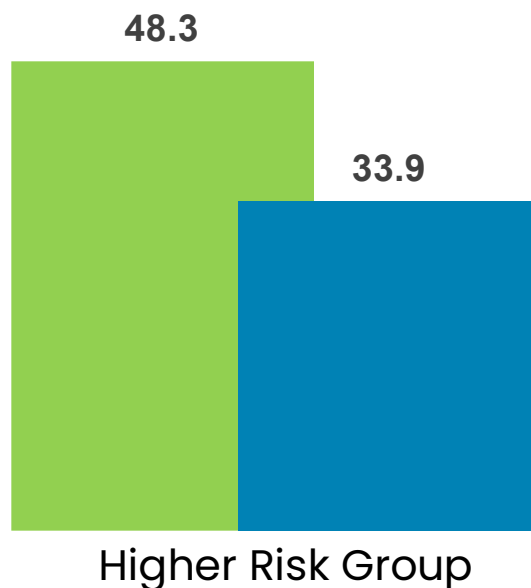
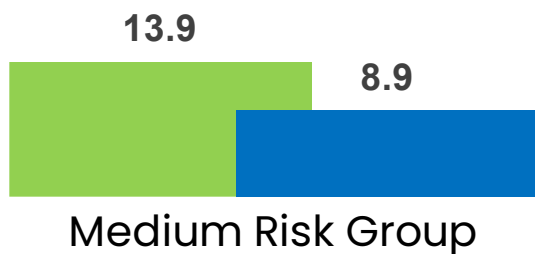
## AI Ergonomics for MSK Building Industry



**Travis Perkins**

Soter Analytics helps UK's largest building merchant to reduce manual handling injuries by 55%

Spine Hazards per hour before start and end of the program by risk group



## The Soter Analytics Impact

The SoterCoach solution was implemented across a very large and diversely located workforce, with workers within branches conducting daily manual handling tasks, including delivery drivers.

Immediate vibration and audible feedback from the device when hazardous ergonomic movements were made, coupled with in-app personalized data tracking and 3-minute microlearning tutorials, created a heightened awareness of the movements made for every worker and effectively coached them to reduce the quantity they made, reducing their long-term injury risk. tutorials, created a heightened awareness of the movements made for every worker and effectively coached them to reduce the quantity they made, reducing their long-term injury risk.





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