



Connecting You to the Future of Healthcare

**ROI Illustration for ABC Company**

Variables	
Number of Employees	10,000
Number of Dependents	20,000
Total Members	30,000
PEPM	\$3.00
Setup Fee	\$0.00

Multipliers	
PCP	70%
Urgent Care Visit	80%
ER Visit	50%

TeleMedicine Costs	
Annual Fee (PEPM)	\$360,000
Total First Year	\$360,000

Client Data Input	
<b>Primary Care</b>	
Total Visits	90,000
Total Cost	\$9,000,000
Avg Cost Per Visit	<b>\$100.00</b>
Visits per EE	9.00
Visits per Member	3.00
<b>Urgent Care</b>	
Total Visits	9,600
Total Cost	\$1,440,000
Avg Cost Per Visit	<b>\$150.00</b>
Visits per EE	1.00
Visits per Member	0.32
<b>Emergency Room</b>	
Total Visits	12,000
Total Cost	\$9,000,000
Avg Cost Per Visit	<b>\$750.00</b>
Visits per EE	1.20
Visits per Member	0.40

Savings Based on Utilization								
Redirects	UC Redirects	ER Redirects	PCP Redirects	Current Cost <sup>1</sup>	Pro Forma Cost <sup>2</sup>	Dr Visit Savings	Employer Savings	
1%	77	60	630	\$19,440,000	\$19,320,480	\$119,520	(\$240,480)	
2%	154	120	1,260	\$19,440,000	\$19,200,960	\$239,040	(\$120,960)	
3%	230	180	1,890	\$19,440,000	\$19,081,440	\$358,560	(\$1,440)	
4%	307	240	2,520	\$19,440,000	\$18,961,920	\$478,080	\$118,080	
5%	384	300	3,150	\$19,440,000	\$18,842,400	\$597,600	\$237,600	
6%	461	360	3,780	\$19,440,000	\$18,722,880	\$717,120	\$357,120	
7%	538	420	4,410	\$19,440,000	\$18,603,360	\$836,640	\$476,640	
8%	614	480	5,040	\$19,440,000	\$18,483,840	\$956,160	\$596,160	
9%	691	540	5,670	\$19,440,000	\$18,364,320	\$1,075,680	\$715,680	
10%	768	600	6,300	\$19,440,000	\$18,244,800	\$1,195,200	\$835,200	
15%	1,152	900	9,450	\$19,440,000	\$17,647,200	\$1,792,800	\$1,432,800	
20%	1,536	1,200	12,600	\$19,440,000	\$17,049,600	\$2,390,400	\$2,030,400	
25%	1,920	1,500	15,750	\$19,440,000	\$16,452,000	\$2,988,000	\$2,628,000	
30%	2,304	1,800	18,900	\$19,440,000	\$15,854,400	\$3,585,600	\$3,225,600	
35%	2,688	2,100	22,050	\$19,440,000	\$15,256,800	\$4,183,200	\$3,823,200	
40%	3,072	2,400	25,200	\$19,440,000	\$14,659,200	\$4,780,800	\$4,420,800	
50%	3,840	3,000	31,500	\$19,440,000	\$13,464,000	\$5,976,000	\$5,616,000	

- 1) Current Cost was calculated by adding total costs related to Primary Care, Urgent Care, and Emergency Room visits.
- 2) Pro Forma Cost equals the sum of PCP, UC, and ER Total Cost after Total Visits are reduced by the UC, ER, and PCP Redirects shown above.
- 3) Telemedicine reduces absenteeism, average absenteeism to an employer for every 1,000 employees is \$2 million annually.
- 4) Above Illustration is based on the no co-pay with unlimited consultation plan design.