

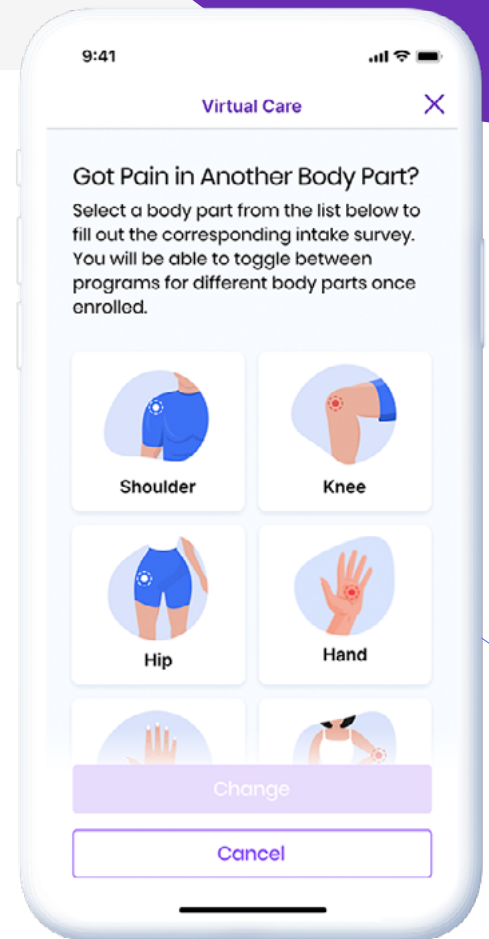
Reduce Musculoskeletal Costs

# With Virtual MSK Therapy

Musculoskeletal (MSK) is the #1 cost driver of healthcare spending in the U.S. and has doubled over the last decade. On average, employers spend \$7,800 and lose 11.4 workdays per year for each employee struggling with back pain or other musculoskeletal disorders (MSDs). On top of that, employees with MSDs suffer greatly both physically and mentally. Unfortunately, typical strategies are extremely expensive and underutilized.

**HealthJoy's Virtual MSK Therapy program is an effective exercise therapy program for individuals struggling with back and joint pain.**

With guidance and support from a personal coach, employees can significantly reduce pain and improve functional abilities in just 15 minutes per day for back, neck, shoulder, knee, hip, hand, wrist, elbow, ankle, and/or foot pain. Our program is low-cost, non-invasive, and more convenient than traditional methods like in-person physical therapy and surgery. That translates to lower costs and better health outcomes for you and your employees.



**82%**

Pain reduction

**95%**

Member satisfaction

**85%**

Function improvement

**\$2,572**

Claims avoided per participant

## How it Works.



### Steerage

JOY redirects members who are searching for related providers and facilities to our Virtual MSK Therapy program



### Intake

Members complete a 15-minute intake survey so we can better understand their unique situation\*

\* 5-10% of people may be ineligible based on medical history indicating structural issues or more serious underlying conditions. Typically 3-7% of an employee population will end up participating in the program after determining eligibility.



### Introductory Call

We assign a personal coach to the member, who reaches out to schedule an introductory phone call



### Care

The member's coach assigns a care plan with up to 12 weeks of exercises that can be done at home and supports the member throughout the duration of the program

#### CORRELATED CARE

Chronic pain sufferers also struggle with anxiety and/or depression roughly 50% of the time. JOY and our coaches will remind program participants of the mental health services available to them, particularly if their intake survey indicates clinically significant depression.



### Maintenance

The member's coach provides a maintenance program that the member can follow once they've completed the program

## Optimized for Adherence

1

**Convenient** - Our program is more convenient than alternatives, like in-person physical therapy. Members can access the program from home or on-the-go, from their mobile device or a desktop, and it only requires 15 minutes out of their day. Equipment or sensors aren't needed to complete any of the exercises.

2

**Coach-Led** - Every program participant is matched with a personal coach who will assign them a personalized program and support them throughout. The coach helps to ensure participant adherence and results. On average, members interact with their coach 40+ times throughout the program.

3

**Cost-Effective** - Our program costs just \$800\* per participant, which is less than half the cost of a round of in-person physical therapy. Since the employer covers the cost of the program, it's completely free to employees so they have no barriers to getting the care they need.

\*1:1 ROI Guarantee: HealthJoy will refund or credit the difference between your estimated Program Savings and Fees if the Total Savings are lower.

“My doctor told me that my only option left was surgery. I was losing hope. I’ve gone from 100% getting surgery to 100% NOT getting surgery. I can’t believe I went from ‘I may never run again’ to actually rejoining my running group. I’m just so excited.”



43-YEAR-OLD FEMALE COLLEGE PROFESSOR WHO PARTICIPATED IN THE PROGRAM