

CASE
STUDY

Client achieves unprecedented engagement and multi-year cost savings.

Client:

An organization based in the southeastern U.S. with locations across the country

SIZE CATEGORY: 5–25K employees

SELECTED FOR MOBE®: 29% of total population

DEMOGRAPHIC: 60% male and 40% female (Employer-provided binary genders)

Key Takeaway:

A large self-insured employer increased health engagement for employees and their adult dependents through lifestyle guidance and optimizing medication use. Exceptional health improvements were paired with significant financial results.

Over Two Consecutive Years:

Average claims-cost savings:

15%

vs. projected spend

Average engagement:

34.6%

Challenges:

The employer struggled to engage their workforce in health and well-being, particularly hourly shift workers. With minimal participation in their existing program, there was little hope of meaningful health outcomes for employees or a positive impact on the employer's bottom line.

- Single-digit engagement in the digital-only, broad-brush program
- Many hourly, shift-based employees without access to traditional communications, like email
- Multiple bilingual locations
- High employee turnover
- Rising costs

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“MOBE is life changing. Pushing myself past limits I never thought were possible is my new life! I’m so thankful my employer is looking out for our health.”

—MOBE participant, hourly employee

Solution:

The employer partnered with MOBE to offer personalized lifestyle guidance and medication optimization for selected employees and adult dependents, most with multiple chronic conditions. **This initiative drove a 34.6% engagement rate. Within the first four months, 15% of hard-to-reach, hourly employees engaged in the program, and by the end of the second year, that number had nearly doubled.**

Key to the program's success were the unlimited interactions participants had with MOBE Guides and Pharmacists for personalized, one-to-one clinical and non-clinical consultative support. Guides and Pharmacists were available beyond standard hours via phone and the MOBE Health Guide app. The Spanish-speaking team further enhanced accessibility.

A 100% risk-free financial guarantee ensured the program paid for itself, with MOBE covering all costs, including data acquisition, incentives, and communications. MOBE's close collaboration with the employer's consultant ensured unbiased claims-cost projections and trust. Program integration also increased awareness of the employee assistance program through direct referrals.

Year-Over-Year Results:

With MOBE, the client not only engaged their workforce like never before, but their employees experienced improved health outcomes that reduced the projected spend over two consecutive years.

HEALTH OUTCOMES—Driven by one-to-one conversations with a MOBE Guide or Pharmacist and/or via app interactions.



37% of participants had weight loss goals and lost at least 5% of their starting weight.



55% of participants who were sedentary increased their daily steps.



67% of participants who previously slept less than seven hours now regularly get 7–9 hours.



67% of participants improved their emotional health. | **71%** are managing stress better.



95% of recommendations made by MOBE Pharmacists were accepted by participants and providers.

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“It’s invaluable. You want to do the best thing you could ever do for your employees? You need MOBE.”

—MOBE participant,
IT employee

95%

participant satisfaction rate

UTILIZATION REDUCTIONS



50%
fewer
inpatient stays

22.6%
fewer
outpatient visits

13.4%
fewer
professional visits

CLAIMS-COST SAVINGS
across categories



18.4%
saved— inpatient
claims costs

32.2%
saved— outpatient
claims costs

46.5%
saved— professional
claims costs

MOBE

Achieve year-one savings with a personalized, whole-person, cross-condition solution.

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