Kaia Health delivers a significant reduction in MSK claim costs per user for Health Systems

How a self-insured employer used the Kaia Health Pain Management app to cut MSK medical claim costs by 62% and decrease MSK pain by 50%

Our Approach

Digital therapeutics (DTx) go beyond the current standard of care to help employers better manage their population suffering from chronic musculoskeletal (MSK) conditions.

When a Florida-based health system found that MSK disorders were among the top three drivers of claim costs, tackling the issue became a clear priority. With a total eligible population of just above 3,000 across dozens of facilities, the claims were impacting nearly 30% of the company's population. That's when the health system turned to Kaia Health, which specializes in digitizing best-in-class multidisciplinary therapies for chronic diseases.

For **enrolled employees,** the trial program revealed

- 125 users out of a population of 3,000, equivalent to 4% of their population—including both employees and dependents—enrolled in the Kaia program within three months
- The population of active Kaia Health Pain Management app users* completed an average of 5.1 sessions per week during the 3 months following program introduction
- Users suffering from severe nonspecific pain** saw a 50% pain level decrease compared to their pain levels at the start of the program

50%

Reduction in pain

62%

Reduction in MSK Claim Costs per User

22%

Net Cost Savings

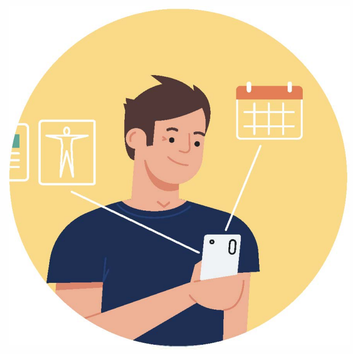
For **the employer,** results revealed

Active Kaia app users experienced a 62% incremental reduction in annual medical claims costs as compared to the control group (Kaia enrollees who were not active in the program).

Medical claims cost reductions were driven by:

- a 39% reduction in the number of MSK medical claims
- a 38% reduction in costs per claim

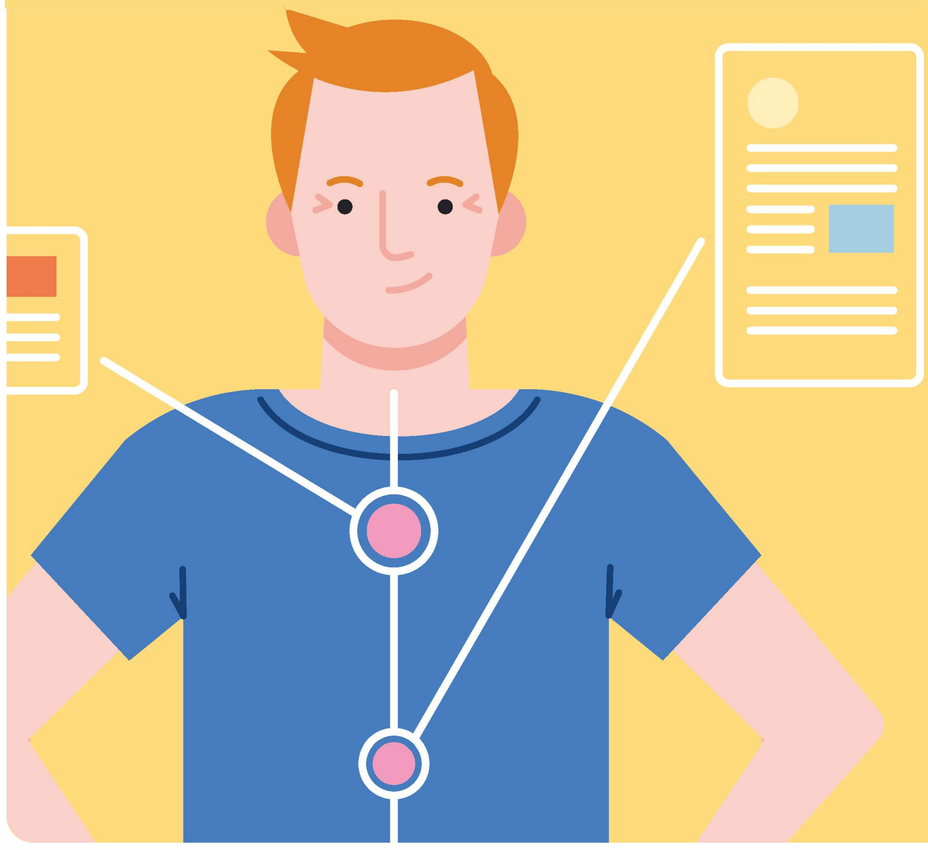
After incorporating the costs of Kaia for this group of users, this results in a 22% net cost savings for a 1.6x return on investment (ROI).



"We love the fact that it was easy for our employees to start as they only needed their own phone.

Kaia has been amazing to work with and helping us to make the program work for our population. In addition, our leadership is very impressed with the impact we have had on our employees in such a short time."

Director of Benefits



In Conclusion

Final claims data analysis suggests the introduction of the Kaia Health digital pain management program into this employee population resulted in consistent engagement and substantial cost savings for the self-insured employer.

These savings were made possible through a reduction in both the total number of medical claims and the cost per medical claim.

Looking for a proven, cost-effective and engaging way to help manage your chronic MSK population?

Schedule a brief intro call or demo with our team to learn how we can empower your organization to minimize the impact of chronic musculoskeletal pain.

Schedule an Intro Call

About Kaia

Kaia Health is a digital therapeutics company that creates accessible, evidence-based treatments for a range of disorders, including back pain, COPD, and osteoarthritis.

Kaia Health has enrolled more than 450,000 users to-date in its digital therapy program. Kaia Health has offices in New York and Munich.

For more information about Kaia Health, visit:

kaiahealth.com

References

1. Nobel J MD, MPH, Sherman C, Sasser E, Pickering L MPH. Preventing and Treating Musculoskeletal Disorders: New Strategies for Employers. Northeast Business Group on Health (NEBGH) https://nebgh.org/wp-content/uploads/2018/02/NEBGH_MSD-Report_FINAL.pdf

2. PREVENTION OF WORK-RELATED MUSCULOSKELETAL DISORDERS 1218-AB58 - 2014. US Department of Labor: Occupational Safety and Health Administration. https://web.archive.org/web/20200930184311/https://www.osha.gov/pls/oshaweb/owadisp.show_document?p_id=4481&p_table=UNIFIED_AGENDA Published 2014. Accessed September 30, 2020.

* An Active Kaia user is one who had completed modules on four or more days during the time the Kaia app was available.
** Nonspecific pain is defined as a starting pain level of 4 or greater on the Numeric Rating Scale.