



**In 2013, Iron Mountain  
set themselves an  
ambitious goal:  
save \$54 million  
in health costs.**

**They succeeded.  
Here's how.**

How a leading data storage  
company changed lives and  
saved money (without  
slowing down).

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A Case Study

# ~1/5 OF TESTED EMPLOYEES WERE AT VERY HIGH RISK OF DEVELOPING TYPE 2 DIABETES

## THE CHALLENGE

When Iron Mountain dug into the numbers, the facts were sobering. Blood tests showed that almost one-fifth of their employees had prediabetes. What's more, as their loyal and long-tenured population aged, the odds of this problem worsening were very real.

## THE STRATEGY

Iron Mountain decided to provide employees and their spouses with a suite of carefully-selected health programs and incentives through their in-house LiveWell brand. The goal? Inspire them to become more engaged with their overall well-being and tackle major issues, including the threat of type 2 diabetes.

## THE SOLUTION

Iron Mountain partnered with Omada Health to offer Omada®, a personalized intensive behavioral counseling program, delivered digitally, as part of their platform.

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*“Our employees stay with us for a long time, and perform physically demanding work. That’s why it’s critical we invest in preventive care to keep everyone healthy long-term.”*

**SCOTT KIRSCHNER**  
DIRECTOR OF  
BENEFITS STRATEGY

# THE RESULTS

Since implementing their total health strategy, including Omada, Iron Mountain's current medical, dental, and disability claims are \$40 million below projections. What's more, there's no projected increase in health plan costs during 2014-2016.

Taken together, Iron Mountain is on track to realize more than \$70 million in healthcare savings—well above their initial goal of \$54 million.

## BY THE NUMBERS



### 65% APPLIED

*~2/3 of those who heard about the Omada program signed up.*



### 24 TIMES A WEEK

*Participants were so engaged they logged in, on average, more than 3 times every day - even on the road.*



### 82% COMPLETED

*Almost everyone who started the program made it all the way to the end.*



### 5% BODY WEIGHT

*Those who completed the program lost, on average, over 10 pounds within the first 16 weeks.*



### 54% RISK REDUCTION

*5% weight loss has been associated with 54% reduction in risk of type 2 diabetes.<sup>1</sup>*

<sup>1</sup> Maruther NM, Ma Y, Delahanty LM, et al. Early responses to preventative strategies in the diabetes prevention program. J Gen Intern Med. 2013;28(12):1629-36.

*“To really tackle the root issues of prediabetes head on, we wanted a program that combined innovative technology with high human touch. Something that would adapt to employees’ individual needs as they went through it.”*

SCOTT KIRSCHNER  
DIRECTOR OF  
BENEFITS STRATEGY

## ABOUT OMADA HEALTH

We’ve pioneered digital behavioral medicine: a new approach to tackling the growing epidemic of type 2 diabetes, heart disease, and obesity. Our online program combines world-class science, technology, and design to inspire and enable people everywhere to live free of chronic disease.

### WORK WITH US

We work with risk-bearing entities including employers, providers, and health plans to help reduce the enormous cost burden of chronic disease. Every deployment is tailored to our customers’ needs to achieve optimal enrollment, clinical outcomes, and financial impact.

### WHAT WE OFFER

- Customized marketing campaigns to captivate and encourage enrollment
- Dedicated account manager for one point-of-contact
- Phone-based support team for participant enrollment
- Regular, real-time deidentified, aggregate reports to keep you updated on progress

## LET’S CHAT.

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