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).

A Case Study
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.

“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 KIRCHNER
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.¹

LET’S CHAT.

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

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

EMAIL
sales@omadahealth.com

PHONE
(415) 604-4417