

Cost Savings & ROI Analysis

This comprehensive analysis demonstrates the measurable financial impact of our strategic partnership with a representative client, showcasing substantial cost containment and return on investment over a 44-month period.

Customer Overview

A 500+-employee global manufacturer of pressure-sensitive print media headquartered in the USA. They offer a cross-platform portfolio of film and laminate solutions that stick, which include rolls for wide format and sheets for narrow format digital printers, as well as offset print technologies.

The corporate headquarters, located in Michigan, has 400,000 square feet of manufacturing space across three separate locations.

Analysis Period

—
May 2018 - Dec 2021
Actual performance data pre-HB
—
Jan 2022 - Aug 2025
Projected vs. actual comparison

Key Focus Areas

—
Per-member per-month (PMPM)
cost analysis, value-based care
savings, and total avoided
medical spend tracking

Bottom Line Impact

—
total avoided costs across
883 average members:

\$4,032,449

Financial Performance Overview

Our partnership delivered exceptional cost containment results, with actual PMPM costs significantly below projected industry growth trends.

Metric	May 18 - Dec 21 (Actual)	Jan 22 - Aug 25 (Average* 8%)	Jan 22 - Aug 25 (Actual)	Savings
PMPM	\$374.00	\$497.79	\$394.00	\$103.79
Average Members	666	883	883	—
Adjusted PMPM	\$374.00	\$497.79	\$385.30	\$112.49
Total Medical Spend	\$10,959,696	\$19,340,137	\$15,307,688	\$4,032,449
VBC Savings (PMPM)	\$0	\$0	\$8.70	\$8.70

*Based on 2025 data from Kaiser Family Foundation (KFF), Society for Human Resource Management (SHRM), and Aon

Key Achievement

Actual PMPM of \$394 represents a 21% reduction compared to projected costs of \$497.79, demonstrating exceptional cost management effectiveness.

Real Results from Real Customers

HealthBar's onsite, relationship-based care model serves as the primary point of care for Celia employees and their families, with a strong focus on chronic disease management and redirecting care away from high-cost traditional settings.

Onsite primary care, including women's health and health optimization, drives frequent, longitudinal engagement, enabling early intervention and reduced reliance on emergency, urgent care, and unnecessary specialty services. Embedded chronic disease management and care management support high-risk members through medication management, ongoing monitoring, and care navigation, contributing to diabetes no longer ranking among Celia's top 10 cost drivers. Integrated mental health support, onsite lab draws, and occupational health services focused on pre-employment physicals and workplace injury evaluation further reduce friction, offsite utilization, and lost work time.

Onsite

Clinical team of an NP & RN with 48 hours of onsite time per week

Virtual

Text, call, email, or schedule virtual visits 7 days/week from 7am - 9pm

Access

Onsite & virtual access available to all employees, spouses, and dependents

Support

Designed to support a 3-shift workforce

"HealthBar has been a true partner to Celia Corp from the very beginning. For four years, they've provided consistent, compassionate onsite care to our employees and their families, and the impact has been undeniable.

Their onsite primary and preventive care model has changed the way our people experience healthcare. Our team members can walk in for same-day visits, annual physicals, immunizations, health coaching, and support for everything from minor illnesses to navigating more complex concerns.

Perhaps most importantly, HealthBar has been an anchor for employees managing chronic conditions—helping them stay on track with monitoring, medication management, lifestyle support, and early intervention when something isn't right. That level of continuity has made a measurable difference in both well-being and outcomes."

Sara Burgess
HR Director, Celia Corp

88.6%

Returning Patient Visits
as percentage of total visits

70.6%

of Engaged Members
see their HB provider 2+ times in 12 months

75%

Employee Engagement

1,806

Annual Visits with HB provider

\$4M

In Avoided Medical Spend