

Broker FAQ's

What is your pricing structure?

- See Service Pricing

What is your standard client profile?

- Self-insured or fully insured looking to move self insured in the near future
- Average Client Size
 - 100-10,000 lives (mid market)
- Industries We Serve
 - Contracting, electrical, equipment distributors, financial & banking, retail, legal, manufacturing, municipalities, steel fabrication, textiles
 - Highly experienced working with clients on multi shift schedules & multiple locations
- Service Areas/Geographic Reach:
 - Predominantly located in the Southeast however we hold a presence in the North and Midwest. Our model is built to scale and service area can expand as needed.

What are your core offerings?

- Health clinics, screenings & assessments, engagement programs, health coaching, disease management, care navigation, mental health, digital platform
- Based on our suite of services we can offer a hybrid model which allows the ability to service both remote & onsite workforces

What information is needed to provide a formal quote?

- Need to know:
 - Company Name (if possible)
 - # of eligible participants
 - Location(s)
 - # of locations
 - Ideal implementation timeframe
- Nice to know:
 - Renewal date
 - Current Program Description
 - Primary Wellness Goals
 - Will an incentive be offered? If so, what kind?
 - Percentage of expected participation
 - Target budget

Our Differentiators

- Face to face & telephonic & virtual options
- Reporting & ability to benchmark program success
- Offer hybrid solutions for multiple locations/environments
- Customizable approach - ability to enhance program over time
- Cultural assessment - holistic approach to the program

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What type of standard reporting and program benchmarking do you provide?

- Risk stratification
- Program Participation
- Clinic Activity
- Aggregate Data (baseline & year over year comparative)
- Quality Metrics
- ROI/VOI
- Compliance
- Incentive tracking

What is the typical implementation time for your services?

- Fully operational 90 days from the signed contract
- See [sample implementation timeline]

Online portal capabilities?

- See [digital platform webpage]
- Goal Tracking, activity tracking, messaging, scheduling, incentive tracking, device integration, analytics
- Mobile-friendly

Data integration/claims?

- Our system allows for data integration from other sources such as medical claim data, prescription drug data, electronic health records, and predictive modeling products.
- Our Health Management System allows TargetCare nurses to better manage gaps in care, medication compliance, goal setting, program compliance, ER utilization

Do you assist with program communication strategy & program promotion?

- Each client is assigned a dedicated account manager that will serve as the main point of contact. Client management includes; program strategy & consultation, quarterly meetings & delivery of reports, day-to-day communication & support

Our Approach



HIGH TOUCH

Face to face interactions
Personal relationships
Individualized care
Health coaching
Screenings
Clinic visits



HIGH TECH

Digital platform
Scheduling
Device integration
Provider messaging
Activity & goal tracking
Incentive and rewards tracking