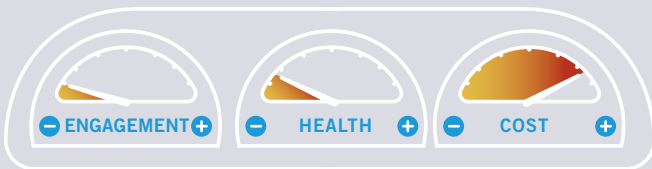


# Flipping the switch for better health and reduced costs



## Disengaged patients have poor health outcomes and higher costs

When patients don't take an active role in their healthcare, they struggle to form daily healthy habits, leading to poor medication adherence and lower levels of health literacy. The result is greater costs for patients and plans.



### The costs of disengagement

Plan costs for patients with low engagement are **8% higher** in year one and **21% higher** in year two.<sup>1</sup> For example:

**55%** of patients with asthma are nonadherent to their medication<sup>2</sup>

**\$6,000+** for a single asthma-related hospital stay

**60%** of patients with diabetes don't receive an annual retinopathy eye exam<sup>3</sup>

**\$8,000+** to treat one case of diabetic retinopathy

**62%** of patients won't receive a flu shot this year<sup>4</sup>

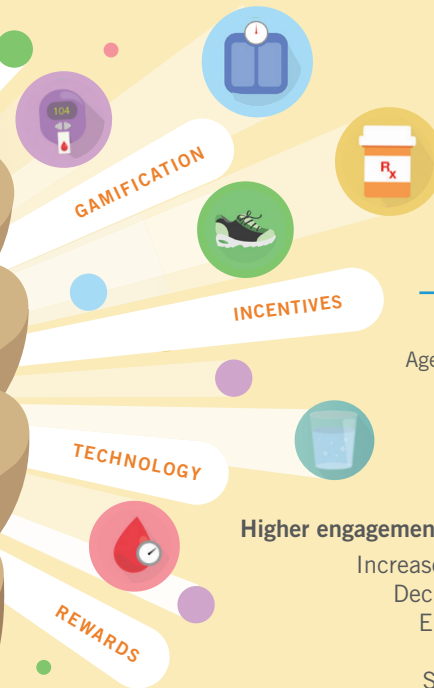
**\$3,000** for one influenza-caused hospitalization



## Take action by engaging patients with a fun, rewarding solution



How do you improve health and lower costs? Meet people where they are – on their devices – with a mobile app that's fun and rewarding, and engages them in adopting healthy behaviors daily.



**77%**  
Number of Americans who own a smartphone<sup>5</sup>

**150x**  
How often people check their devices daily<sup>6</sup>

**50+**  
Age group with fastest growth of smartphone usage

### Higher engagement = healthier population

- Increase medication adherence
- Decrease therapy omissions
- Encourage healthy habits
- Improve health literacy
- Slow disease progression

<sup>1</sup> <https://www.ncbi.nlm.nih.gov/pubmed/23381513>  
<sup>2</sup> <http://lab.express-scripts.com/lab/insights/adherence/the-high-price-of-low-adherence-to-medication>  
<sup>3</sup> <https://www.aao.org/newsroom/news-releases/detail/sixty-percent-americans-with-diabetes-skip-exams>  
<sup>4</sup> <https://www.ncbi.nlm.nih.gov/pubmed/10977420>  
<sup>5</sup> <http://www.pewresearch.org/fact-tank/2017/01/12/evolution-of-technology/>  
<sup>6</sup> <http://elitedaily.com/news/world/study-people-check-cell-phones-minutes-150-times-day/>



Mango Health is a real game changer. Contact your Express Scripts account team to learn more.

