



Case Study

Uniting Pharmacy Benefits and Pharmacy Strategy for Better Employee Health



VytOne partners with a large municipal employer to actively support the health and well being of its employees. Working side by side with our pharmacy benefit manager (PBM) and Pharmacy Services teams, this client unlocks real value—delivering cost effective benefits while elevating high quality, patient centered pharmacy care. The result is a seamless experience for employees with dependable access to medications, personalized support, and care that employees can trust—driving strong satisfaction and engagement across the workforce.

Impact of Clinical Programs and Personalized Support

Our partnership with this local municipality includes custom clinical programs and an on-site pharmacy for employees. Employees benefit from convenience and time savings with home or office delivery. They also receive personalized support from knowledgeable pharmacy staff.

\$543K

Saved with VytOne
Managed Copay Solutions

Data from 5/1/25 - 4/30/26

\$233K

Saved with Better
Choice Program

Data from: 4/1/25 - 3/31/26

\$130K

Saved with Care
Improvement Plus Program

Data from 1/1/25 - 12/31/25



Pharmacy-led Programs

The Diabetes Program and Cardio Program are pharmacist-led clinical care programs designed to improve chronic disease outcomes for employees and dependents through personalized education, medication management, and regular follow-up visits.

The Diabetes Program focuses on improving A1C, blood pressure, cholesterol, weight, and preventive care adherence, while reducing diabetes-related emergency room (ER) visits and total medical costs compared to national benchmarks. The Cardio Program targets blood pressure and cholesterol management, emphasizing risk reduction, medication adherence, and prevention of costly cardiovascular events and ER utilization. Together, these programs demonstrate strong clinical outcomes, high participant satisfaction, and significant net cost savings with an overall return on investment of 8.5:1.

Program Eligibility and Information



To qualify for the Diabetes Program, employees and dependents need to be filling diabetes medications or diabetes supplies. For the Cardio Program, they need to be filling blood pressure or cholesterol medications.



During the initial visit, the patient establishes care and begins blood glucose or blood pressure monitoring. They also receive baseline labs, including A1C and cholesterol and blood pressure levels.



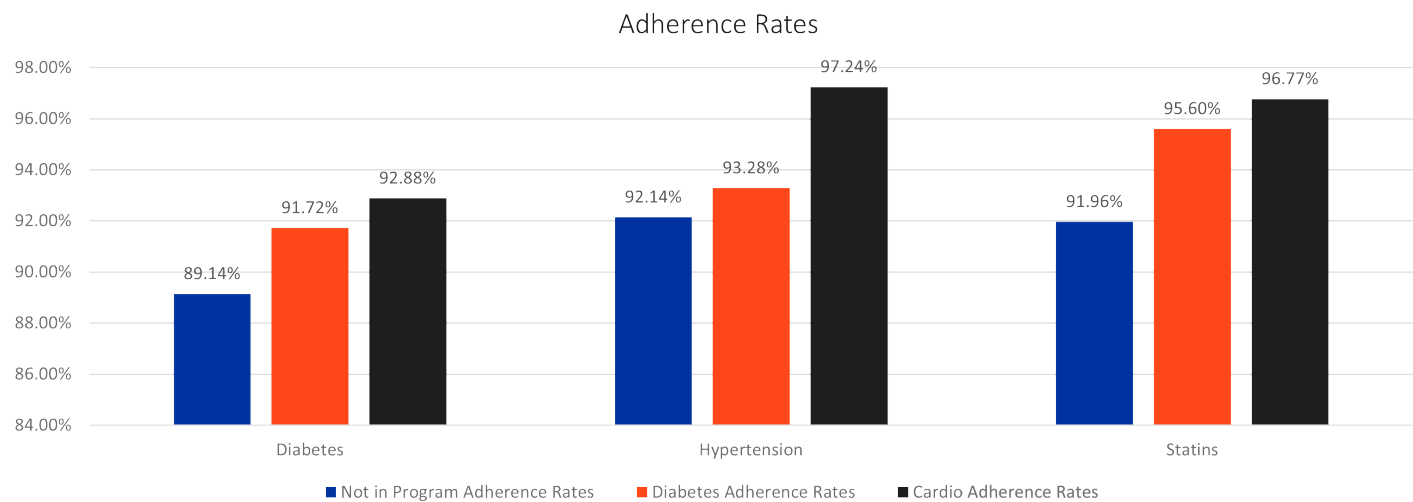
The patient is then seen every one to two months for core education modules and lifestyle interventions.



After five months of visits, the patient is seen on a quarterly basis and is provided education modules that build on core education and skills, unless pressing issues warrant more frequent visits/monitoring. If the patient remains stable, they can move to appointments every six months.

Outcomes (2025)

Increased Medication Adherence Rates



Medication Category	Not in Program Adherence Rates	Diabetes Adherence Rates	Cardio Adherence Rates
Diabetes	89.14%	91.72%	92.88%
Hypertension	92.14%	93.28%	97.24%
Statins	91.96%	95.60%	96.77%

Reduced ER Utilization Rates and Improved Clinical Outcomes

We saw a significant reduction in ER visits:

- Its diabetes-related ER visit rate is now **~90% lower** than the national benchmark (7 versus 72 per 1,000).
- Its cardiovascular-related ER visit rate is now **~73% lower** than the national benchmark (35 versus 131 per 1,000).

We also saw improved clinical outcomes overall, including:

63%

Of participants achieving a blood pressure of <130/80

66%

Of participants achieving a low-density lipoprotein level of <100

45%

Of participants losing weight (averaging 8.4 pounds per person)

63%

Completion of annual eye, foot, and dental exams

Financial Improvements

We saw an 8.5 to 1 overall return on investment, including:

- **\$920K reduction** in diabetes-specific medical costs versus the national benchmark.
- **\$478K reduction** in cardiovascular-specific medical costs versus the national benchmark.
- **\$84K lower** diabetes prescription spend versus the American Diabetes Association benchmark.
- **\$137K lower** cardiovascular prescription spend versus the Medical Expenditure Panel Survey benchmark.
- **\$1.62M total** direct medical and pharmacy cost avoidance.
- **\$1.43M net annual savings** (after all program expenses).

Employee Satisfaction

- High satisfaction scores among participants
- Strong engagement and program retention
- Positive impact on workforce health and productivity



Summary

Together, we take a hands on approach to program execution, data analysis, and clinical oversight—working together to create a simpler, more coordinated pharmacy experience that puts employees first and drives better outcomes.

Results are specific to this client and may vary based on population and program design.

The Results



Clearly communicated formulary changes for a smoother member transition.



Direct communication for improved prior authorizations experiences and shorter wait times for complex claims.



Pricing changes that achieved lowest net cost.



Database that allowed reporting to be shared and reviewed collaboratively.

Discover how an integrated partner can unlock savings and clinical value for your employees.

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