



Delivering the triple aim ripple effect with value-based sleep care from Nox SleepCharge®

Southern Company

Challenges

Caught between the rising cost of healthcare and a growing prevalence of chronic conditions like diabetes, hypertension and depression in their workforce, Southern Company was looking for innovative ways to lower health claim costs while also improving the health and lives of their employees. Key decision factors were finding a more efficient, accessible, and comprehensive solution that aligned with company values

Solution

With SleepCharge®, Nox provided a comprehensive, coordinated, and continuous sleep care management program, delivered by one integrated care and medical team, to significantly improve member adoption and adherence for superior outcomes - regardless of geography. Our value-based, patient-centric approach removed barriers to care with features like telehealth, national network of board-certified sleep physicians, convenient at-home testing, one bundled case rate etc.

Results

- **Superior adherence:** 72.5% members remain on treatment in Year 2
- **\$5,657 PMPY reduced total healthcare claims costs** for Obstructive Sleep Apnea (OSA) treatment, compared to case-matched cohort
- Significant savings for chronic conditions:
 - \$4,960 PMPY Metabolic Syndrome
 - \$6,220 PMPY Atherosclerotic Disease
 - \$5,673 PMPY Mental Health

“What we like the most about the program is, first, the connection and care our employees have felt with the [SleepCharge] Care Teams. The trust instilled in the team has made a positive impact on program adherence.

Second, from a cost perspective, the value-based care model has allowed us to off-load risk and streamline the treatment journey. These factors helped us reduce waste in healthcare and saved us a great deal of money.”

Katie Kirkland, Director of Benefits
Southern Company



COST OF SETTLING FOR FFS IS GREAT

An opportunity cost analysis revealed that employees still opting for treatment through their health plan **cost 3 times more than with Nox SleepCharge®**; this amounted to approx. **\$5MM total savings.**



HAPPY, HEALTHY ADHERENT POPULATION

“I am not sleepy at all during the day. I wish I had done the Sleep Study earlier. SleepCharge made the process so easy!”

“I love treatment and the service I receive from SleepCharge. I tell everyone at my office to try this benefit. I love my mask!”