

# THE BENEFITS LEADER'S 90-DAY ROI PLAYBOOK

Wednesday, January 21, 2026 | 12:00 - 1:00 PM

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# Speakers



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MODERATOR

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Vice President, Programs and  
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# **The Benefits Leader's 90-Day ROI Playbook**

**Unify Data. Align Vendors.  
Validate Results**

JANUARY 21, 2026

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# Vendors Operate in Silos

**82%** of employers say they cannot validate ROI claims from their vendors

— National Business Group on Health,  
Large Employer Health Care Strategy Survey 2025

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**Timely data and reporting remains a TOP CHALLENGE for employers, with delays in vendor data cited frequently as a barrier to action and ROI.**

— Mercer Health & Benefits Strategy Survey, October 2025

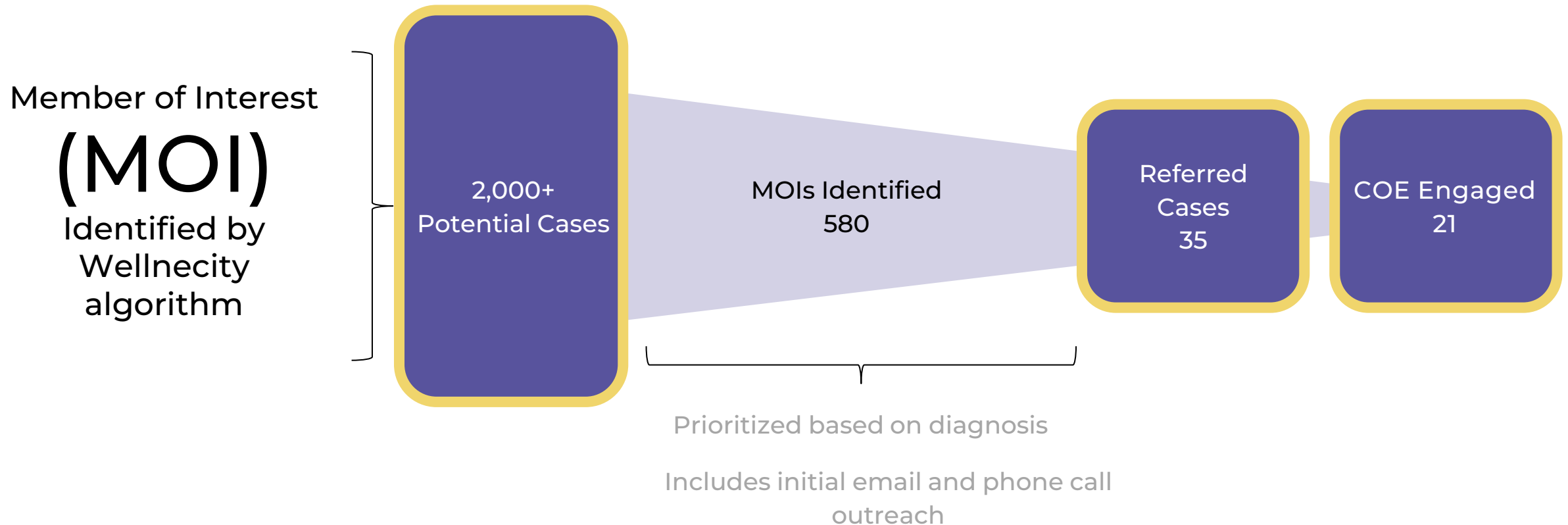
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**Only 28%** of employers say they trust the ROI reports provided by their vendors.

— WTW Employer Health Care Survey July 2025



# Center of Excellence (COE) Example



- **Algorithm narrows 2,000 cases to 580 high-intent candidates**
- **Clinical appropriateness confirmed after engagement**
- **Referrals are precise, not volume-driven**

# What Good Looks Like: A Coordinated Ecosystem

**Organizations with a unified data layer see a 40–60% reduction in time-to-insight.**

— WTW & Deloitte Health Analytics Studies, November 2025

**Employers with integrated vendor data are 2.5x more likely to achieve measurable ROI.**

— Business Group on Health / WTW joint research

# Real Proof: Coordination Changes Outcomes

## Employer

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### Advanced Primary Care as the Hub

- **90% of point solutions no longer needed**
- Costs dropped + outcomes improved
- ROI validated by finance (shared definitions)

## Vendor

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### AI-Assisted Referral Visibility

- **+230% increase in resources viewed**
- **+40% increase in appropriate referrals**
- Human-in-the-loop ensured clinical quality

## Platform

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### Lag Cut From 60 Days to 2 Days

- **12–15% reduction in high-cost categories** within 6 months
- **\$33K in annual savings per member** by avoiding high-acuity episodes

# Implementation: The 60-90 Day Playbook



1

**Get  
Visibility**

2

**Establish  
Rhythm**

3

**Drive  
Accountability**



# Key Takeaways

- 1 Tighten governance**
- 2 Coordinate outreach**
- 3 Standardize real-time data**

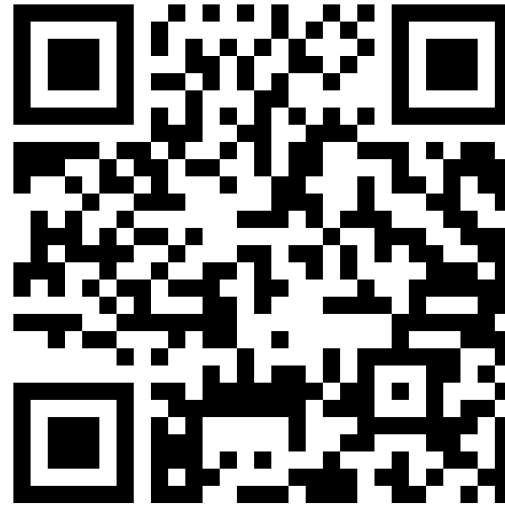


# Q&A | Thank You

## Get Your 90-Day ROI Readiness Review

Email: [demo@wellnecity.com](mailto:demo@wellnecity.com)

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### How to Make Your Health Benefits Ecosystem Work as One A 90-Day Playbook for Self-Funded Employers and Benefits Advisors

1

#### **The Problem: Fragmentation Blocks Results**

MOST BENEFIT ECOSYSTEMS ARE A TANGLE OF DISCONNECTED VENDORS, DELAYED FEEDS, AND MISMATCHED IDS.

- Data arrives in silos, making performance measurement impossible.
- Vendor impact gets hidden or double-counted.
- HR and fiduciary teams lose visibility and confidence in ROI.

Even the best vendor programs can't prove value if the data never connects.

2

#### **The Goal: Create a Coordinated Engine You Can Measure and Defend Unify data, vendors, and communications under a common structure.**

- Move from manual reporting to automated, adjudicated insight
- Shift from reactive cost reviews to predictive, proactive management
- Enable clear fiduciary oversight and vendor accountability

## Upcoming NEBGH events:

- **February 9** – Mondays with Dr. Mark & Dr. Michael
- **February 12** – 31<sup>st</sup> Annual Tribute to Leadership
- **March 26** – Cardiometabolic Health as a Business Imperative
- **June 18** – 15<sup>th</sup> Annual Conference: Powering Progress to Drive Change

Remember to rate this webinar!

