



***Good Health Is Good business***

*Statistical Analysis for*  
**SAMPLE REPORT - 1000  
PARTICIPANTS**

Report created on August 4, 2010

## Quality Survey Results

Was the blood drawer courteous?	100%	Yes
Was the blood drawer professional?	100%	Yes
Was the blood drawers appearance professional?	100%	Yes
Overall, was the program of value to you?	98%	Yes

Total number of respondents: 473



## Participants

		Repeat participation	
1,032 Total	77.7% Age 40+	911 (88.3%)	
370 Males	80.0% Age 40+	309 (83.5%)	
662 Females	76.4% Age 40+	602(90.9%)	
116 spouses participated			

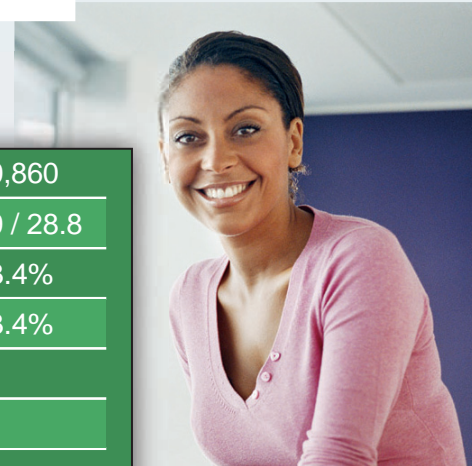
## Interesting Insights About Your Company

Lab tests on file	40,860
Average BMI (Female / Male)	29 / 28.8
Percentage of smokers	13.4%
Percentage of participants referred to a physician	53.4%
Problem drinking	41
Average number of days of exercise	2
Number of participants actively taking steps to improve their health	251

## Web Site Usage

Participants registered	943
Information bulletins sent per participant *	4.5
Participant visits *	1,746
Items researched per visit *	7

\* in last 12 months



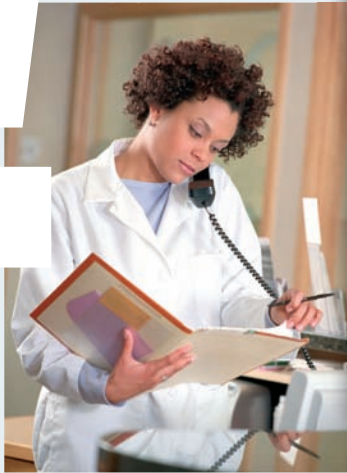
## Newly Discovered Conditions

Anemia	13
Blood Pressure	42
High Cholesterol	118
Diabetes	17
Kidney Disease	20
Liver Disease	39
Thyroid Disease	0
Metabolic Syndrome	242

Newly discovered means our testing uncovered an abnormal medical condition that was not entered on the participant's medical history.



Very serious refers to conditions that require immediate medical attention. People in this group (excluding depression and problem drinking) have been contacted by a member of our medical staff.



### Very Serious Results

Anemia	0
Blood Pressure	7
High Cholesterol	74
Depression	6
Diabetes	1
Kidney Disease	4
Liver Disease	0
Possible Cancer	14
Thyroid Disease	0
Problem drinking	41
Other (Muscle, Bone, Autoimmune Disease, Parathyroidism, Adverse reaction to medication)	4



### New Medication Requirements

Diabetes	25
Blood Pressure	4
Cholesterol	89

This section highlights participants who tested abnormal and are not on medication. Medication has been recommended.

## Your Company's IHI Scores

	Your Company	Peers	IHS Clients
High Risk	16%	26%	19%
Moderate Risk	17%	22%	19%
Low Risk	66%	52%	62%

## What is IHI?

The IHI (Interactive Health Index) was designed to help participants understand where they stand for future risk of coronary heart disease and diabetes. The index is comprised of five modifiable risk factors: smoking, glucose, blood pressure, triglycerides and LDL cholesterol – all potential causes of serious health problems.

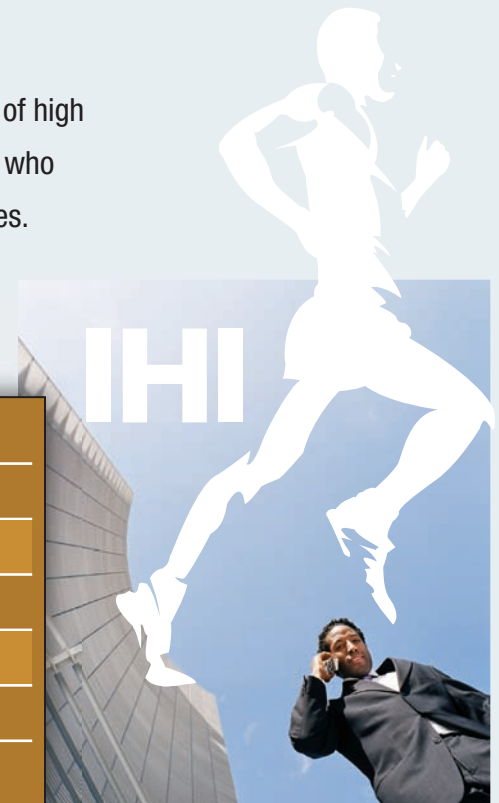
## Why are we doing it?

Heart disease is the #1 cause of death in the U.S. and also the #1 cause of high medical cost. Luckily, heart disease and diabetes are avoidable. People who meet their goals have a greatly reduced risk of heart disease and diabetes.

## IHI Improvements

	Regressed	Same	Improved	Total *
Blood Pressure	1 (3%)	1 (3%)	33 (94%)	35
LDL Cholesterol	15 (18%)	7 (9%)	60 (73%)	82
Glucose	32 (47%)	0 (0%)	36 (53%)	68
Triglycerides	19 (20%)	3 (3%)	72 (77%)	94
Smoking	0 (0%)	91 (84%)	17 (16%)	108

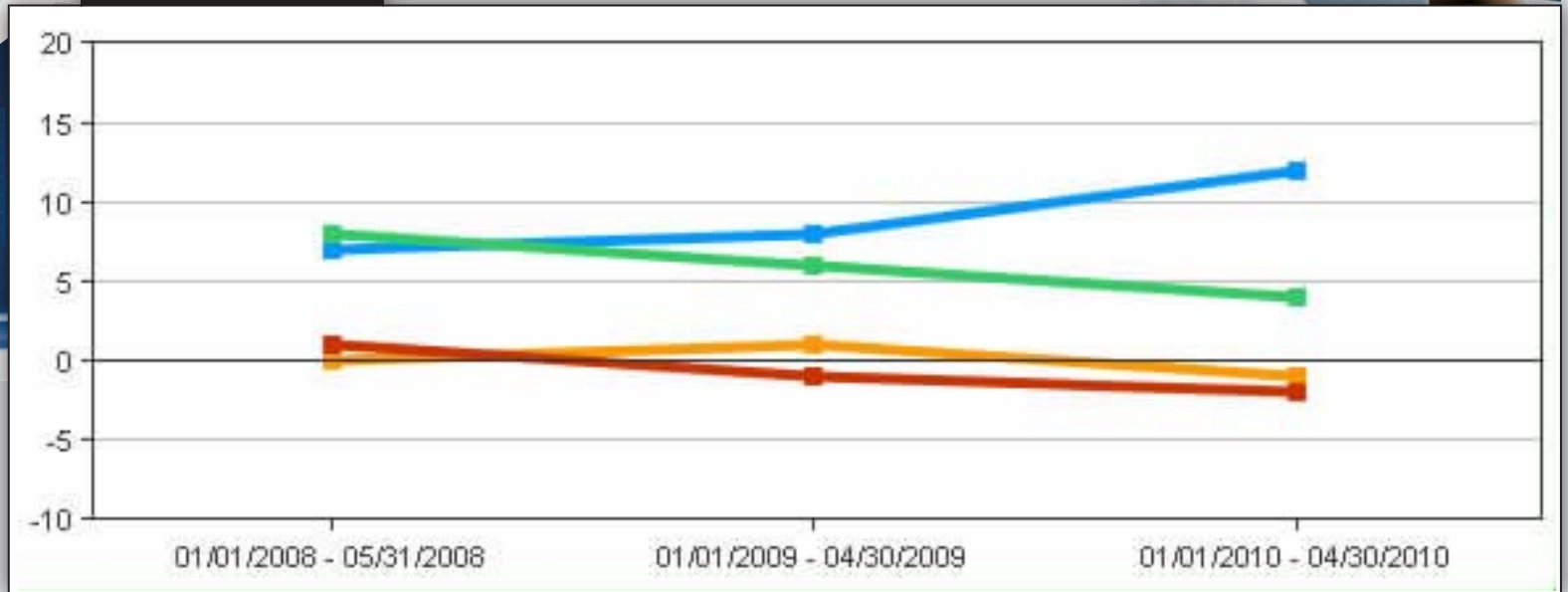
\* Total number of participants asked to improve based on their last health evaluation



# IHI Yearly Trends



Average IHI Scores



Screening Periods



## Productivity – Avoidable Estimated Annual Workdays Lost Per Person

Employee productivity is directly related to the overall financial health of your organization. While sick days contribute to reducing productivity, in most cases, sick days are just the tip of the iceberg. Employees who have chronic illnesses and come to work every day (presenteeism) can have a significant negative impact on productivity. Symptoms (headaches, shortness of breath, fatigue,

dizziness, lethargy, etc.) can have a proportionately negative influence on your bottom line. This year's screening program has identified those employees that could contribute to his difficult business problem. Fortunately, IHS will continue to communicate with, and encourage your employees to comply with our recommendations. Active disease management services can also contribute to minimizing the potential impact of presenteeism. The following charts will give you a perspective on where your company ranks on avoidable presenteeism.

### Your company compared to your peers



### Your company compared to ALL IHS clients

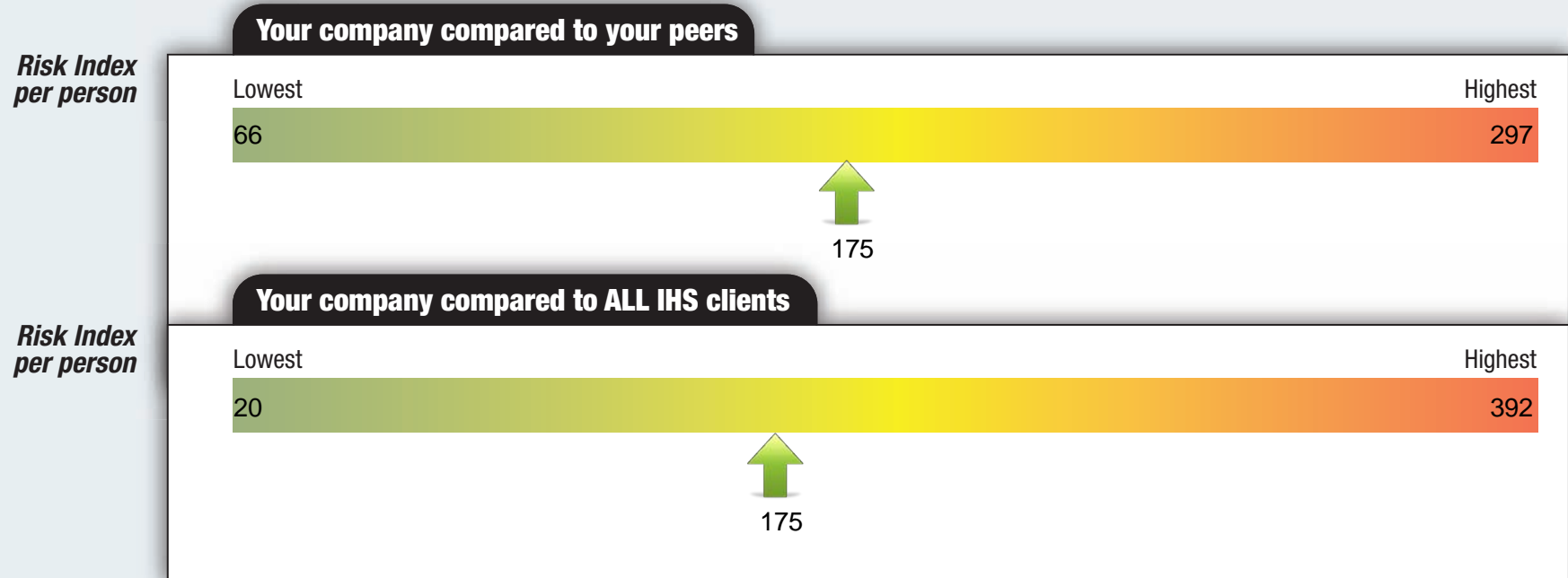


Excludes spouses

## Quality – Avoidable Poor Quality

Is anything more important/critical to your company! Did you know that every aspect of your product, sales and service is directly influenced by how your employees feel while they interface with clients, touch your product or attempt to sell new business? We believe that employees who are forgetful, tired, have

difficulty concentrating, remembering and are irritable are not good for business. IHS has identified some (don't you wish that everyone had participated?) of these people. Our programs will reduce your risk in this area. Poor quality is avoidable!



Excludes spouses



## Workers' Compensation – Avoidable Accidents Influenced by Disease Symptoms

Since workers' compensation costs, and general liability, are based on past experience, future expense exposure can be minimized by reducing the number and severity of accidents. Symptoms associated with active diseases (fatigue, dizziness, blurred vision, lack of concentration, etc.) can have a dramatic "cause and effect" relationship to accident rates. IHS has identified employees who have diseases that exhibit symptoms that can contribute to high accident rates.

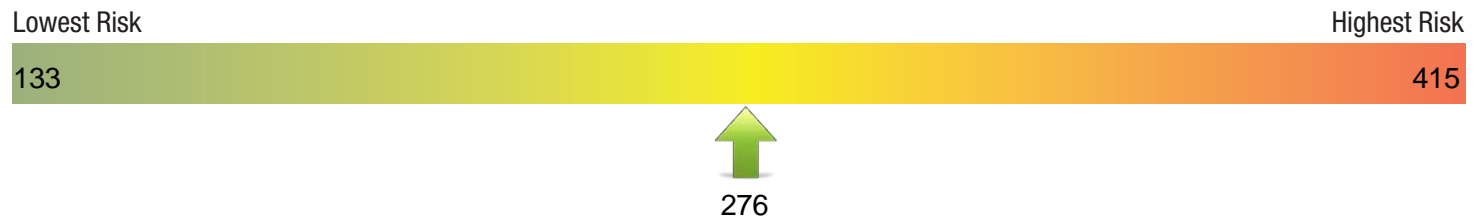
We have also adjusted the probability of accident occurrence by the seriousness of the disease. The diseases that we have focused on include: problem drinking, sleep apnea, diabetes, hypothyroidism and depression. The following analysis looks at your company's risk of accidents that may be influenced by symptoms associated with these controllable medical problems. Your company's risk is compared to risks of peer companies and also to the aggregate risks of all companies in the IHS database. This analysis is unique to IHS.



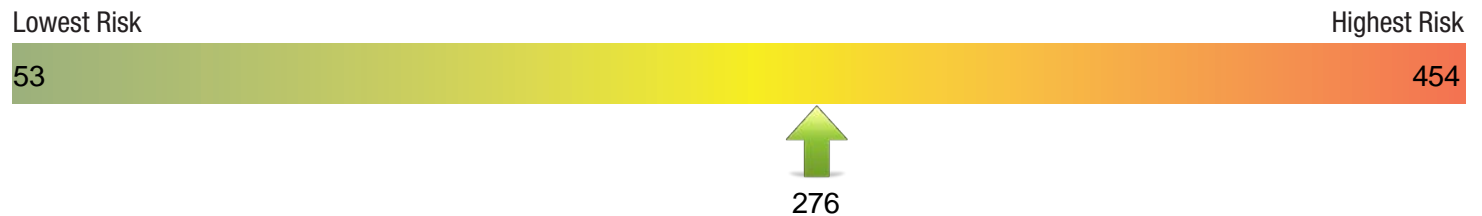
*Risk Index  
per person*

*Risk Index  
per person*

### Your company compared to your peers



### Your company compared to ALL IHS clients



Excludes spouses

## Medical – Avoidable Annual Medical Costs

Typically, annual medical costs can be reduced by proactive intervention at the beginning stage of the disease process, proper management of medical problems and by adherence to life style guidelines. IHS has identified

participants who have an identifiable disease, we have also considered the seriousness of the disease. The following graph provides an estimate of the potential annual avoidable cost savings, per person screened. Healthiest companies have the lowest avoidable cost savings.

### Your company compared to your peers



### Your company compared to ALL IHS clients



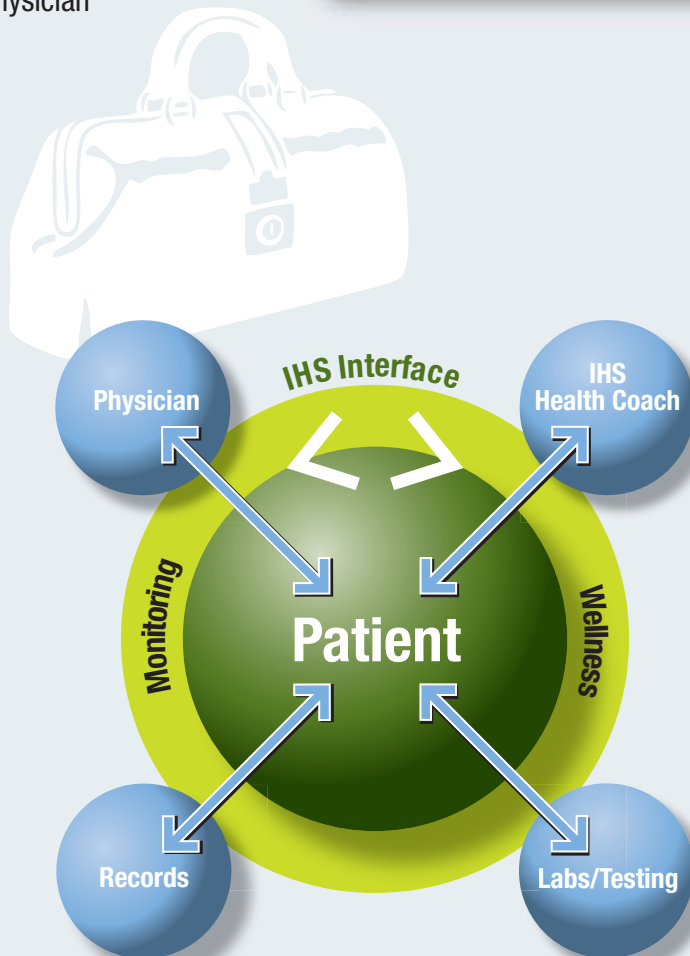
## Physician Link

Number of people enrolled	135
Number of records provided to physicians	144
Number of additional tests	18
Number of follow up reminders	893

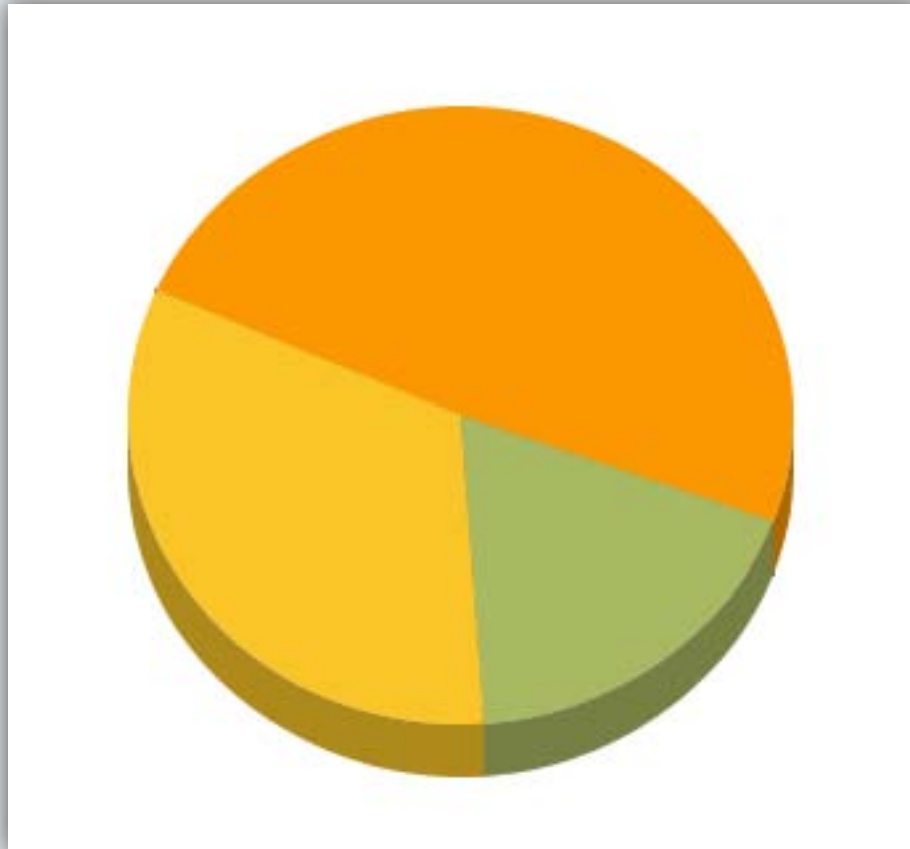
### Pre Disease Management

The key to effective disease management is early detection followed by professional medical intervention. The IHS “Physician Link” service facilitates the process by providing the following services:

1. Immediate access of the test results by the member's physician
2. Appointment reminders (postcards, email and verbal)
3. Important scheduling and follow-up testing through our convenient Test on Demand (TOD) service
4. Physician Link unites the physician, IHS data records and the participant. The “team” works proactively together to ensure that the participants meet the ideal objectives. To aid the physician, IHS follow up services and IHS coaches support the member's health goals



# Estimated Avoidable Annual Medical Costs



- Unhealthiest medical plan members (Top 15%)**  
\$29,271 per person  
\$1,697,750 total
- Moderately unhealthy medical plan members (Next 35%)**  
\$8,398 per person  
\$1,133,750 total
- Most healthy medical plan members (Remaining 50%)**  
\$3,295 per person  
\$632,800 total



Sources: Cecil Textbook of Medicine, 19th Edition W.B. Sanders Company, Philadelphia, the Healthwise Knowledgebase, NCEP Adult Treatment Panel III Report 2001 NHLBI - Framingham Heart Study - Estimating Coronary Heart Disease (CHD) Risk Using Framingham Heart Study Prediction Score Sheets 2002, Outcomes Research - The Health Status of the United States Workforce, Institute for Health and Productivity Studies, Cornell University. The above are not precise numbers. They are estimates based on the number and severity of untreated medical conditions discovered.  
IHS DOES NOT MAKE MEDICAL DIAGNOSES.