

Quality health care at a fraction of the cost

See how Wabtec saved

\$82,635

in 12 months by offering their employees telehealth as an additional access point for complete medical care.



Wabtec Corporation is a leading supplier of value-added, technology-based products and services for rail, transit and other global industries. Through its subsidiaries, the company manufactures a broad range of products for locomotives, freight cars and passenger transit vehicles for original equipment and aftermarket usage.

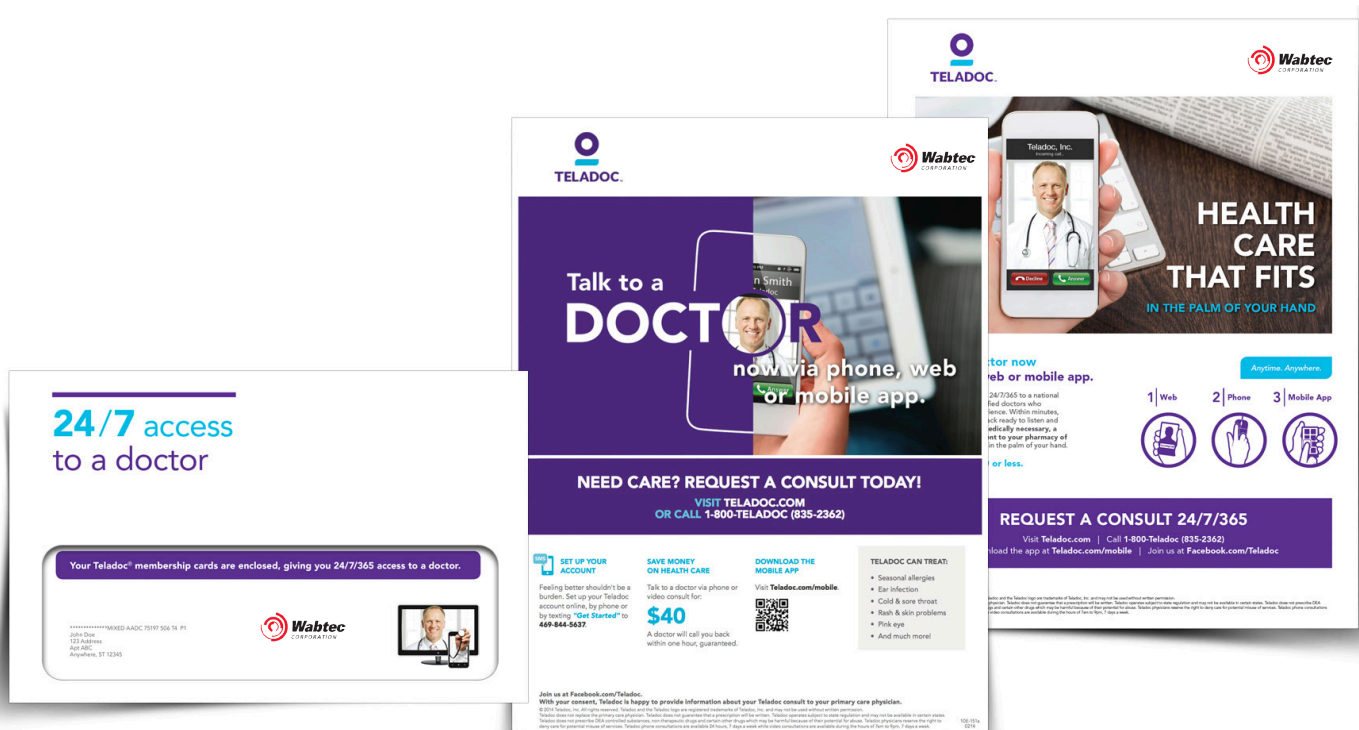


Why they chose telehealth

Wabtec needed a solution to reduce their escalating insurance costs. They implemented Teladoc to redirect ER and urgent care over-utilization to a more affordable option. They also wanted to improve access to quality providers for employees living in rural locations.

Communication strategy

- Welcome kits mailed to eligible employees. Kits include instructions to set up their account and two membership cards.
- Letters sent communicating the benefits of Teladoc and seasonal messaging during cold, flu and allergy seasons.
- Emails campaigns communicating seasonal messaging during cold, flu and allergy seasons.
- The benefits of Teladoc included in employee recruiting summaries, benefit booklets, new hire and open enrollment packets, posters and mailers.

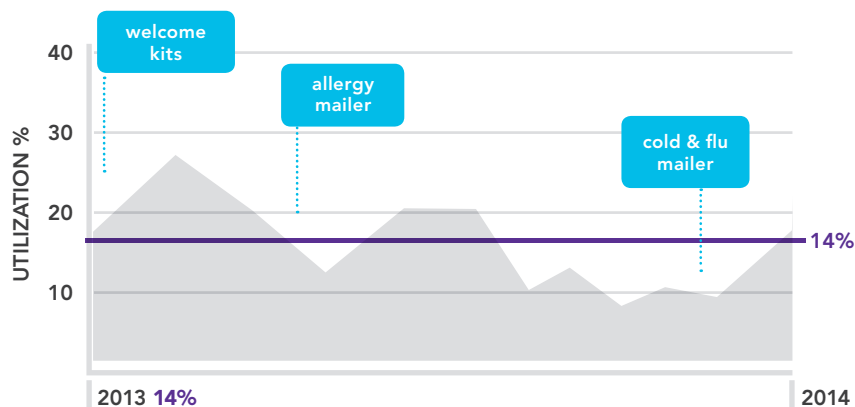


Let's do the numbers

12-month utilization

Monthly utilization is strongly influenced by seasonality. Communication campaigns help increase awareness, use of the service and savings.

■ Utilization %



If employees hadn't gone to Teladoc, where would they have gone?

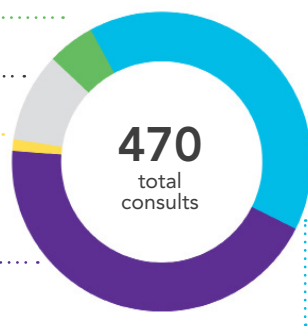
4% ER Visit (18)

10% Did Nothing (47)

1% Specialist (4)

44% PCP Visit (209)

41% Urgent Care (192)



When an employee is unable to see their primary care physician, they may turn to an expensive alternative to get the care they need.

What would it have cost?*

Teladoc is an affordable health care option for non-emergency care, helping reduce unnecessary ER/urgent care visits and your medical costs. And best of all, employees can use Teladoc from anywhere, even while at work.

* 2013 Teladoc consultations were offered at a cost of \$38.
2014 consultations are offered at \$40 per consult.

** Teladoc consultations are offered to Wabtec employees for \$10 through a PPO plan and for \$40 through an HDHP plan until they reach their deductible.

*** Productivity savings based on Wabtec's average wage and 2 hours for absenteeism

**** Represents gross savings and does not consider the administrative fees associated with the service.

	TELADOC	SAVINGS
ER / \$1,477	\$38	\$25,902
UC / \$163	\$38	\$24,000
Specialist / \$196	\$38	\$632
PCP / \$131	\$38	\$19,437

Redirection Savings	\$68,185
Avg. savings per consult with Teladoc	\$145
Additional savings	\$14,450
Total 12-month savings***	\$82,635

I thought my Teladoc experience was great. No complaints. It was nice not having to pack up my two kids and go to the doctor's office.

WABTEC EMPLOYEE



I was at work not feeling well but didn't want to leave work. So I decided to call Teladoc. It was a wonderful experience! The doctor called me back within 30 minutes. I spoke with him for about 15 minutes and he wrote me a prescription that I was able to pick up on my way home from work at my pharmacy! It was very convenient. Teladoc saved me money and I didn't have to miss time from work.

WABTEC EMPLOYEE



Top 5 diagnoses

1. Sinusitis, Not otherwise specified
2. Bronchitis
3. Upper Respiratory Infection
4. Urinary Tract Infection
5. Sinusitis, maxillary



Top 5 prescriptions

1. Azithromycin oral tablets
2. Amoxicillin oral capsules
3. Augmentin
4. Amoxicillin
5. Azithromycin 5 Day

Confidence in numbers

18min

Avg. physician response time

95%

Rated the Teladoc service as "Good" or "Excellent"

95%

Rated the Teladoc physician as "Good" or "Excellent"

98%

Would use Teladoc again

Your goal is simple: offer a quality health plan while keeping costs low. Teladoc is the first and largest provider of telehealth consultations in the nation, providing members with 24/7/365 access to a doctor via phone or online video. It's quality care, when and where your employees need it, at a price that will reduce your medical costs.



Why choose Teladoc?

There are many reasons to incorporate telehealth into your medical plan:

Quality care

All Teladoc physicians are U.S. board-certified, licensed in their respective state and are strictly credentialed to meet NCQA standards.

Happy employees

Teladoc saves your employees time and money by providing an affordable health care option they can use anytime, anywhere they happen to be.

Increase productivity

Employees no longer have to miss half a day of work for non-emergency medical care.

Improve ROI

We will give you a break-even analysis based on your specific data, follow it up quarterly with your actual ROI based on redirection and productivity, and then help you analyze your data and target high utilizers in order to redirect them to more cost-effective services.

Confidence in numbers

Teladoc is the most experienced telehealth provider in the U.S., with the numbers to prove it.

7.5 million

Teladoc members

15 years

avg. physician experience

200,000

consultations annually

<30 day

implementation

Stay in touch

Visit us

[Teladoc.com/employers](https://teladoc.com/employers)

Call us

1-855-362-6625

Individual results may vary. All material proprietary and confidential.

© 2015 Teladoc, Inc. All rights reserved.

Teladoc and the Teladoc logo are trademarks of Teladoc, Inc. and may not be used without written permission.

Teladoc does not replace the primary care physician. Teladoc does not guarantee that a prescription will be written. Teladoc operates subject to state regulation and may not be available in certain states. Teladoc does not prescribe DEA controlled substances, non-therapeutic drugs and certain other drugs which may be harmful because of their potential for abuse. Teladoc physicians reserve the right to deny care for potential misuse of services. Teladoc phone consultations are available 24 hours, 7 days a week while video consultations are available during the hours of 7am to 9pm, 7 days a week.