XP HEALTH

Delivering more financial security for America's top security company

CLIENT:

ADT

INDUSTRY:

Home and Business Security

ABOUT COMPANY:

ADT is an American security company that provides residential and small business electronic security, fire protection, and other related alarm monitoring services throughout the United States.

OVERVIEW

With benefit costs on the rise, ADT needed a way to lower healthcare spending for their large and growing workforce. One area in which they saw waste and inefficiency was their vision care offerings. With their traditional vision insurance plans, ADT employees were required to pay high out-of-pocket costs to obtain glasses and doctor-recommended lenses were not covered at all. With the help of XP Health, ADT mitigated surging costs and offered employees a dependable program with a low price point.

OUR IMPACT

XP Health worked closely with ADT to understand its team's challenges and design a solution that would help increase vision care price transparency without compromising on results.

Activated account within 6 months:	Average OOP cost with enhanced plan:	Average glasses ordered per ADT employee:
66%	**$66**	**1.5**

CUTTING COSTS AND BOOSTING COVERAGE

Instead of employees making risky trade-offs between saving money and accessing vision care, ADT's leaders saw an opportunity to bring in XP Health to lower overall vision care spending. Due to XP Health's track record working with 2,500+ companies to lower costs, ADT replaced two of their legacy vision insurance plans with XP Health's comprehensive digital-first platform. With these new plans, employees receive quality care inclusive of materials like eyewear and contacts, without breaking the bank.

"Between benefit copays, deductibles, and out-of-pocket costs, we wanted a way to help our employees offset rising healthcare costs so they feel empowered to prioritize their health without busting their budgets. XP Health has been a trusted partner for us over the last year and a half by helping to improve the cost efficiency of our vision benefits and the depth of care we can offer our people."

Brian Casey, Benefits Director at ADT

HOW XP HEALTH HELPED ADT

When ADT approached XP Health, their employees were paying $221 out of pocket, on average, for glasses, a cost that didn't even factor in the doctor-recommended lenses that promote eye health and reduce long-term vision problems. As a result, employees were often saddled with high annual costs, making their vision health benefits less valuable and helpful.

✅ **TRANSPARENT AND LOW COSTS**
With XP Health, ADT eliminated the typical high retail costs for eyewear without sacrificing coverage or quality. Our online marketplace provides thousands of designer frames to choose from at a fraction of the price along with those recommended lenses for no extra cost.

✅ **HIGH EMPLOYEE SATISFACTION**
Thanks to XP Health's intuitive platform, ADT simplified access to care for its employees through innovative features like online Rx renewal and virtual try-on technology, which employees can access in a few clicks.

✅ **EASY IMPLEMENTATION**
Not understanding benefit offerings is a primary reason why employees don't utilize them. XP Health worked directly with ADT's team to kick the relationship off on the right foot with employee education, onboarding, and promotion to help ensure the plan switch was clearly understood by ADT employees and ready for them to use on day one.
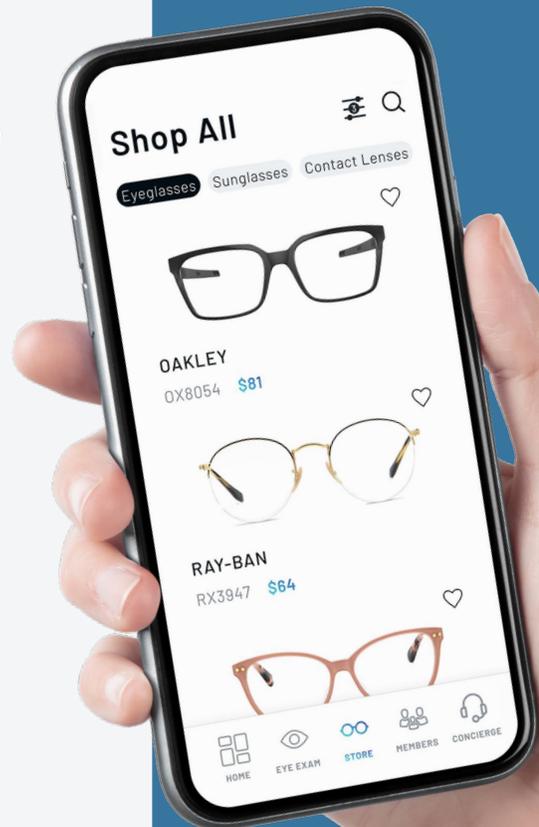
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