

When personalized weight care delivers the right outcomes, at the right cost

A U.S.-based tech employer with 200,000+ employees conducted a 12-month pilot, offering Wondr Advanced and GLP-1 coverage to eligible participants. They achieved annual savings of \$900,000 and 2.7× ROI, without compromising care.

PROGRAM SUMMARY

Client: Leading software developer and provider of cloud computing services.

Participants:

- 1,023 eligible lives met at least one of the following criteria: BMI of 30 or higher, BMI of 27 with at least 2 chronic metabolic conditions, or currently on GLP-1
- 771 enrollees

The Challenge: High rates of obesity (81%) and related conditions, along with GLP-1 spend were top cost drivers, signaling a need to prevent emerging health risks from intensifying and reduce the impact of existing conditions.

- Osteoarthritis (36%)
- Hypertension (35%)
- Pre-diabetes (35%)

12-MONTH OUTCOMES

- **1.5×** higher retention vs. benchmark
- **16%** average weight loss
- **-32,000** total pounds lost
- **100%** of participants reduced arthritis pain, improved blood pressure, and lowered diabetes risk



THE SOLUTION

The client partnered with Wondr Health to implement Wondr Advanced, a comprehensive weight and GLP-1 optimization platform with personalized care paths proven to improve health outcomes across the acuity spectrum, to prevent manageable risk from becoming uncontrollable spend, and to maximize the value of their GLP-1 investment.

DELIVERING THE **RIGHT CARE** TO THE **RIGHT PERSON**

Personalized care paths boost engagement, increase retention and empower better outcomes.

Effective weight loss and weight management is a personal journey. Wondr Advanced pairs clinically guided care paths with flexible engagement options to give participants more choice in type and level of support. Because choice drives engagement, and engagement drives outcomes.

WONDR ADVANCED CARE PATHS

Behavioral foundation only, no medication

Guided, digital skill-building experience with community-powered coaching, personalized content tracks, tracking tools, and rewards.

Behavioral foundation + existing GLP-1

Guided, digital skill-building experience with personalized content tracks, and community for medication-assisted weight loss.

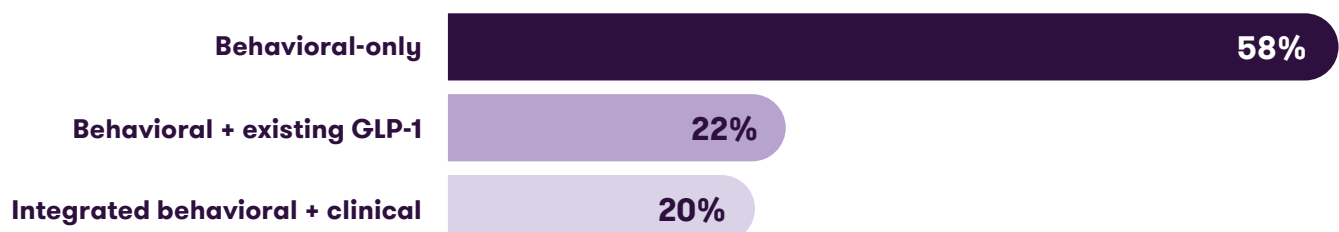
Integrated behavioral foundation + clinical access

Full stack, digital skill-building experience with virtual access to expert obesity clinicians for prescribing and personalized medication management.



Among GLP-1-eligible participants, 6 out of 10 chose the behavioral foundation only.

Not everyone wants a medication, but everyone is seeking results. When given access to high-quality behavioral care for their weight loss journey, most people choose it first.



THE RIGHT ENGAGEMENT INCREASES RETENTION

Program retention drives better, more durable outcomes and lowers costs.

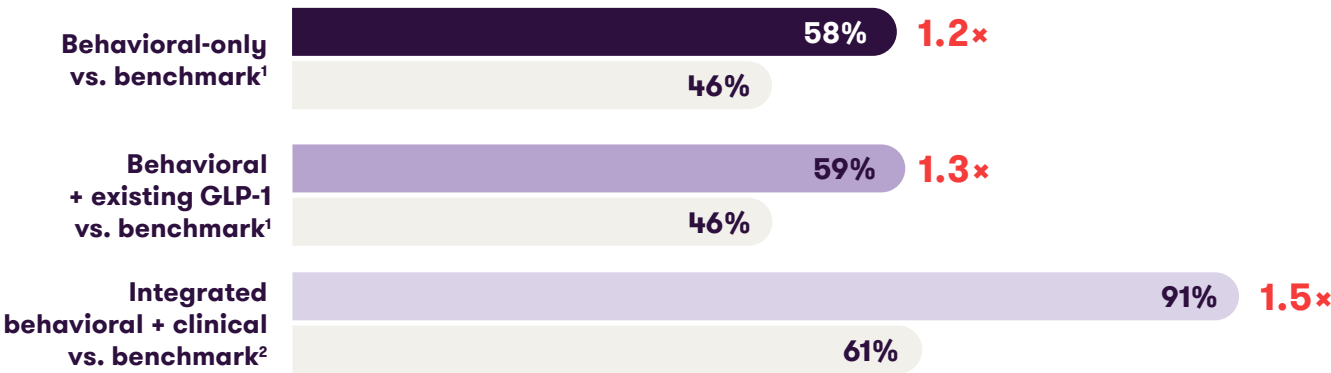
Engagement isn't a wellness metric. It's a financial one. And high discontinuation rates are the silent killer of ROI. Participants who stop treatment before they achieve clinically meaningful outcomes limit both clinical and financial returns. Wondr Advanced changes that equation.



Across all care paths, engagement exceeded the benchmark—up to 30 points for the highest-acuity participants.

At 12 months, Wondr Advanced retained participants up to 1.5× the industry benchmark, reducing the dropout that quietly erodes ROI.

12-MONTH PROGRAM ENGAGEMENT VS. BENCHMARK

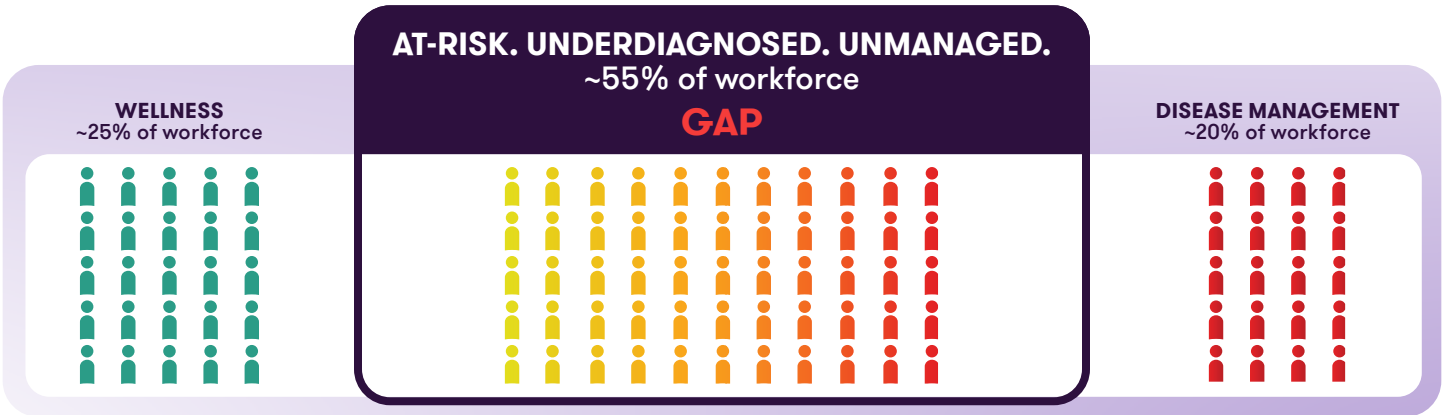


Sources for benchmark data: ¹Alexander, E., Tseng, E., Durkin, N., Jerome, G.J., Dalcin, A., Appel, L.J., Clark, J.M and Gudzone, K.A. (2019). Long-term retention in an employer-based, commercial weight-loss programme. Clin Obes, 9: e12284. <https://doi.org/10.1111/cob.12284>; ²Journal of Managed Care & Specialty Pharmacy, Volume 32, Number 3, <https://doi.org/10.18553/jmcp.2026.32.3.281>



Weight is the root cause behind today's top cost drivers including cardiometabolic disease, osteoarthritis, and GLP-1 spend. It's also preventable.

Yet most benefits strategies leave about 55% of their population in the gap between wellness and disease management, where unmanaged risk becomes uncontrolled spend. **Preventive intervention** at this stage is both a **clinical imperative** and the **highest-ROI** move available.



THE RIGHT OUTCOMES DRIVE THE RIGHT COST

Weight loss that translates to clinical and financial returns.

Weight loss at this scale doesn't just improve health, it changes the claims trajectory. At 12 months, participants across all three care paths achieved clinically meaningful weight loss, generating both the health outcomes employees deserve and the financial returns employers need.



Up to 16% weight loss translates to combined 2.7x ROI and \$900,000 annual savings.

Every Wondr Advanced care path delivered clinically significant weight loss at 12 months, including the behavioral-only group with 9% average weight loss. That's just the beginning of the story. The outcomes that follow include lower downstream health risk and chronic disease burden, reduced healthcare utilization, and claim savings that compound from it.

12-MONTH AVERAGE WEIGHT LOSS (%)

Behavioral-only



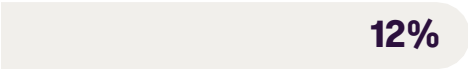
Behavioral + existing GLP-1



Integrated behavioral + clinical



Combined



PROJECTED YEAR ONE ROI

Behavioral-only



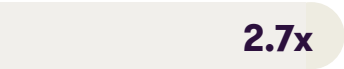
Behavioral + existing GLP-1



Integrated behavioral + clinical



Combined



I've lost 49 pounds. My doctor has taken me off four diabetes medications and two blood pressure medications. Wondr has changed my whole outlook on life.

— Sonja S.
Wondr participant

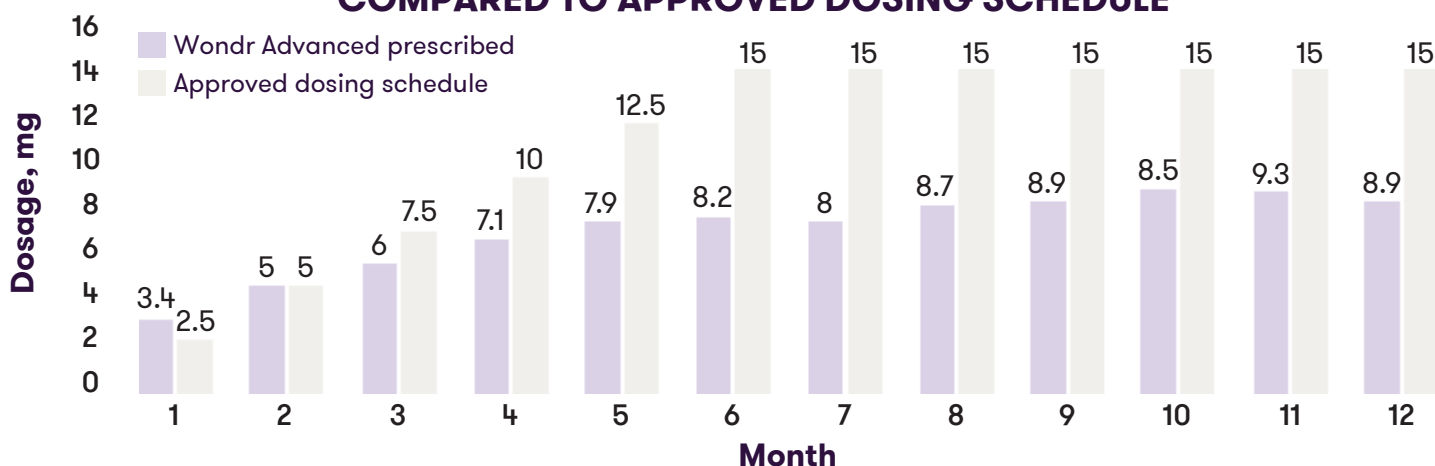
THE CLINICAL AND FINANCIAL CASE FOR PERSONALIZED MEDICATION MANAGEMENT

Obesity is a chronic, complex condition that requires individualized, evidence-based care to manage side effects and drive medication adherence. Wondr Advanced clinicians tailor treatment to each participant's unique needs, making medication decisions grounded in health history, tolerance, and behavioral readiness versus a utilization management algorithm optimized only to control spend.

THE RESULT

The result: higher engagement, increased retention, better outcomes, and meaningful near-term and future financial savings.

WONDR ADVANCED DOSE ESCALATION FOR ZEPBOUND COMPARED TO APPROVED DOSING SCHEDULE



THE BOTTOM LINE

Wondr Advanced closes the gap between wellness and disease management by delivering personalized care paths, built on a proven behavioral foundation, that target cardiometabolic risk factors early to prevent management risk from becoming uncontrollable spend.

Right person

771

high-risk participants

Right care

3

personalized care paths

Right engagement

1.5×

higher retention vs. benchmark

Right outcomes

9%-16%

weight loss
~32,000 lbs. total

Right cost

2.7× ROI

estimated
\$900,00 savings



Ready to close the gap? Get results like these for your population.
Visit wondrhealth.com.