



# Case Study: El Paso County unlocks barriers to whole-person healthcare with a collaborative plan design

## CLIENT OVERVIEW

**Location:** El Paso County, Texas

**Population:** 875,784

**Program:** SleepCharge by Nox Health

**Partnership Launched:** 2017

## CONCLUSION

The SleepCharge program worked collaboratively with El Paso County, as well as on-site and digital navigator partners, to reach new enrollment milestones and exceed expectations for outcomes-based, effective sleep treatment.

**2.5X**

The adherence rate of traditional plans

**15%**

Reduction in total cost of care

## NEXT STEPS

Based on strong results, AT&T expanded the program to cover pre-Medicare retirees starting in 2025, positioning Nox as the exclusive sleep care provider for this population. Early feedback shows high satisfaction and minimal friction in the transition.

## CHALLENGES



A baseline claims analysis for El Paso County showed that plan members cost on average \$493 more when they also have a sleep disorder, and 90% of sleep apnea patients have two or more comorbid chronic conditions. Thus, we knew that the right plan design and an ecosystem partner approach focused on whole-person health would unlock the opportunity for significant impacts in health and financial outcomes.

## SOLUTIONS



Based on over ten years of real-world outcomes data, Nox learned that more people in treatment leads to better-managed chronic conditions, which in turn lowers healthcare utilization and results in greater savings overall. El Paso County partnered with Premise Health, an on-site primary health clinic.

As an on-site primary health clinic, Premise Health recognized that SleepCharge would help them deliver on their mission of whole-person, value-based healthcare. Endorsement from Premise Health providers, along with regular communications and reporting drove a 36% increase in cumulative OSA enrollments.

## RESULTS



### Clinical Outcomes

1

A patient-centered approach resulted in **2.5x** as many people adhering to sleep therapy compared to traditional health plans, with a **96% reduction** in breathing interruptions

### Engagement Outcomes

2

In the first half of 2023 alone, El Paso County achieved **60% of total 2022 OSA enrollments**, with a 116% increase in SleepCharge checkups from 2021-2022

### Economic Impact

3

The SleepCharge package drove a **15% reduction** in total cost of care, **\$7,825** in total health savings per enrolled member over 3 years, and **\$6,071** in cardiovascular health savings per enrolled member over 3 years