



Case Study: Pilot Company provides exemplary care through an exclusive partnership with Nox

CLIENT OVERVIEW

Company: Pilot Company
Industry: Travel and fuel
Population: ~30,000 members
Program: SleepCharge by Nox Health
Partnership Launched: 2014

CONCLUSION

Partnering with Nox as its exclusive provider targeting team members with OSA and sleep-related chronic conditions, Pilot Company optimized their financial outcomes, realizing an even greater savings opportunity with SleepCharge.

115%

Increase in enrollment rate

\$850,000

In net first year annual savings

NEXT STEPS

Transition all current team members with an OSA diagnosis to SleepCharge and continue targeted outreach to address sleep-related chronic conditions by enrolling undiagnosed members and helping non-adherent members stay on treatment.

CHALLENGES

Pilot Company wanted to increase enrollments and optimize the value of their partnership with Nox. Ultimately, they aimed to maximize savings, reduce wasteful expenses, and support whole-person health for team members with sleep-related chronic conditions.

SOLUTIONS

In 2024, Pilot Company implemented Nox as its exclusive sleep care provider, meaning that Pilot Company team members who had previously initiated treatment through a traditional fee-for-service health plan were redirected to Nox's comprehensive, managed sleep care program.

Nox helped identify team members with unmanaged OSA, increasing sleep testing and participation via marketing self-referral strategies and integration with ecosystem partners. By coordinating every step of Pilot Company team members' care and providing them with ongoing support, Nox addressed a critical gap between adherent and non-adherent members with an OSA diagnosis, enhancing Pilot Company's overall savings.

RESULTS

1

Clinical Outcomes

1.8 times the obstructive sleep apnea (OSA) therapy adoption rate, **2.5 times** the adherence rate, and **6.5 times** the persistence rate of traditional, fee-for-service plans

2

Engagement Outcomes

Targeting members with sleep-related chronic conditions increased the enrollment rate by **115%**

3

Economic Impact

Superior member adoption, adherence, and persistence resulted in **\$850,000** in net first year annual savings for Pilot Company, which will grow to savings of up to **\$2,300,000** per year