

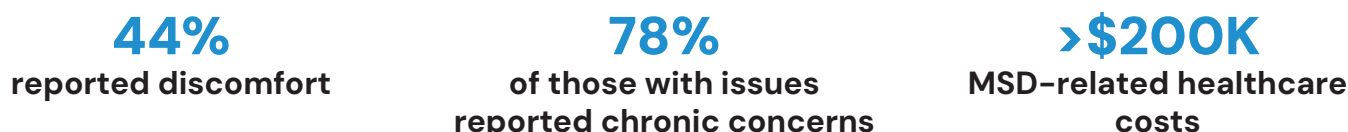
INTERVENING EARLIER TO CHANGE THE COST OF MSK CARE

THE CHALLENGE

The Prestwick Companies is a Wisconsin-based manufacturer serving golf, hospitality, corporate and other markets worldwide. With more than 200 employees across three companies, its Sussex campus includes a 150,000-square-foot manufacturing and shipping facility.

Prestwick knew employees were experiencing musculoskeletal discomfort—and that the organization was spending significantly on musculoskeletal disorders (MSDs).

An initial workforce check-in helped quantify the challenge:



Leadership saw an opportunity to do two things differently: provide better support for employees experiencing discomfort and intervene earlier to reduce unnecessary downstream healthcare costs.

A DIFFERENT FRONT DOOR FOR MSK CARE

Prestwick partnered with Solveglobal to give employees direct access to musculoskeletal expertise before discomfort required a more complex healthcare journey.

Employees can connect with a provider through a mobile dashboard and receive a response within 24 hours. When needed, follow-up focuses on addressing discomfort, identifying contributing factors and building independence in managing the condition.

When additional medical care is appropriate, Solveglobal helps employees navigate the next step.



WHAT WAS EARLIER INTERVENTION WORTH?

From 2023 through 2025, Solveglobal's total service cost for 369 musculoskeletal concerns was \$156,015.

Compared with the modeled Traditional Medical System cost of approximately \$597,000, that represents approximately \$441,000 in modeled cost savings.

PEOPLE • PERFORMANCE • PROFIT			
\$156K	369	\$597K	\$441K
SOLVEGLOBAL SERVICE COST	MSK CONCERNS 2023-2025	MODELED TRADITIONAL MEDICAL SYSTEM COST	MODELED COST SAVINGS

Financial analysis and modeled cost comparison provided by M3 Data Analytics.

EMPLOYEES USED THE NEW PATH

Making care available only creates value if employees use it.

At Prestwick, **69% of the workforce engaged with Solveglobal services**, giving employees a direct resource for addressing musculoskeletal discomfort.

The goal was not simply to respond to symptoms. Solveglobal worked with employees to address immediate discomfort, identify contributing factors and, whenever possible, help employees reach independence in managing their condition.

For employees who required additional care, Solveglobal provided a more informed path forward.



REAL STORIES: EMPLOYER PERSPECTIVE

"Instead of just empathizing with physical discomfort, we can now take immediate action. Directing employees to Solveglobal on-site support elevates their quality of life and proves that we genuinely have their backs."

– Amanda Hammer, Vice President of Human Resources, The Prestwick Companies

WHAT THE EMPLOYEE EXPERIENCE LOOKS LIKE

1. DISCOMFORT BEGINS

An employee experiences discomfort at work or during activity.

2. HELP IS AT THEIR FINGERTIPS

The employee can request support directly through the Solveglobal mobile dashboard.

3. RESPONSE WITHIN 24 HOURS

A provider responds and begins addressing the employee's concern.

4. FOLLOW-UP WHEN NEEDED

Employees can receive weekly follow-up focused on resolving discomfort and addressing contributing factors.

5. RESOLVE, MANAGE OR NAVIGATE

The objective is to help employees address the concern or independently manage it. When additional healthcare is needed, the employee has a clearer path forward.

HOW EMPLOYEES BENEFITTED

- ➔ Earlier access to care
- ➔ Convenient, direct access to a provider
- ➔ Support toward independent management
- ➔ Navigation when additional care is needed

WHAT CHANGED FOR PRESTWICK

Prestwick's objective was straightforward: **take better care of its people while controlling the growing cost of musculoskeletal conditions.**

The program gave employees somewhere to turn when discomfort appeared—not simply after it became a healthcare claim. For leadership, that means more employees have access to support when they need it and an opportunity to address concerns before they become more disruptive or expensive.

WHERE THE MODELED SAVINGS CAME FROM

The financial difference wasn't driven by one isolated condition. Back, shoulder, hip and knee concerns represented a significant share of the modeled value.

MODELED SAVINGS VS. TRADITIONAL MEDICAL SYSTEM

		SOLVEGLOBAL COST	TRADITIONAL MEDICAL SYSTEM	ESTIMATED SAVINGS
BACK	(104 CONCERNS)	\$48K	\$178K	\$130K
SHOULDER	(53 CONCERNS)	\$23K	\$115K	\$92K
HIP	(43 CONCERNS)	\$18K	\$85K	\$67K
KNEE	(44 CONCERNS)	\$16K	\$70K	\$54K

FINANCIAL ANALYSIS

Financial modeling provided by M3 Data Analytics.

Together, these four categories generated approximately **78% of modeled cost savings versus the Traditional Medical System**. Back represented the greatest volume, while shoulder produced the strongest ROI among the major categories.

REAL STORIES: EMPLOYER PERSPECTIVE

“By integrating Solveglobal into our workplace, we're removing the friction of seeking care. Early access to expert treatment keeps our people healthy, prevents preventable injuries, and creates a stronger workforce.”

– Allison Wevers, Director of Human Resources, The Prestwick Companies

KEY TAKEAWAY

A better employee experience can also create a better economic outcome.

Prestwick began with a simple objective: take better care of employees experiencing musculoskeletal discomfort while reducing the organization's MSD costs.

The results show what can happen when employers create an earlier point of intervention.

Employees gained direct access to musculoskeletal expertise. A significant portion of the workforce used it. Concerns could be addressed before employees necessarily entered a more complex healthcare pathway. And when additional care was needed, employees had support navigating what came next.

Across 369 MSK concerns from 2023 through 2025, Solveglobal delivered services for approximately \$156,000, compared with a modeled Traditional Medical System cost of approximately \$597,000.

Prestwick's experience demonstrates the opportunity created by moving MSK care upstream: care for employees earlier, address problems closer to their source and reduce the likelihood of avoidable downstream healthcare spending.