


# An Analysis of 20 Lucent Health VBP Clients

## 2017-2020




**Lucent Health**  
DATA DRIVEN + HUMAN FOCUSED

Recently, we analyzed data from 20 of Lucent Health's 150 clients who have a value-based pricing plan. These companies ranged in size from 150 to 3,500 employees across industries. We tracked savings experienced on an annual basis and, for those companies that have had a VBP plan for multiple years, their total savings. Here's what we found:




Average Savings  
Per Year

# \$2.4M




Average Savings Over  
Previous Plan

# 33%



Average Savings Per  
Employee Per Year (PEPY)

# \$2,796





TOTAL SAVINGS PER YEAR RANGED FROM

# \$163,248 to \$5.9M

PER COMPANY

- INDUSTRIES SERVED
-   
MANUFACTURING
  -   
CONSULTING
  -   
CONSTRUCTION
  -   
RETAIL
  -   
TRANSPORTATION
  -   
ENVIRONMENTAL SERVICES
  -   
HEALTHCARE
  -   
HOSPITALITY
  -   
NONPROFIT
  -   
B2B SERVICES
  -   
ENERGY

### EMPLOYEES OF SURVEYED COMPANIES

Total  
Employees

# 19,994





Average #  
Employees Per  
Company

# 999

### PREVIOUS CARRIERS









