



Telemedicine Saves \$125K in Two Years for an Iconic American Manufacturer

Six-Figure
DOCUMENTED
SAVINGS IN TWO YEARS

6
VIRTUAL CARE
CATEGORIES COVERED

800
PERSON WORKFORCE
SERVED

OVERVIEW

A Lehigh Valley manufacturer with nearly two centuries of American history partnered with BSI in 2023 and added telemedicine to its benefits program — not as a checkbox, but as a genuine workforce investment designed to expand access to care, reduce costs, and meet an 800-person manufacturing workforce where they actually are.

BSI designed the program to cover the full spectrum of virtual care needs, from general medicine and mental health to physical therapy and expert medical services.

RESULTS

- **Generated six-figure documented savings** within the first two years.
- **Reduced unnecessary urgent care and ER visits** through on-demand virtual access.
- **Digital physical therapy** addressed one of the most common and costly conditions in a manufacturing environment, without the time and cost burden of in-person visits.
- **Mental health support expanded** for employees who might otherwise have gone without it.
- **Earlier intervention** through virtual dermatology and expert medical services reduced downstream claim costs.



When barriers to care are **removed**, employees **engage**.
When employees **engage**, costs go down.

That's not a theory, it's a **six-figure savings** in two years.

Want results like this for your workforce?
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**BSI: An Employee Benefits Partner Delivering Unmatched Value
for Manufacturers**

No lazy answers. No cookie-cutter plans. Make the switch to an independent firm.