



Vygor AI Wellness Solutions for Telehealth Partners

- ✓ Extend care beyond the visit.
- ✓ Increase engagement, revenue, and outcomes with AI-powered wellness.

The Challenge for Telehealth Providers

Telehealth has redefined care delivery — improving convenience and access. But sustaining engagement, loyalty, and profitability in a post-pandemic market remains a significant challenge.

01

1. Episodic Engagement

Most virtual care platforms engage patients **only during appointments**. After the visit ends, so does the relationship. This leads to disengaged users and lower utilization.

- i** A telehealth platform observed a **25% increase in patient retention** after implementing digital wellness engagement (FasterCapital, 2024).

02

Limited Preventive Focus

Telehealth often stops at diagnosis and treatment. Without ongoing wellness — nutrition, fitness, or behavioral support — members don't stay proactive.

03

Rising Acquisition Costs, Declining Margins

CAC (Customer Acquisition Cost) continues to climb, while per-visit reimbursements plateau.

- i** McKinsey (2023) found that 70% of telehealth leaders cite “**declining retention and utilization**” as a key strategic risk.

Why Partner with Vygör?

Vygör transforms your telehealth platform from reactive care into continuous wellness — helping you engage patients every day, not just during consultations.

Continuous Engagement Between Visits

Provide daily touchpoints with AI meal plans, fitness programs, and behavioral motivation integrated directly into your app.



Strengthen Member Retention

Keep patients returning to your platform through personalized recommendations and goal tracking that foster daily engagement.

Increase Revenue per Customer

Add subscription-based wellness tiers, employer partnerships, and preventive health programs that enhance **ARPU (Average Revenue per User)** and profitability.



- i** Telehealth platforms integrating wellness solutions report up to a **40% increase in revenue per customer** (McKinsey, 2023).

The Future of Telehealth:

From Episodic Care to Continuous Wellness

Vygor connects **clinical care** with **daily wellness** — creating a seamless continuum that supports both patients and profitability.

Tap into Human Motivation

Built on **Cognitive Behavioral Therapy**

(**CBT**) principles, Vygor helps members form consistent habits through goal setting, self-monitoring, and rewards.

Gamified milestones and smart reminders sustain engagement between visits.

 *Gamified wellness programs increase participation by 45% and retention by 20% (Wellhub, 2024).*



Hyper-Personalize with AI

AI Physical Trainer

- ✓ Adaptive exercise plans matched to health goals, fitness level, and physical condition.
- ✓ Auto-adjusts routines based on patient progress or telehealth data inputs.



AI Wellness Coach

- ✓ Sends daily habit nudges, motivational prompts, and progress updates.
- ✓ Keeps users connected to your platform 24/7.

AI Dietitian

- ✓ Personalized weekly meal plans based on goals, conditions, and preferences.
- ✓ Photo-based meal tracking with automatic macro analysis.
- ✓ Nutrition data integrated into clinical dashboards.

API & White-Label Integration

- ✓ Fully embeddable into your telehealth app or portal.
- ✓ Customizable branding and analytics dashboards for seamless integration.



AI personalization improves adherence to wellness recommendations by 40%, increasing preventive care utilization (Gitnux, 2024).

Business Impact and ROI

Metric	Impact	Source
Patient Retention	+25% after adopting digital wellness tools	FasterCapital, 2024
Platform Engagement	+30% with continuous wellness features	McKinsey, 2023
Average Revenue per Customer	+25–40% with premium wellness tiers	McKinsey, 2023
Preventive Care Adherence	+40% improvement with AI personalization	Gitnux, 2024
Profit Margin	+15–25% via recurring digital services	Telehealth.org, 2024
ROI	\$3–\$6 return for every \$1 invested	CDC / Harvard, 2010

 Telehealth platforms integrating preventive wellness create a flywheel of engagement, loyalty, and profitability.

Benefits for Telehealth Providers



Continuous Engagement Between Visits

Keep patients connected through AI nutrition and fitness guidance.



Higher Revenue per Member

Upsell AI wellness tiers and preventive health subscriptions.



Improved Retention and Lifetime Value

Build long-term loyalty and renewals through daily, data-driven engagement.



Better Clinical Outcomes

Encourage sustainable behavior change that reduces chronic disease burden.



Seamless Integration

Deploy Vgyor via API, white-label, or embedded module — without disrupting your platform architecture.

Revenue & Profitability Impact Framework

Growth Lever	Description	Impact
Premium Wellness Add-ons	Introduce subscription wellness tiers within the telehealth app	+25–40% ARPU
Retention Improvement	Continuous engagement increases subscription renewals	+20–25% LTV
Employer Wellness Integrations	Offer corporate wellness programs via existing telehealth contracts	New B2B channel
Operational Efficiency	AI reduces clinician workload for low-acuity follow-ups	+10–15% cost efficiency
Differentiation	Enhanced brand value & patient loyalty	Market leadership & higher NPS

Partner with Vygör

Extend care. Deepen engagement. Grow your platform's impact and profitability.

Join leading telehealth innovators integrating AI-powered wellness for the next era of virtual care.

 **Contact us:** partners@vygor.health

 **Learn more:** www.vygor.health

References

1. McKinsey & Company.

"Telehealth: A Quarter-Trillion-Dollar Post-COVID Reality." McKinsey Health Tech Report, 2023.

<https://www.mckinsey.com/industries/healthcare/our-insights/telehealth-post-covid-reality>

2. Mordor Intelligence.

"United States Telehealth Market – Growth, Trends, Forecasts (2025–2030)." Mordor Intelligence, 2024.

<https://www.mordorintelligence.com/industry-reports/united-states-telehealth-market>

3. FasterCapital.

"Telehealth Revenue & ROI: Calculating Returns on Investment." 2024.

<https://fastercapital.com/content/Telehealth-revenue--Telehealth-ROI--Calculating>Returns-on-Investment.html>

4. Manatt Health.

"A Framework for Evaluating the Return on Investment of Telehealth." Manatt Health Insights, 2024.

https://assets-us-01.kc-usercontent.com/.../A-Framework-for-Evaluating-the-Return-on-Investment-of-Telehealth_c.pdf

5. Wellhub (formerly Gympass).

"Wellhub Study Reveals Strong ROI for Corporate Wellness Programs." Spa Business News, September 2024.

<https://www.spabusiness.com/press-releases/Wellhub-study-reveals-strong-return-on-investment-for-corporate-wellness-programs/353228>

6. Telehealth.org.

"Maximizing the ROI of Telehealth." Blog, 2024.

<https://telehealth.org/blog/maximizing-the-roi-of-telehealth/>

7. Gitnux Market Data.

"Corporate Wellness Statistics 2024." 2024.

<https://gitnux.org/corporate-wellness-statistics/>

8. Les Mills International.

"Global Fitness Report 2024." 2024.

<https://www.lesmills.com/us/clubs-and-facilities/research-insights/global-fitness-report-2024/>

9. Centers for Disease Control and Prevention (CDC).

"Workplace Health Promotion and Chronic Disease Prevention." Updated 2024.

<https://www.cdc.gov/workplacehealthpromotion/>

10. Baicker, Katherine; Cutler, David; and Song, Zirui.

"Workplace Wellness Programs Can Generate Savings." Health Affairs, Vol. 29, No. 2 (2010): 304–311.

<https://www.healthaffairs.org/doi/10.1377/hlthaff.2009.0626>

