



# 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.



- 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.

### API & White-Label Integration

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

### 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.



*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](http://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](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>

