

# Incentive management



## Encourage lifestyle changes and manage incentives with Rewards

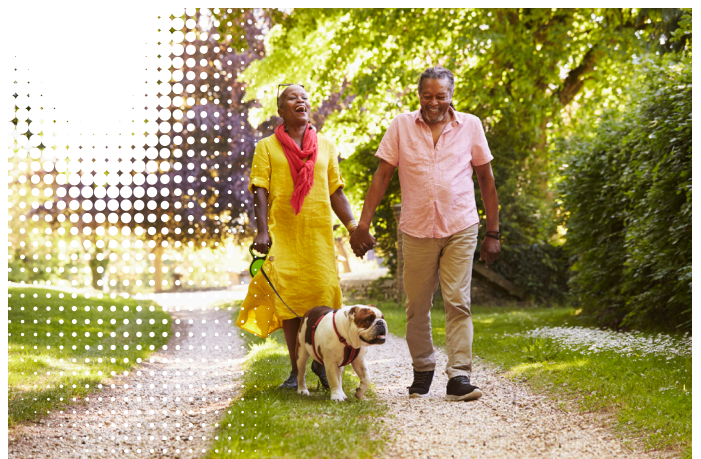
Incentives are a powerful catalyst for positive change. That's why 86% of employers tie a financial incentive to workplace well-being programs.<sup>1</sup>

The Quest Diagnostics Rewards Engine is a highly configurable, incentive-management platform that helps your dollars work harder. It helps increase employee engagement providing positive reinforcement, in the form of incentives, for participating in wellness activities and/or meeting health-improvement targets.

### Activity-Based Rewards™ and Outcome-Based Rewards™

Activity-Based Rewards provide an automated way to score and deliver passing status based on completion of wellness screening, attestation, health questionnaire, coaching session, or third-party administered activities as part of your organization's program. With Activity-Based Rewards, you (or an incentives administrator) will receive a Rewards file listing whether each individual has completed an activity (passed) or not (failed).

Outcome-Based Rewards promote targeted behavioral change based on measured values from biometric screenings. This type of incentive management promotes health improvement, linking incentives participants can earn with achieving target clinical and biometric outcomes. The target clinical and biometric outcomes are defined by you, so you can create positive health impact. This approach to Rewards creates a more meaningful "Moment of Impact" by tying incentives to employees' current screening results and improvements to those results over time.



With Outcome-Based Rewards, you (or an incentives administrator) will receive a Rewards file listing the status of the clinical and biometric outcomes decided upon at the time of program setup.

Additionally, you will receive assistance with planning your incentives program. Quest can help you design a program that achieves your wellness goals based on aggregate data from previous programs (if available). This information can be used to drive decisions about which measures to use as a basis for earning incentives. Assistance with Rewards evolution is also available, including the ability to move towards Outcome-Based Rewards looking at on participant health improvement from year to year.

Activity-Based Rewards	Outcome-Based Rewards
Rewards based on self- and/or vendor-reported activity completion. Activities supported by the platform include: <ul style="list-style-type: none"><li>• Scheduling a screening appointment</li><li>• Completing a screening</li><li>• Completing a health questionnaire</li><li>• Participating in health coaching</li><li>• Completing a coaching session</li><li>• Meeting a physical activity goal</li><li>• Visiting a primary care physician</li><li>• Having a dental exam</li><li>• Having a vision exam</li><li>• Getting a flu shot</li><li>• Getting other preventative screenings (like mammogram or colomoscopy)</li></ul>	Rewards based on screening results (and results improvement, if desired). Measurable outcomes supported by the platform include: <ul style="list-style-type: none"><li>• Blood Pressure</li><li>• BMI</li><li>• Cholesterol/HDL Ratio</li><li>• Cholesterol</li><li>• Cotinine</li><li>• Glucose</li><li>• HDL Cholesterol</li><li>• Hemoglobin A1c</li><li>• LDL Cholesterol</li><li>• Triglycerides</li><li>• Weight</li><li>• Waist/Hip Ratio</li><li>• Waist Circumference</li><li>• Hip Circumference</li></ul>
Tracks and rewards when incentivized activities are completed.	Tracks and rewards when target outcome values are achieved.
Rewards details for participants are available online.	Rewards details for participants are integrated into online and print reports to maximize the Moment of Impact.
Status can be sent to authorized third-party administrators for incentive fulfillment at the frequency you choose (daily, weekly, bi-weekly, monthly, or end-of-program).	Status can be sent to authorized third-party administrators for reward fulfillment at the frequency you choose (daily, weekly, bi-weekly, monthly, or end-of-program).

**For more information about incentive management with Rewards, visit [QuestForHealth.com](https://questforhealth.com) or email [PopulationHealth@QuestDiagnostics.com](mailto:PopulationHealth@QuestDiagnostics.com).**

1, Employers Continue to Expand Well-being Programs and Increase Financial incentives for Employees. National Business Group on Health. May 3, 2018. Accessed August 22, 2018. <https://www.businessgrouphealth.org/news/nbgh-news/press-releases/press-release-details/?ID=343>.  
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