



The \$280 PMPM Problem

The Hidden Cost Drivers of Musculoskeletal Health (MSK) Conditions

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What We'll Cover Today

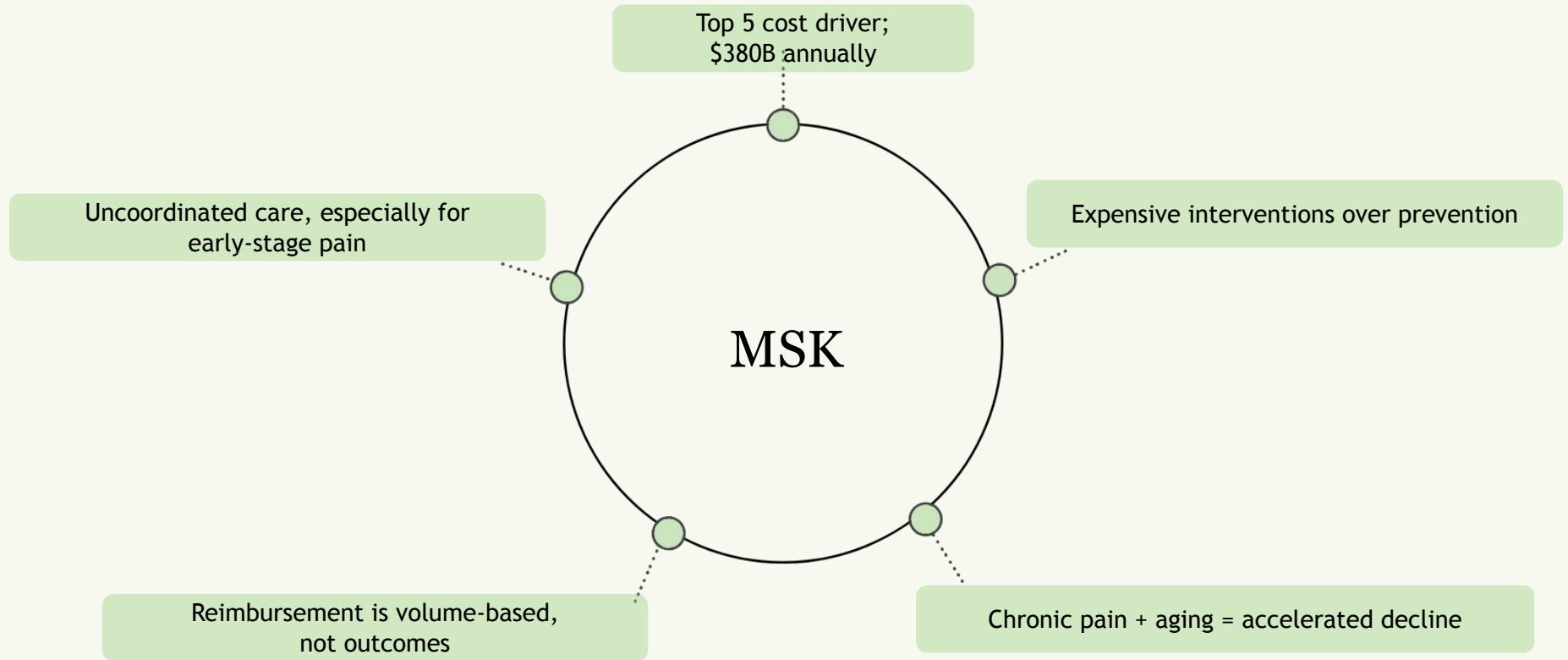
- 1** MSK: A Costly and Fragmented Landscape
- 2** The Silent (and Overlooked)
Cost Driver: Falls
- 3** Aligning with Value-Based Care
- 4** Q&A





MSK: A Costly and Fragmented Landscape

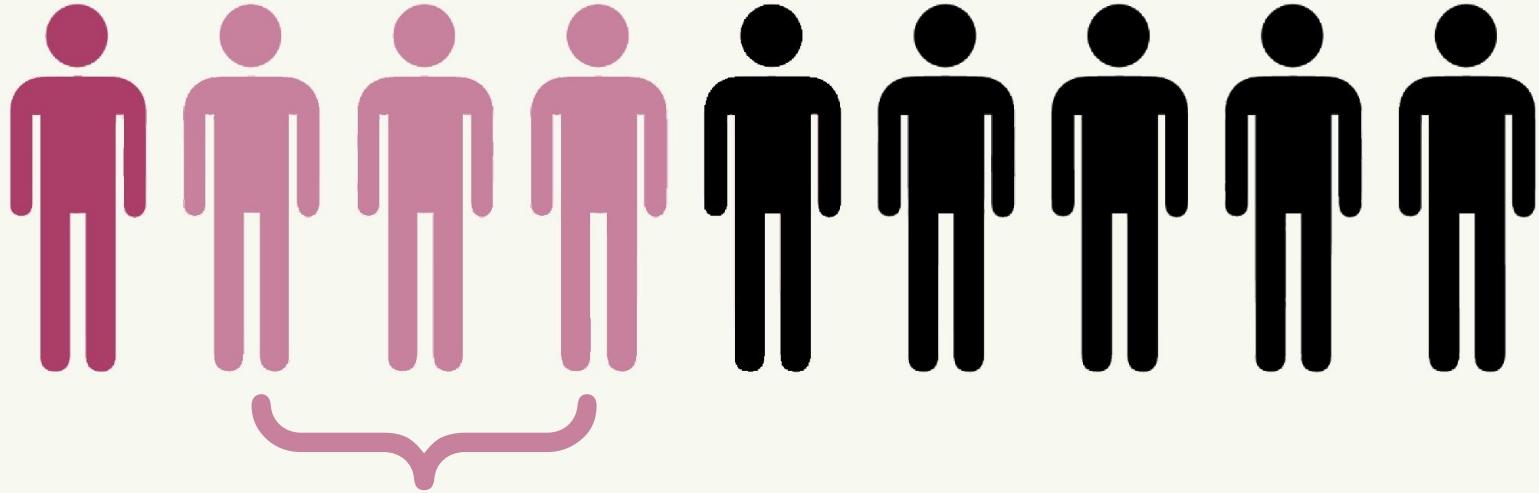
The \$280 PMPM Problem





The Silent (and Overlooked) Cost Driver: Falls

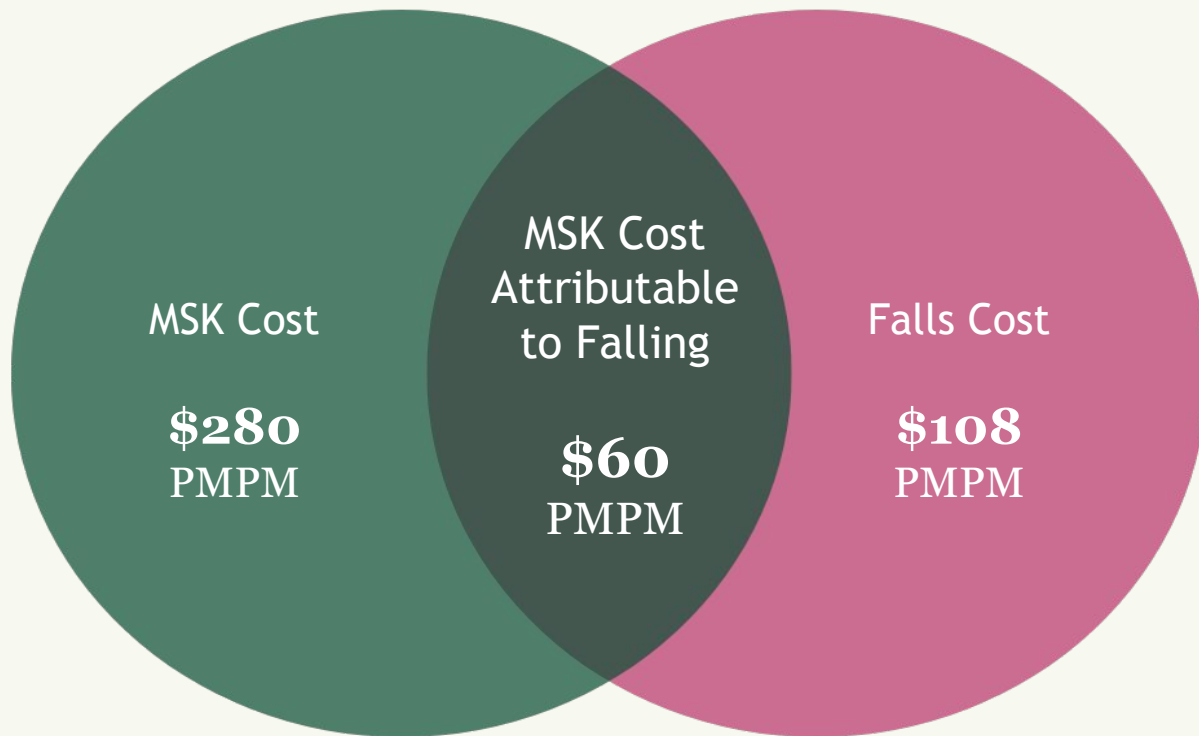
1 in 9 of **Your Members** Will Fall Every Year



An additional 3 out of 9 members are
at high and emerging risk levels.

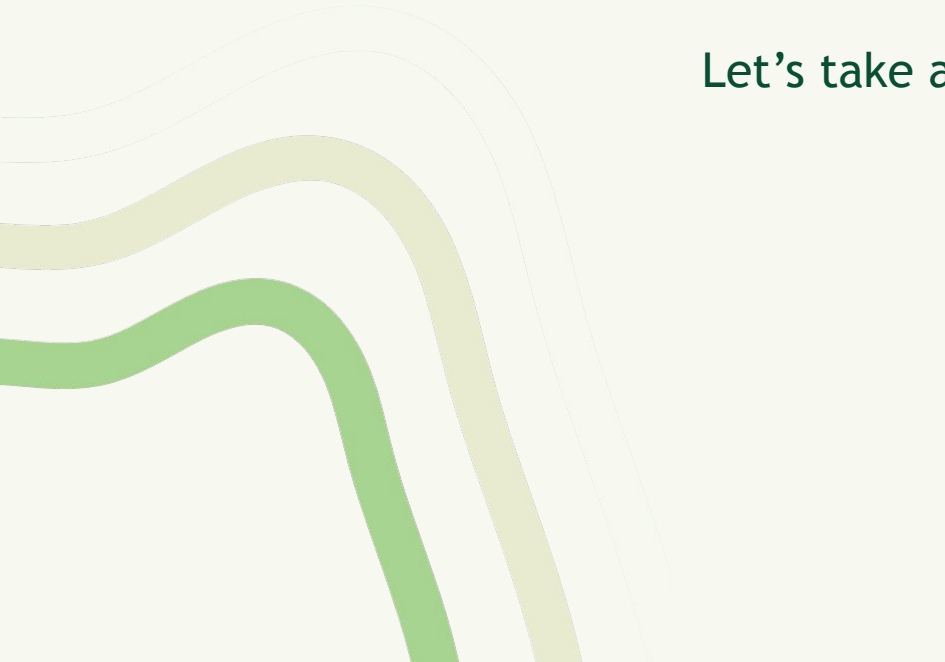
Falls Also Drive 20% of MSK Spend

MSK is a Top-5 Cost



Imagine a population of **10,000 members.**

Let's take a closer look.



Contribution of Falls to MSK Spend

MSK Spend, PMPM	\$280
Attributable to Fallers, PMPM	\$60
Attributable to Fallers, Per 10,000 Per Year	\$7,200,000

Data pulled from 2023 Medicare 5% Sample
Members persistent from 2022 to 2023: 1,135,551 members

High Risk Drives Only **Part** of Your Costs

	Serious Risk	Emerging Risk	High Risk	Moderate Risk
Segment Population	1,000	1,500	1,500	6,000
Fall Prevalence Rate	36%	13%	13%	6%
Projected Falls	360	195	195	360

Both ends of the fall risk spectrum
contribute an **equal number of falls**



Aligning with Value-Based Care

Fall Prevention Supports the **VBC Metrics** That Matter to You

Member Experience

Health Equity

Health Outcomes

Provider Well-being

Cost Efficiency

Coordination and Integration



Better Outcomes. Better VBC Performance.



Nymbl is a Godsend to me.
I walked with walker...Thanks
to Nymbl I now walk without
help. THANK YOU! You have
really no idea what this brings
to my life, I am living again.

Teresa

Nymbl User
Thriving at age 90



Nymbl has had a huge impact
on my life. Now I know that
I don't have to become
unsteady as I age. It has
increased my confidence.
**Mindset is the most
important factor of change.**

David

Nymbl User
Thriving at age 67



Q&A + Key Takeaways



MSK spend is high - falls are the hidden driver



Falls are predictive, preventable, and actionable



Traditional MSK solutions are fragmented and reactive



Fall prevention aligns directly with VBC metrics



Fall prevention is MSK prevention

Stop by our VBCExhibitHall.com Virtual Booth



Thank You

Reach out to us.

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