

HealthySteps Interventions Drive Short-Term Medicaid Cost Savings

HealthySteps has a strong commitment to serve children with Medicaid health coverage and explicitly target areas of health inequity. Due to the program's ability to impact both child and caregiver health trajectories, HealthySteps drives significant Medicaid cost savings, even when evaluated against a short time (12-month) horizon.



AN INNOVATIVE APPROACH TO PEDIATRIC PRIMARY CARE

ZERO TO THREE's HealthySteps program is an evidence-based interdisciplinary pediatric primary care program designed to promote nurturing parenting and healthy development for babies and toddlers. HealthySteps offers an array of services to meet families' needs through a resource-efficient, risk-stratified approach.

Learn more about the HealthySteps model at healthysteps.org.



CHILD-FOCUSED INTERVENTIONS

- Flu vaccine
- Oral health
- Appropriate use of care for ambulatory sensitive conditions



CAREGIVER-FOCUSED INTERVENTIONS

- Breastfeeding
- Postpartum maternal depression
- Intimate partner violence
- Healthy birth spacing
- Smoking cessation

THE AVERAGE MEDICAID ROI IS 163%

This means that for every \$1 invested in HealthySteps, an estimated \$2.63 in savings is realized by state Medicaid agencies each year. Since 2017, we have conducted multiple return on investment (ROI) analyses in partnership with Manatt Health at state, health system, and site levels with well-established and new sites:

- Statewide analyses in CO and AZ - **130% average annual ROI**
- Health system analysis in NY - **119% average annual ROI**
- Single site analysis in KY and MA - **267% average annual ROI**
- Cohort of three newly established sites in New York City - **66% average annual ROI**

EARLY INVESTMENTS YIELD LONG-TERM SAVINGS

Early childhood investments have also been shown to yield greater returns when evaluated over a longer period, even beyond the health sector. Cost savings are attributable to reductions in need for developmental and special education services, prevention of chronic disease, reduced involvement in juvenile justice, and many positive outcomes such as higher educational attainment.

For more information on HealthySteps interventions driving short-term Medicaid cost savings, please contact HealthySteps Senior Director of Growth and Sustainability Jennifer Tracey at jtracey@zerotothree.org.