



2022 EMPLOYEE WELLNESS INDUSTRY TRENDS REPORT

MY STORY

*Nick Patel
CEO, Wellable
@nppatel_*



Investment banking → helping healthcare software companies with public and private capital raises and buy- and sell-side M&A

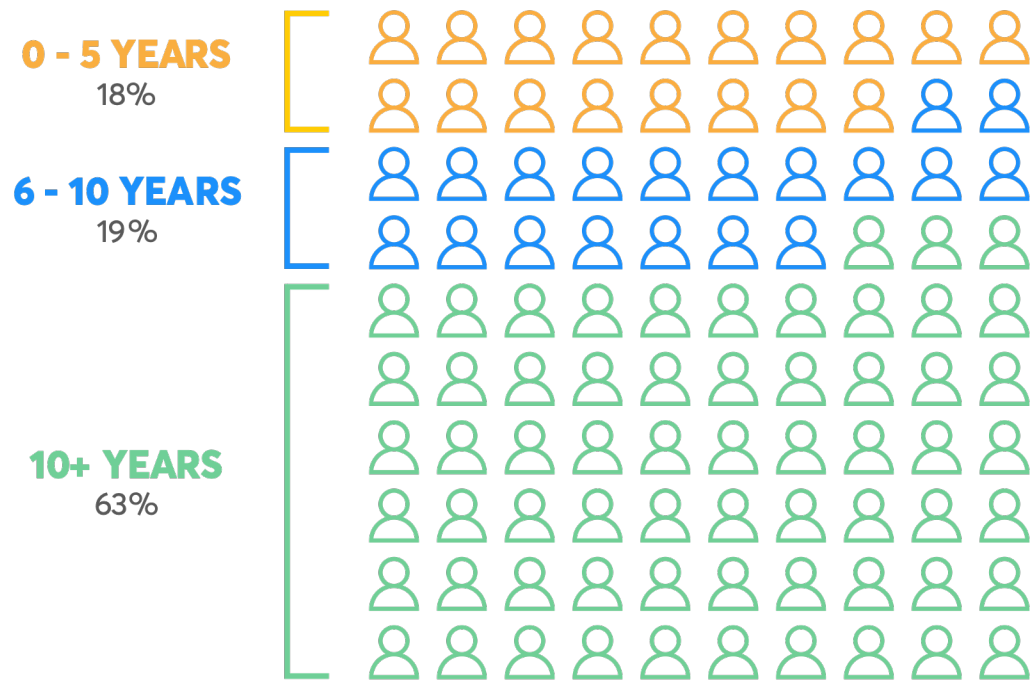
Product strategy → incubated startups and new technologies in 4,000-person healthcare software business

Entrepreneur → founder of bootstrapped employee well-being and experience company

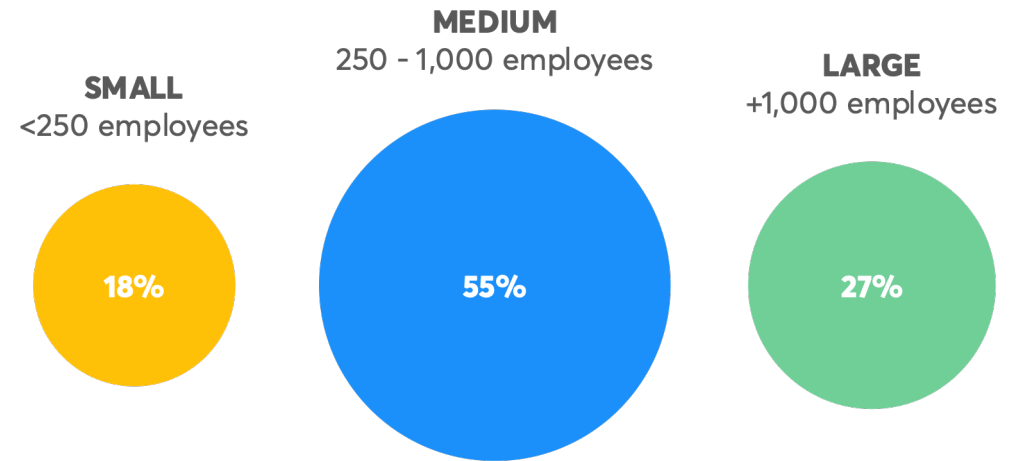
Life → Southern transplant in Boston and father and husband to the most amazing people I've ever met

Participant Profile

Broker Years Of Experience



Average Client Size



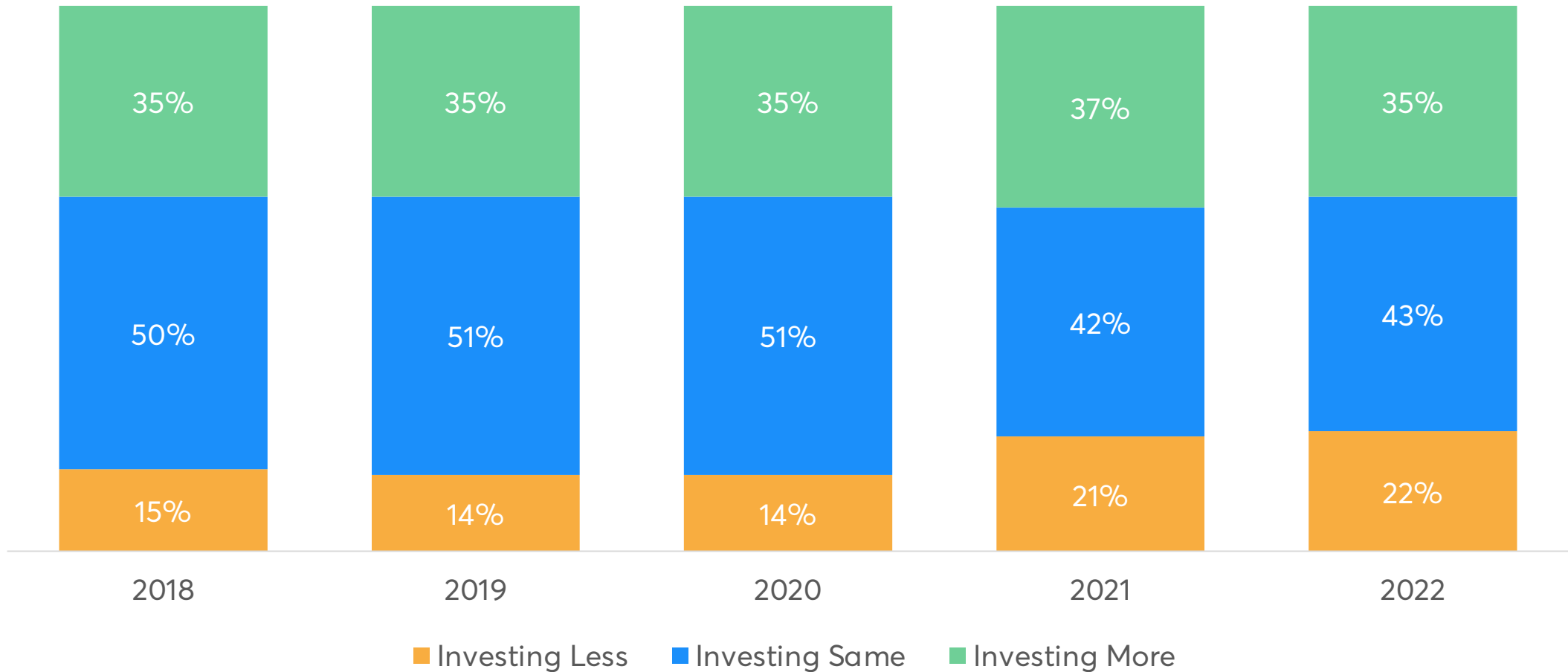
Let's Chat!

Is employee health and well-being a growth industry?



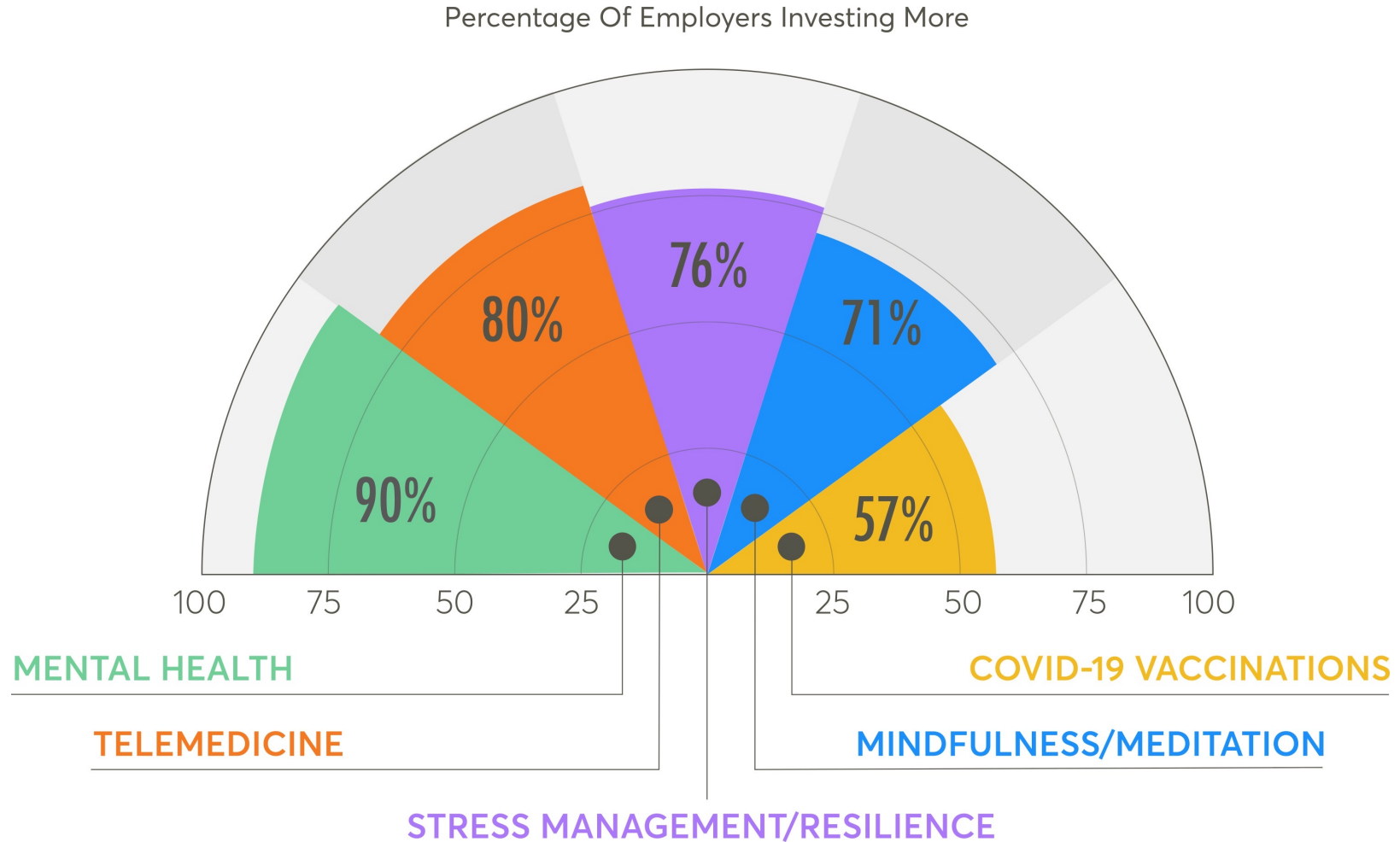
General Investment Trends

Steady To Investing Less



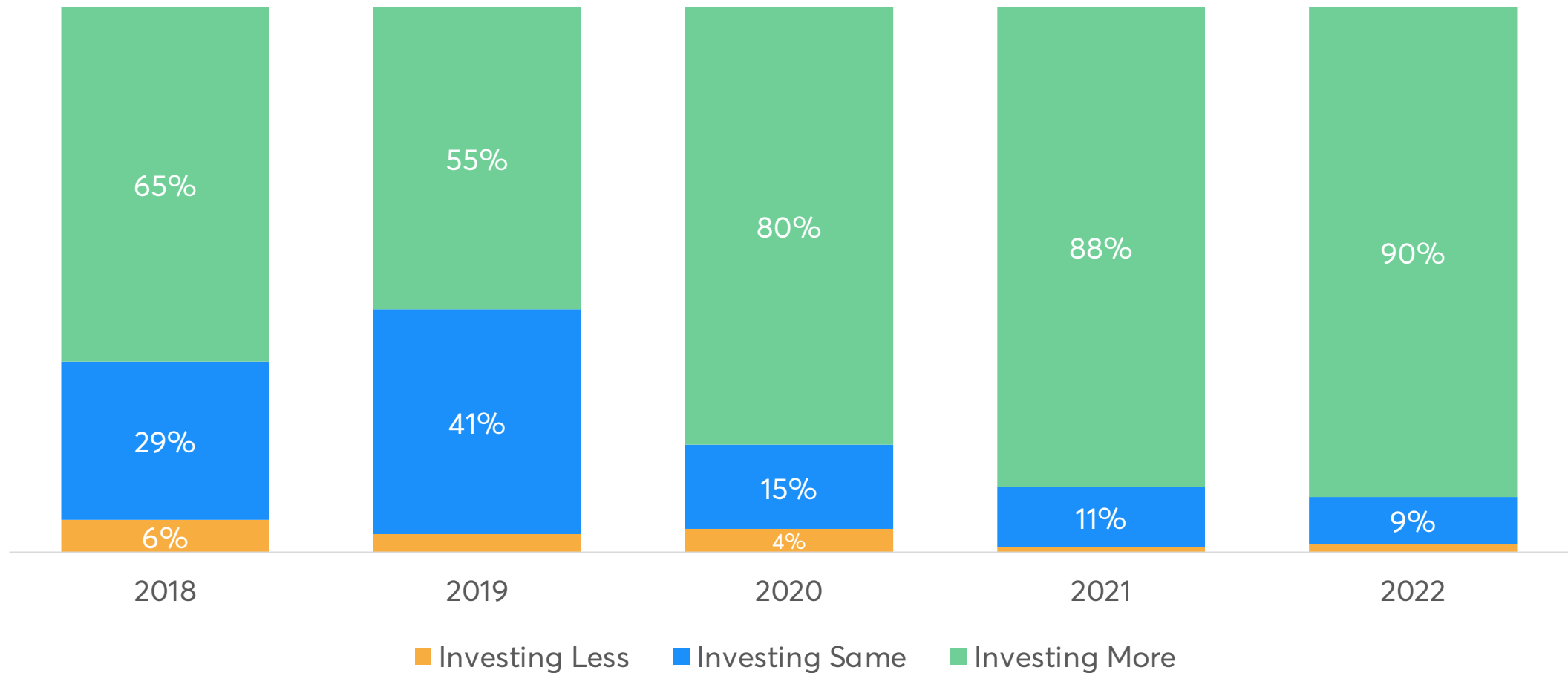
Rising Stars

Mental Health Continues To Be Area Of Focus



Mental Health

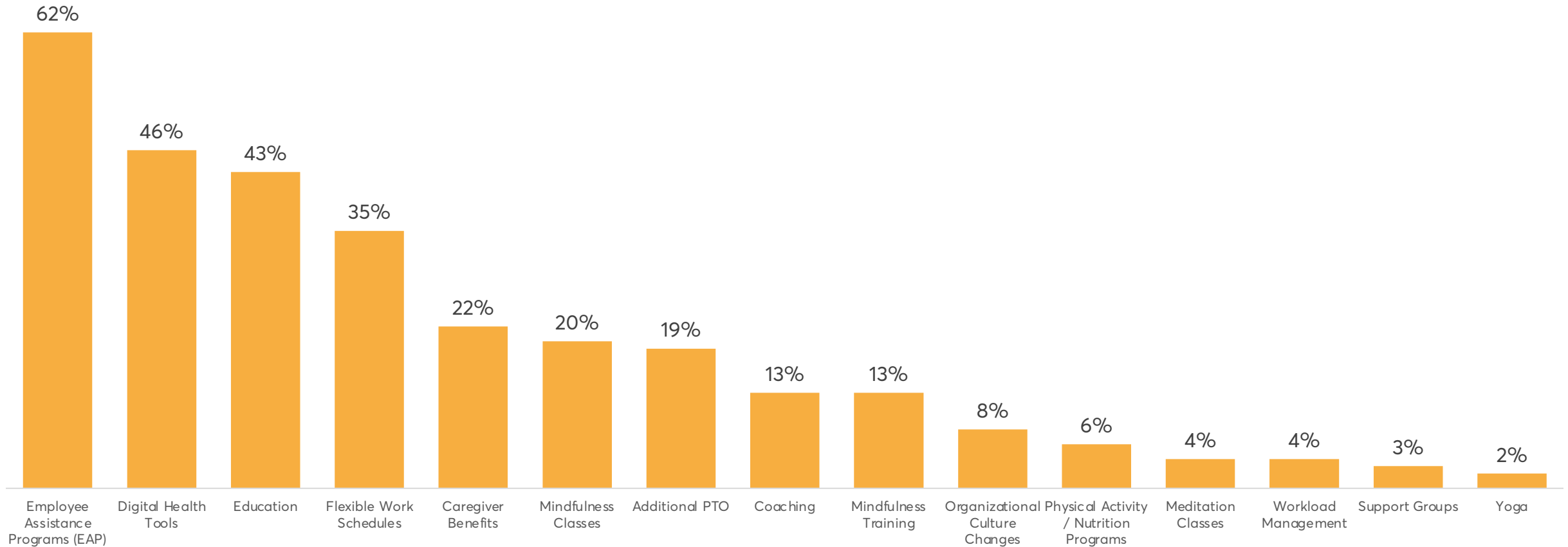
Growth Driven By Increased Awareness And Reduced Stigma



Mental Health

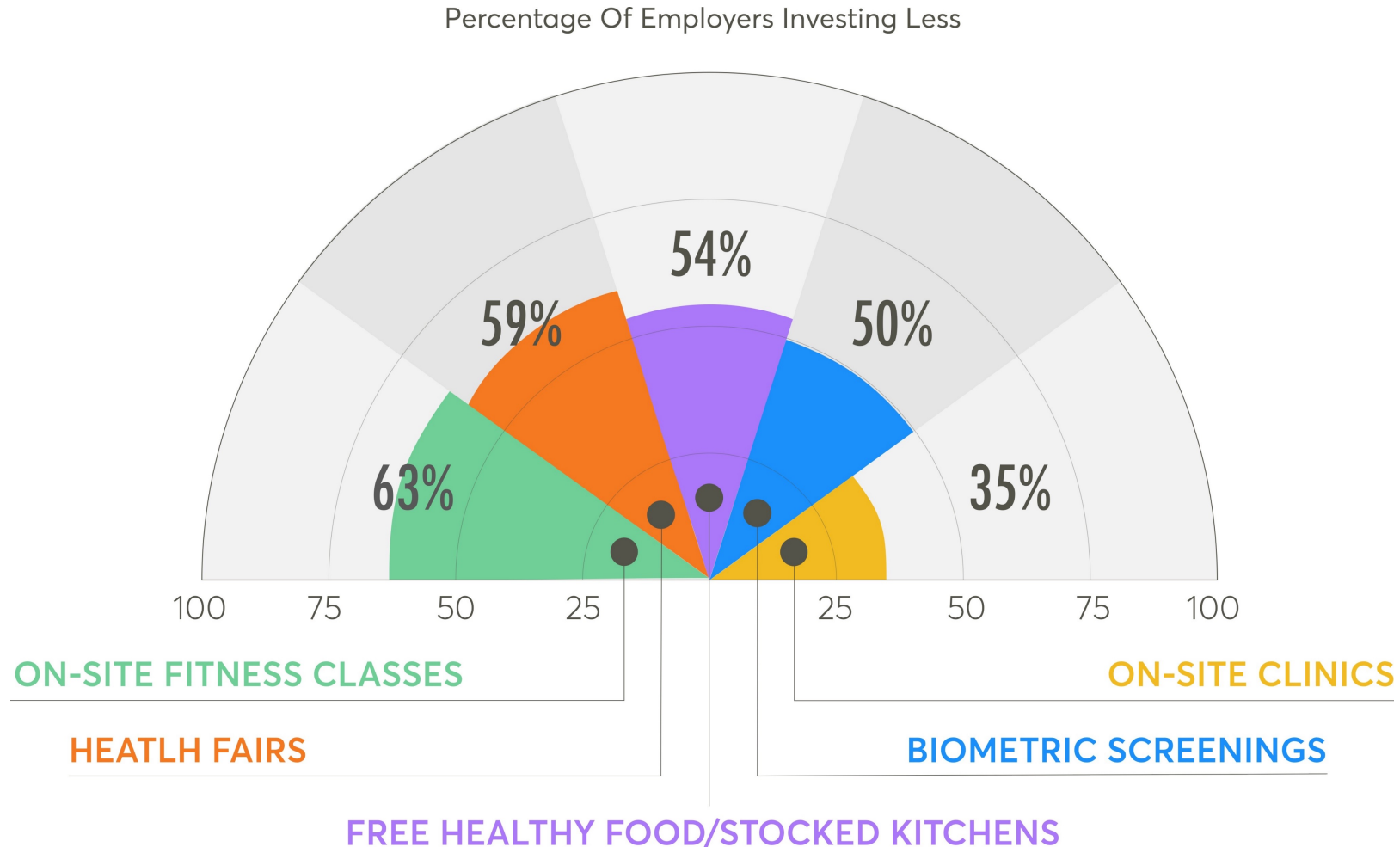
Market Yet To Consolidate Around Best-Of-Breed Solutions

What new offerings are your clients using to promote mental health in the workplace (choose top 3)?



Falling Giants

On-Site And Legacy Solutions Continue To Decline



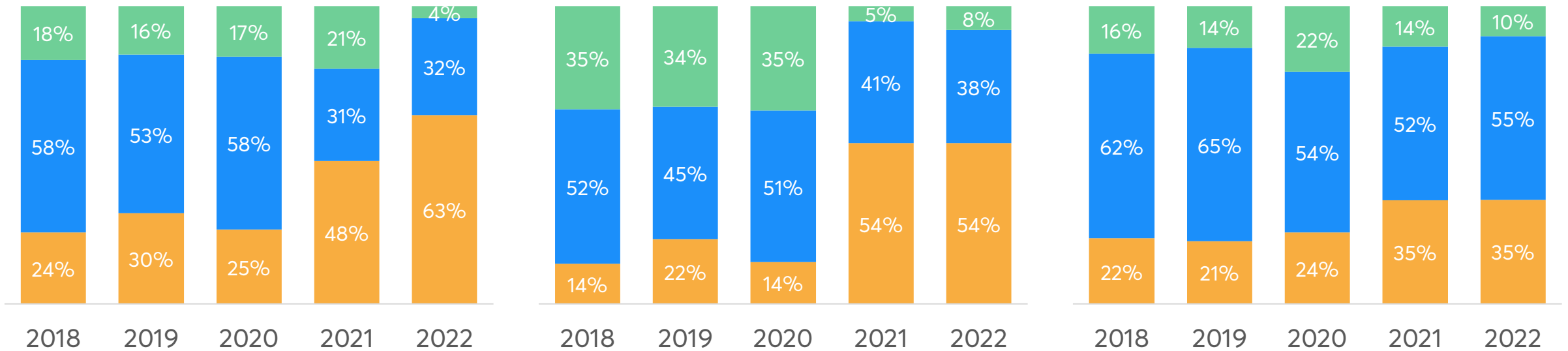
On-Site Solutions

Disrupted By The Pandemic

On-Site Fitness Classes

Free Healthy Food/ Stocked Kitchen

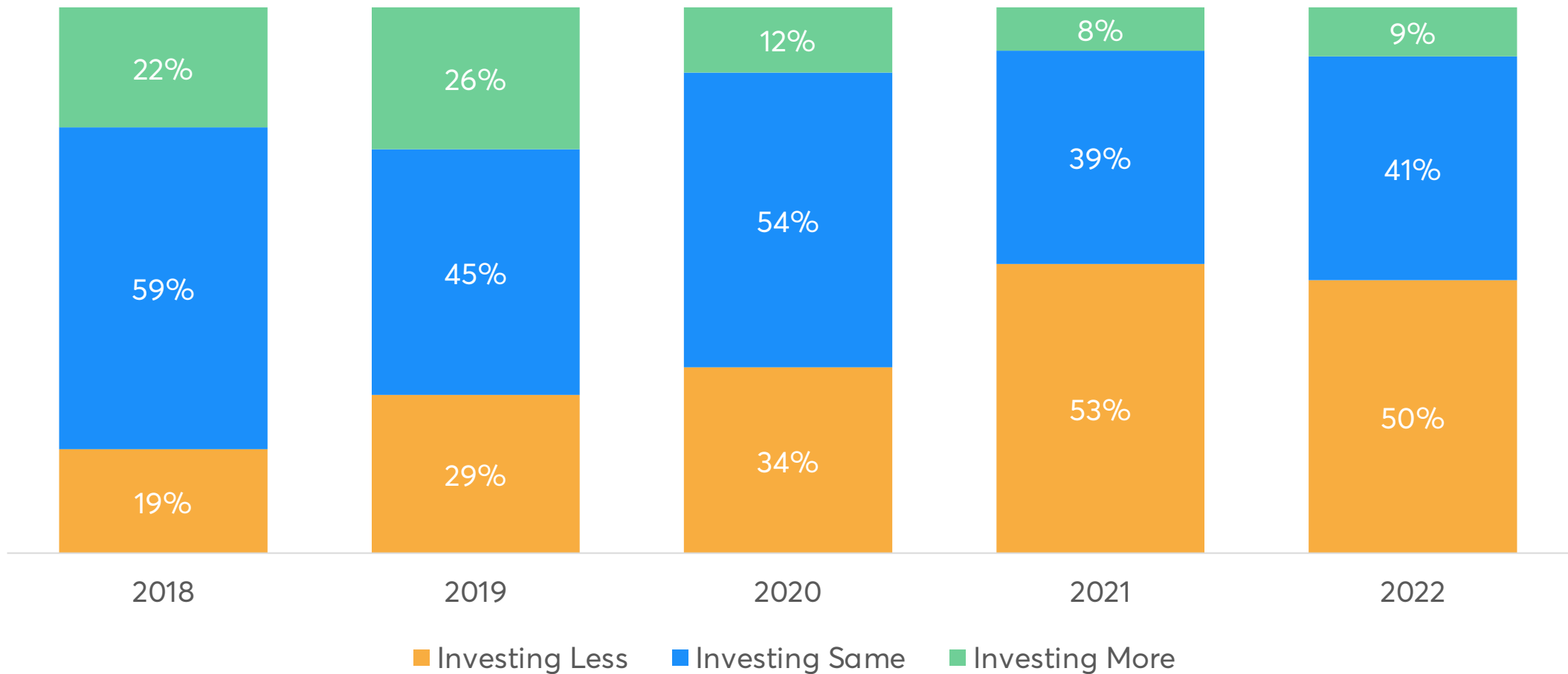
On-Site Clinics



Investing Less Investing Same Investing More

Biometric Screening

Lack Of Efficacy Taking Its Toll



Let's Chat!

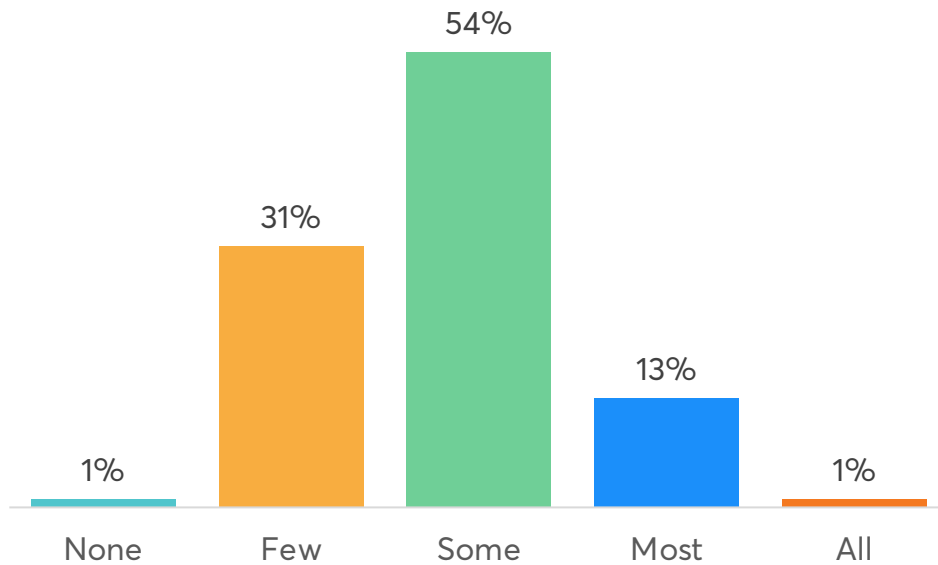
How well are your employees managing chronic stress?
Do you have a strategy in place to prevent and mitigate burnout?



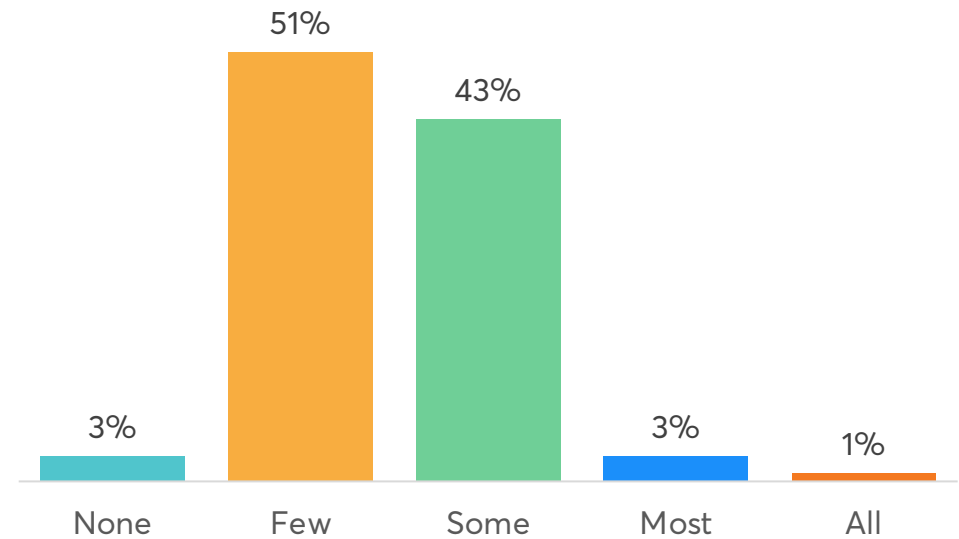
Burnout

Organizations Lack Understanding And Strategy To Prevent And Mitigate Burnout

How many of your clients have a strong understanding of how well employees are managing chronic workplace stress?



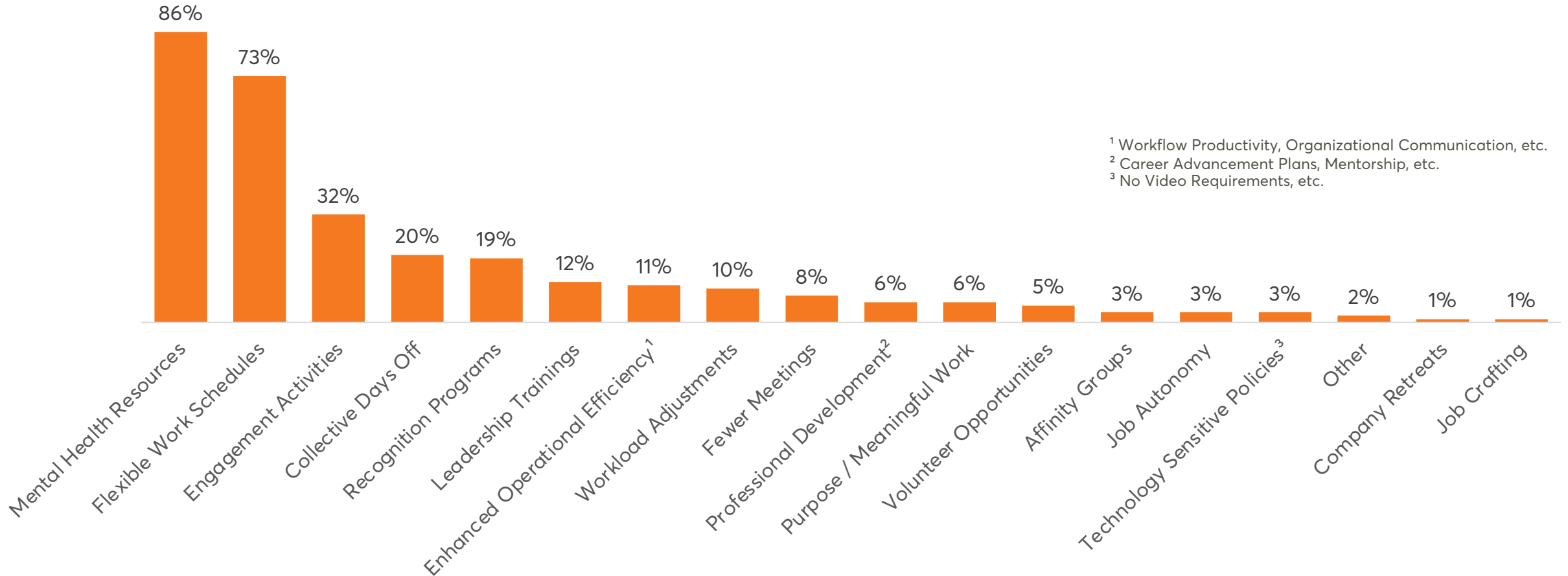
How many of your clients have a strategy in place to prevent and mitigate burnout?



Burnout

Mental Health And Flexible Work Schedules Lead Fragmented Solutions Market

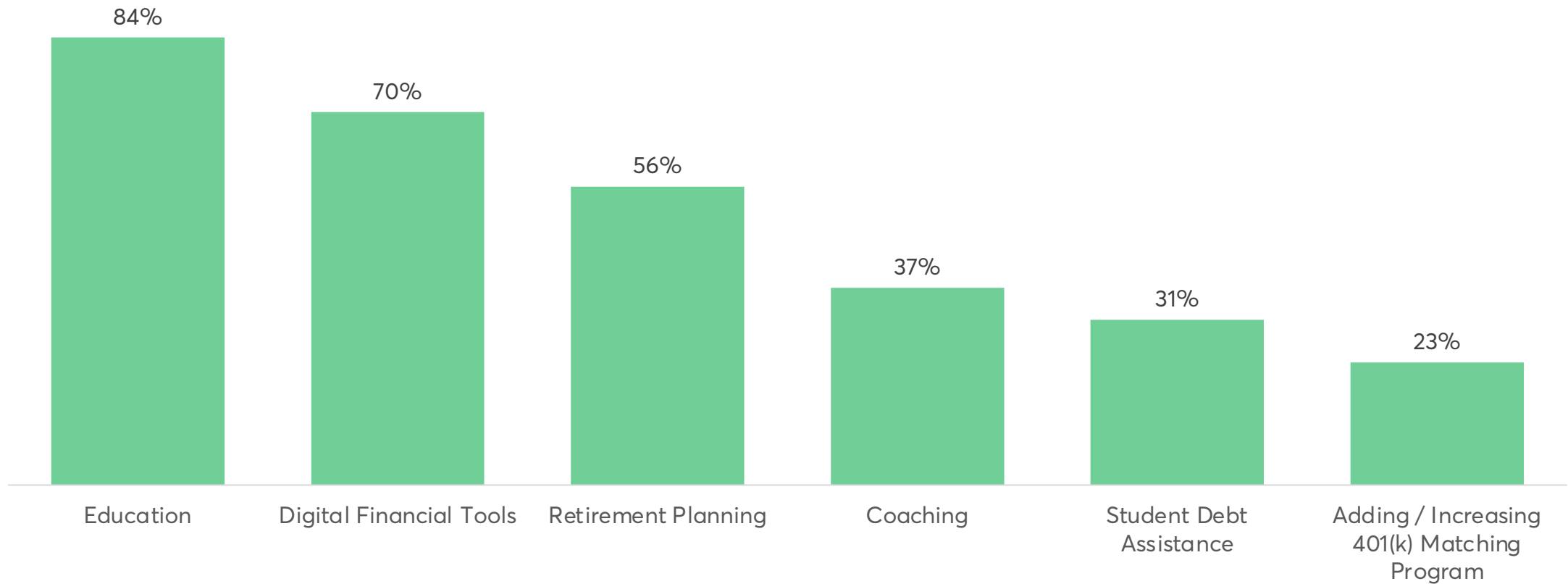
What steps are your clients most frequently implementing to prevent and mitigate employee burnout (choose top 3)?



Financial Wellness

Financial Literacy Is Underlying Goal

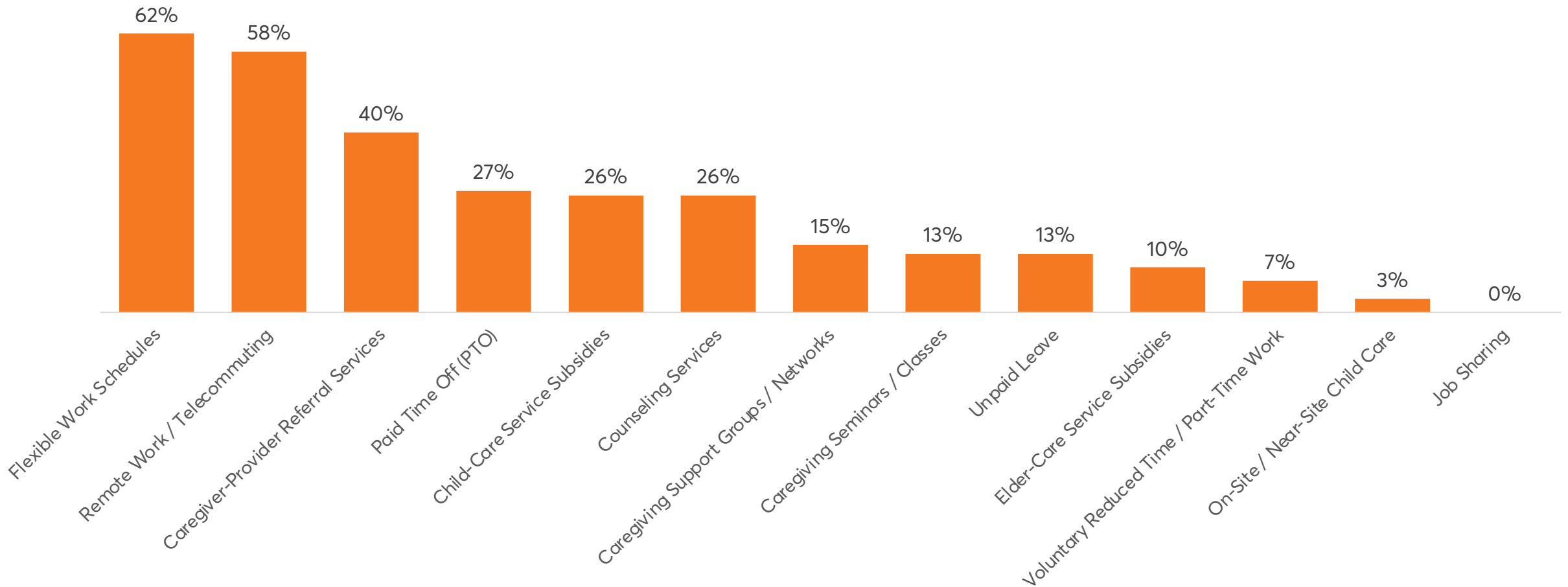
What new offerings are your clients using to promote financial wellness in the workplace (choose top 3)?



Caregiving Benefits

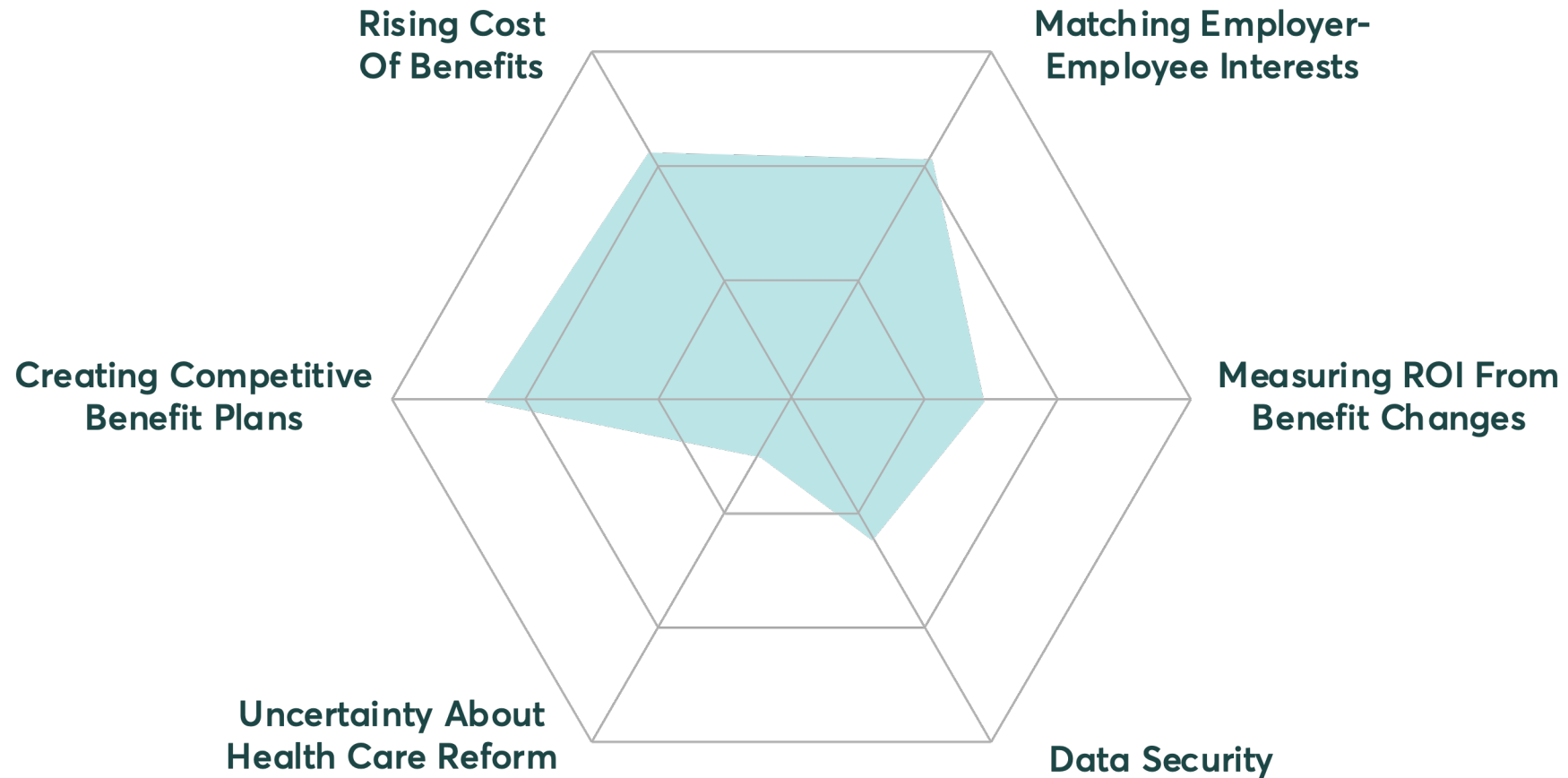
Mental Health And Flexible Work Schedules Lead Fragmented Solutions Market

What new offerings are your clients using to support caregivers in the workplace (choose top 3)?



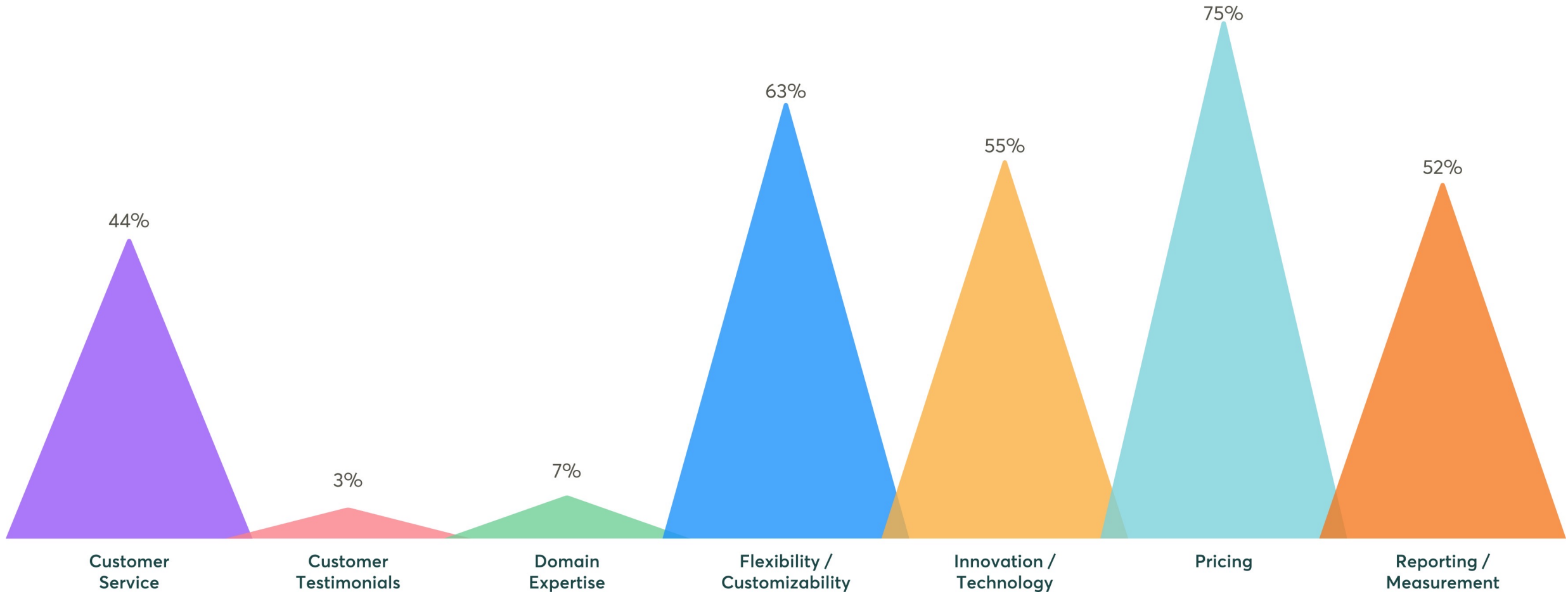
Decision Influencers

Tight Job Market Competing With Rising Costs



Vendor Criteria

Pricing Continues To Be Top Criteria...Reflection Of Value?



Biographical Information

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Nick Patel is the Founder and CEO of Wellable, a wellness technology platform that enables organizations to create programs that help employees thrive by engaging them in holistic well-being educational modules and activities. Prior to Wellable, Nick worked at TriZetto, a leading healthcare technology company offering software solutions to health plans and providers, and served as Director of Strategy, reporting directly to one of the executives of the firm. Nick also worked at Harris Williams and Morgan Keegan as an investment banking Analyst and Associate, advising on mergers and acquisitions and capital raises for healthcare and technology companies. He is also an Adjunct Professor at George Washington University's School of Medicine & Health Sciences