

Employer On-Site Clinics: The For Rising Costs

Virginia Business Coalition on Health
2010 Fall Program & Membership Meeting
September 23, 2010



Overview of Our Solution

- Part-time to full-time solution for all sizes of employers
- Primary care (acute & chronic) with prevention and wellness built in
- Supportive services & electronic health record
- Our community – our reputation



Part-Time to Full-Time Solution

- Model works for 50 to 1000's of employees
- Goal: Move 50%+ office visits on-site
- Minimize time away from work



Primary Care Focus

- All appointments are scheduled
- Appointments made in 20-minute increments
- Lab is fully integrated into HER
- Annual health risk appraisal & screening included



Supportive Services & EHR

- 24-hour telephone availability of clinical staff
- Electronic health record fully implemented
- Online & toll-free appointment scheduling
- Patient portal in 2011



Our Community – Our Reputation

- Management team are lifelong community residents
- Past experience with outside vendors drives current business plan
- All staff are currently practicing within the community
- “Bench depth” ensures staff will always remain local



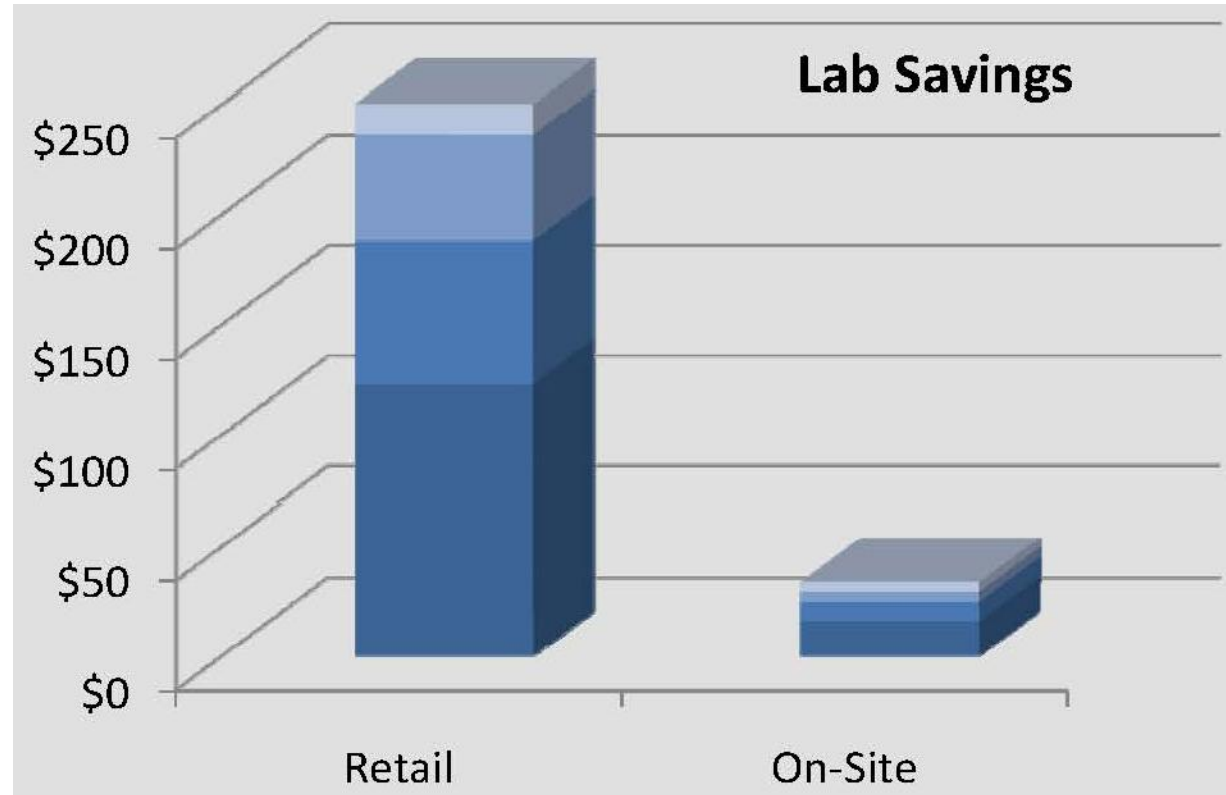
What's In It For Employees?

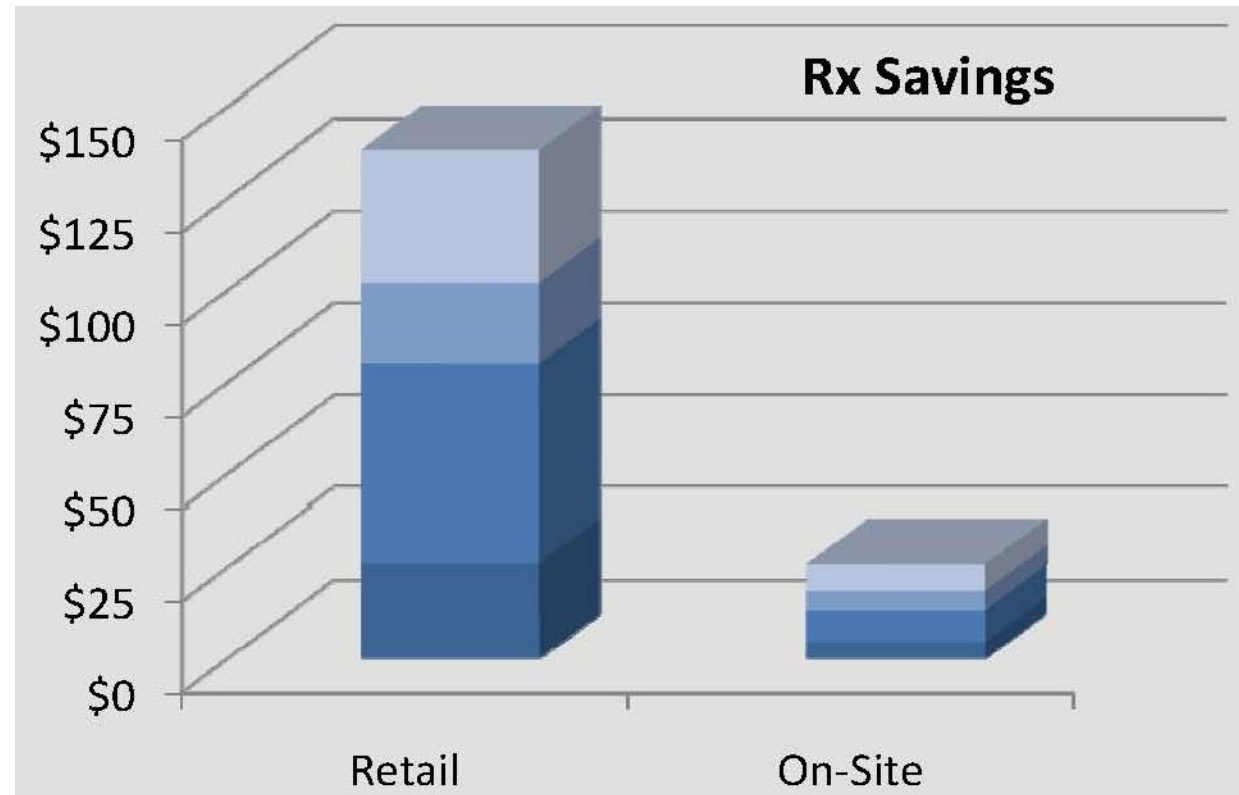
- No out-of-pocket costs
 - Acute care
 - Chronic care
 - Preventive care
 - Lab testing
 - Medications
- 20 minutes with practitioner
- Average wait time of 2 minutes
- Average commute time of 3-5 minutes
- Peace of mind



What Makes It Work

- Practitioners paid hourly
- Labs & medications paid at pass-through wholesale cost
- Low startup overhead
- Minimal lost productivity
- Adherence/compliance barriers removed







What Does It Take To Implement

- 1 state licensed practitioner (physician, nurse practitioner)
- 1 LPN or CMA
- 600-800 sq feet
 - 1 exam room
 - 1 prep/storage area
 - 1 reception area
 - 1 bathroom











Questions and answers





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Real Health, Real Return

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