

On-Site Medical Center

With health premiums soaring out of control and the prospect of health care reform slipping further away, many employers are taking advantage of a solution that's closer to home — on-site medical centers and pharmacy services.

CONTROLLING COSTS FROM WITHIN



A ROUTINE VISIT to your on-site medical center costs far less than an off-site visit to a local primary care provider and, of course, takes a fraction of the time. The on-site pharmacy component adds considerable cost savings and process efficiencies as well. The convenience of on-site centers makes it easier for employees to stay current with their preventive screenings, manage chronic conditions, receive consultation on diet and nutrition, obtain current records for insurance applications or other purposes, and access other health care services as needed.

Maximizing your savings

On-site medical centers allow companies to monitor and control health care costs from within. The following examples illustrate some of the cost-saving impacts of on-site medical centers and on-site pharmacies. The examples are fictional and intended to show the impact of active health management — in this case through on-site primary care and pharmacy services — on typical spending for a typical company-sponsored health plan covering 1,000 employees and their dependents.

Reducing Primary Care Costs

When Doctors Care sets up an on-site medical center at your location, our goal is to capture approximately 50 percent of your employees' primary care and primary care-related office visits. And since the cost structure of an on-site visit is wholesale versus retail, the cost savings are significant, averaging approximately \$50 per visit, or more than \$400,000 per year for typical companies with employee populations of 1,000.

Figure 1 Sizing the On-site Medical Center

EXAMPLE

| | |
|--|------------------|
| Number of employees | 1,000 |
| Typical number of members on plan | 2.5 |
| Total health plan participants | 2,500 |
| Primary care and related estimate | \$2,200,000 |
| Average visits per year for health plan | 7 |
| Approximate total visits per year | 17,000 |
| On-site center to capture 50 percent of visits | 8,500 |
| Primary Care Savings Target | \$400,000 |

Reducing Pharmacy Costs

The goal of the on-site pharmacy is to capture approximately 50 percent of existing pharmacy spending and dispensing with on-site medical center control of prescribing medications. Through the use of drug equivalents (generics or alternates), cut-preferred utilization, diet and exercise emphasis and a focus on the management of chronic diseases, Doctors Care strives to achieve a 50 to 66 percent reduction in prescription drug costs for your employees.

Figure 2 Sizing the On-site Medical Center In-Office Dispensary

EXAMPLE

| | |
|--|------------------|
| Estimated pharmacy spending "in scope" | \$1,400,000 |
| Pharmacy Management Strategies | |
| Switch to generic and "cut preferred" | \$200,000 |
| Move prescribing to on-site center and reduce overuse of various medications | \$270,000 |
| Focus on alternative ways to manage chronic disease (diet/exercise) | \$130,000 |
| Pharmacy Savings Target | \$600,000 |

Employer benefits

- Reduced absenteeism
- Decreased health care costs
- Increased productivity
- Better care and management of worksite injuries
- Filling generic prescriptions
- Managing chronic conditions
- Coordinating occupational medicine and workers' compensation
- High-value benefit for HR recruiting
- Improved employee retention

Employee benefits

- No office visit copay
- No copay for prescriptions filled at the on-site pharmacy
- Improved health and quality of life through prevention and immediate care
- Better access to a regular physician
- Increased loyalty and sense of morale at the workplace
- Convenience for employees and their families

Primary Care Covered

- Annual physicals
- Strep throat
- Flu
- Cough, cold, sore throat and fever
- Pregnancy tests
- Painful sinuses and ear infections
- Headaches and migraines
- Stomach problems (nausea, etc.)
- High blood pressure
- High cholesterol
- Arthritis
- Diabetes management
- Allergies and rashes
- Urinary conditions
- Insect bites
- Respiratory infections such as bronchitis
- And more



Urgent Care

- Mild burns
- Strains and sprains
- Work-related injuries
- Lacerations and bruises
- Insect bites
- Eye injuries and conjunctivitis
- Acute illness
- Food poisoning
- Allergic reaction
- Cuts, punctures and other wounds

Optional Occupational Medicine

- Pre-employment, DOT and Respirator Physicals
- Drug and alcohol screenings
- X-ray and lab testing on-site
- On-site diagnostics

Custom Solutions for the Employer

- On-site medical center staffing will be determined by group size and claims data
- Medical services completed in the on-site medical center are tracked and reported
- We work with the employer to design and build the medical center. Required square footage of the facility is based on group size

Doctors Care

Your Workplace Medical Center

Doctors Care opened in 1981 as the first minor emergency medical center in Columbia, SC, offering urgent and primary care services with flexible evening and weekend hours. Today we are a multi-state network with nearly 50 offices providing health care services to meet our patients' needs in a timely and convenient manner.

Doctors Care is staffed by experienced, dedicated and compassionate medical professionals. From the start, we have focused on delivering exceptional care, with an uncompromising commitment to the health and wellness of our patients.

As our services have expanded over the years, our team has grown to include 1,100 dedicated health care professionals, with over 200 highly skilled clinicians focused on primary care, urgent care, occupational medicine and employee wellness. Doctors Care averages 790,000 patient encounters per year, and serves more than 2,500 employers in the state with Occupational Medicine services.

All Doctors Care facilities have achieved the prestigious designation of Certified Urgent Care Clinics, placing them among only a fraction of such facilities in the nation to be recognized for the range and quality of services offered.



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