



Evaluating Onsite Clinics: **Better Health Outcomes and Cost Savings for Your Organization**

- The healthcare your organization provides, and how it's delivered, has an enormous impact on both your workforce and your budget. You may already know that primary care and a worksite care center could help, but you're unsure about the substantial up-front expense of setting one up.
- We understand upfront build-out costs can be intimidating, but a care center is an investment in your employees' health and your business. This investment will provide returns long into the future.

Below are a few questions to ask when you're considering whether primary care and a dedicated care center is right for your company.

1. Is a large portion of your claim volume related to acute care and specialist visits?

If so, your company could see substantial decreases in these types of claims with a worksite care center. Heading off issues before they become serious enough for an expensive trip to acute care or a specialist saves money while keeping employees healthier, happier, and more productive. The current healthcare system reacts to symptoms and relies heavily on specialty care, which is more expensive and ineffective than proactive consultation, diagnosis, and treatment delivered at the primary care level from one centralized location.

2. How much sick time are your employees using each year?

With a worksite care center, employees don't have to travel far to get the care they need when they need it. They can make an appointment, be seen by their care team quickly, and start getting better right away.

Even better, low to no copays reduce the cost anxiety that keep many from coming in for a check-up. Employees who'd previously avoided going to see a provider for fear of the bill attached won't wait until they're so sick that a (much more expensive) trip to the ER is necessary.

3. Do many of your employees suffer from chronic issues?

At a worksite care center, providers and care teams are familiar with each patient, their needs, and any contributing psychosocial, environmental, or economic factors. This allows them to provide comprehensive care and regular monitoring so that employees can proactively manage any chronic medical conditions like diabetes or high blood pressure. This type of proactive management decreases the cost of care in the longterm.

4. Does your plan include health coaching services?

Health coaching empowers employees to take control of their own health and change behaviors for increased physical, mental, and emotional well-being. Embedding health coaching in a worksite care center will make it accessible to more employees, and as a result empower more employees to change unhealthy behaviors. Healthier employees means lower costs and reduced claims.

5. Do you offer wellness incentives and are they effective?

A worksite care center can both reduce the number of wellness incentives that employers need to provide and boost the effectiveness of current or future programs. Care teams are able to collect more data more efficiently, which ensures that all programs are working together to improve engagement and outcomes. This is good news because corporate “wellness” incentives usually struggle to improve health outcomes.



The Bottom Line

Companies who've worked with us to implement advanced primary care and a worksite care center have seen:

- Claims decreases by the end of year 1
- Improved cost containment
- Reduced absenteeism
- Increased productivity
- Higher employee satisfaction

A proven and effective healthcare model, delivered through a dedicated care center, offers companies the best opportunity to boost health throughout the organization while saving on unmanaged healthcare costs.

■ If you're considering whether a Vera care center is the right solution for your company, we can help. Contact us for a consultation.

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