

6-Month Impact of a HHB microclinic at a self-insured employer

Background

This Hamilton Health Box (HHB) microclinic was set up at an industrial employer’s worksite in early 2019. The employer is self-insured and was facing highly variable healthcare spending every year of nearly \$2M. The employer had little insight or control into where the money was going, and an ever-increasing bill to pay for stop-loss insurance premiums. Additionally, the employer faced other challenges including high turnover, and required on-site drug testing facilities to be set up for both pre-employment, random, and Department of Transport drug testing.

The CEO and CFO had been looking for ways to get healthcare-related spending under control, and had found worksite clinics to be an ideal solution for them. With only approximately 320 employees on-site, however, they realized that the company was too small for the standard worksite clinic solutions that they could find, and reached out to HHB to set up a microclinic.

To measure the impact of the clinic, historical claims data was pulled for the same period in 2017 and 2018. Between 2017 and 2019, the plan had approximately 330 members, of which around 235 employees, with average age of 38-39 and around 40% female members.

Microclinic Setup & Services



The microclinic was set up at the employer worksite in one of the corporate offices, with easily accessible restrooms and separate access. The following services were offered during the 4 month pilot at this site:

- Primary care
- Urgent & emergent care
- 24/7 access
- Telemedicine technology
- Claims management
- Referral management
- Chronic care management
- Pharmacy oversight
- On-site drug screening
- Labs
- Vaccines
- Preventative physicals

Summary of Results

\$75

PMPM reduction
compared to the
previous year

3.3x

ROI of savings
compared to
investment

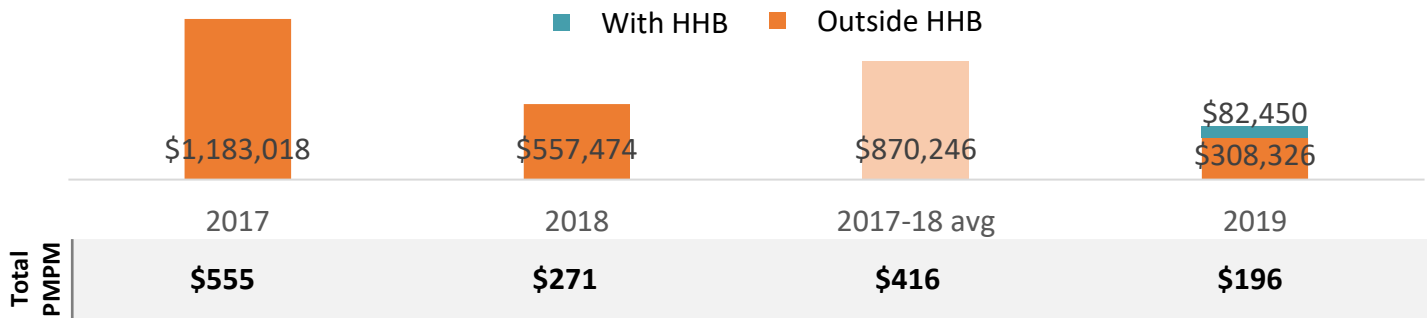
37%

**Increase in annual
physicals** compared
to the previous year

- The employer saw a decrease in total medical expenses and PMPM costs compared to the previous years
- There was a significant decrease in ER and urgent care visits compared to the previous years
- The number of primary care visits and physicals increased, while driving savings as the microclinic provided care and other services at lower rates than historically paid
- Over 30 uncontrolled chronic conditions were diagnosed, including 3 coronary artery disease
- By using the microclinic, employees saved significantly on out of pocket charges through avoided copays
- The microclinic and providers saw over 99% promoter and satisfaction scores

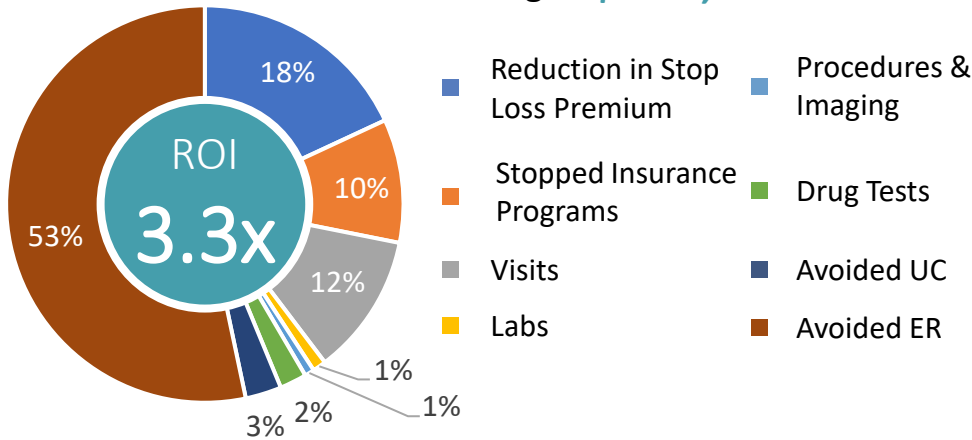
The Impact of Microclinics

Total Medical Expenses



Total medical expenses decreased by over \$160,000 from 2018

Total Short Term Savings: \$ 132,781



Over \$130,000 was saved, resulting in an over 3x ROI

Long Term Savings

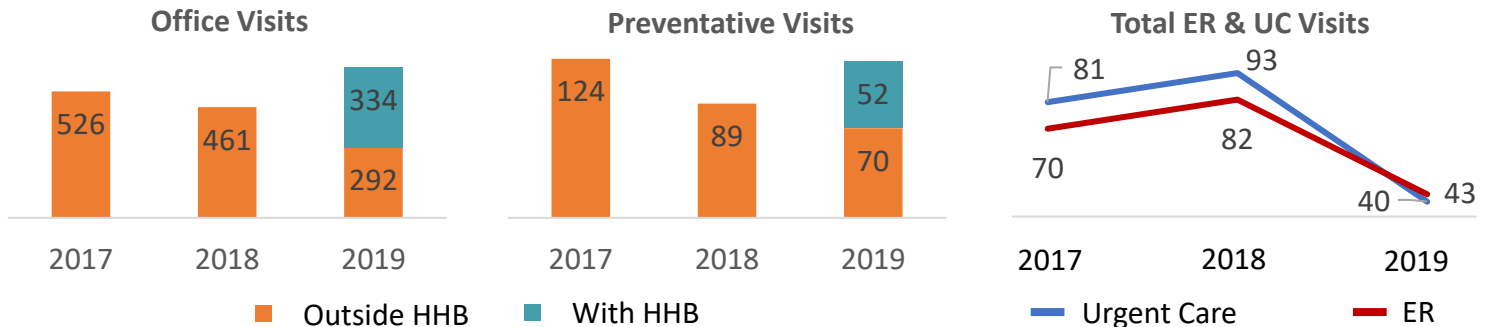
30+ undiagnosed chronic conditions were identified:

- 14 uncontrolled diabetics
- 18 undiagnosed hypertensives
- 3 coronary artery disease

All of the above conditions are now managed through treatment, lifestyle coaching, and medication included in HHB's chronic care management programs.

Early diagnoses drive savings

Total Visits



The number of primary care visits increased, while the number high-cost ER and UC visits decreased

Employee Savings on Copay

Office Visits	\$15,030
MRI, CT Imaging	\$4,590
Urgent Care Visits	\$3,875
ER Visits	\$20,757

Employees saved over \$44,000

The results of the Hamilton Health Box microclinic above show the short and long-term potential in driving significant savings for the self-insured employer market, and providing care to those who need it, where and when they need it most.

Accessible, convenient care can have significant impact for you and your employees, creating short and long-term value. Let's connect to find out if we might be a good fit for each other!