

# Proof Managed Care Works: The City of Kirkland

The City of Kirkland is an example of how managed care can help to improve population health and drive down costs. In 2015, the City's \$10 million budget was rising by 11% each year, leaving them to find another million dollars each year to make up the difference. Compounding the problem was 15% PMPM annual claims growth and the potential of a \$1.5 million Cadillac tax.



## THE PROBLEM

Unwilling to compromise on employee benefits or pass through cost increases to them, The City of Kirkland searched for a healthcare solution that would meet the needs of their workforce, improve health throughout the organization, and save money — a daunting task.

## THE SOLUTION

The City partnered with Vera Whole Health to open a near-site care center to serve employees and their families, providing convenient, no-cost services that would meet the majority of their healthcare needs. Care coordination by dedicated care teams ensured follow-up and incorporation of specialist care and prescriptions into patient whole health plans. Additional access to health coaches gave employees further resources for information, guidance, and support through every step of behavior change as they took control of their health and well-being.



## THE RESULTS

In just 12 months, the City of Kirkland saw **incredible results:**



**\$137.20**

lower costs  
PMPM



**\$1.6**

million gross  
savings



**23%**

increase in primary  
care engagement



**91%**

ROI



**17%**

reduction in  
claims volume

After 3 years, the **positive trend continued:**



**80%**

employee  
engagement



**34.7%**

average ROI



**23%**

additional increase in  
primary care engagement

With the right partner, it's possible to save significantly on claims, hospital stays, and absenteeism while simultaneously improving health, satisfaction, and productivity. The City of Kirkland did, driving down overwhelming costs while providing a solution that has resulted in a thriving workforce that is healthier than ever.



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

Visit [verawholehealth.com](https://verawholehealth.com) to learn more.

