

Cost Savings Analysis: **The ROI of Onsite Clinics**



Onsite clinics are a proven, effective solution to improve health outcomes while driving down costs, often delivering ROI within the first year.

Vera Whole Health onsite clinics (we call them care centers) are staffed by dedicated care teams and equipped with the resources to meet most of your employees' healthcare needs in a single, convenient location at little or no cost to the patient. We're also the first provider in the United States to earn a Certificate of Validation by the Validation Institute for sound population health cost outcomes.

Some of the reasons to consider onsite clinics include:

■ **Up-Front Costs Are Worth the Investment**

The initial investment in a self-funded care center may seem like a risk—but many companies see lower costs, fewer claims, and higher employee engagement in year 1.

■ **Onsite Care Centers are a Proven Cost-Saver**

Time-rich appointments and strong provider-patient relationships lead to better cost containment as referrals, claims, and absenteeism go down. Productivity rises along with overall health.

■ **Managed Care Isn't Enough**

In the current system, a lot of care that could be kept at the primary care level is referred out to specialists. Expenses shoot up even more as cost-sensitive patients avoid the doctor until acute care is necessary.

■ **At-Risk Patients Don't Have to Cost More**

With access to the proper care and support, employees managing chronic illnesses or conditions can avoid worsening symptoms and more costly treatments.

■ **Better Access Leads to a Healthier Workforce**

A dedicated care center near or at their workplace minimizes the obstacles between your employees and their healthcare, increasing engagement.

■ **Traditional Insurance Plans Won't Fix the Problem**

Simply improving insurance plans won't work; they operate in a sick-care system with little cost containment and unprecedented fragmentation of care.

Our clients have seen **fantastic results**

CHALLENGE FOR SEATTLE CHILDREN'S

Take Seattle Children's Hospital, for example. With over 6,000 employees, they were facing both rising costs and lackluster engagement. Medical claims were increasing 7-9% annually, producing a \$3-4 million loss each year. Seattle Children's needed a way to reduce the cost of unmanaged claims, ineffective "wellness" initiatives, and the threat of a \$4 million Cadillac tax.



CARE CENTER SOLUTION

They chose to launch a care center near the hospital and put it at the center of their benefits strategy. In the first year, claims were decreasing. In two years, they'd saved \$3.5 million net and saw an 80% drop in hospital stays, a 10% drop in prescriptions, and a 20% drop in PMPM ambulatory expense.

After six years, the results were staggering:



79.9%
average ROI



4.6/5
patient
satisfaction rate




2%
average trend
rate reduction



\$209.09
reduced cost
per ER visit



\$817.53
annual pharmacy
savings per patient

 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** to learn more.

