

# On-site Clinic

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Management Committee



# What is an on-site clinic?

- Located in or near employer worksite for Council employees
- Designed to look like typical provider clinic
- Staffed by Physician's Assistant
- Offers routine medical services at no cost to employees
- What it is not:
  - Minute Clinic
  - Replacement for primary care physician
  - “Company doctor”

# On-site Clinic Photos



# Scope of Services

- Primary care
- Laboratory
- Preventive services and disease prevention
- Chronic condition management
- Pharmacy
- Health and well-being

# Benefit to the Council

- Mitigate health care costs in self-insured health plan
- Lab and pharmacy savings
- Productivity savings (time away from work)
- Employee recruitment/retention
- Supports culture of health
- Support employee health management and wellness
- Increase employee engagement, productivity and morale

# Benefit to Employees

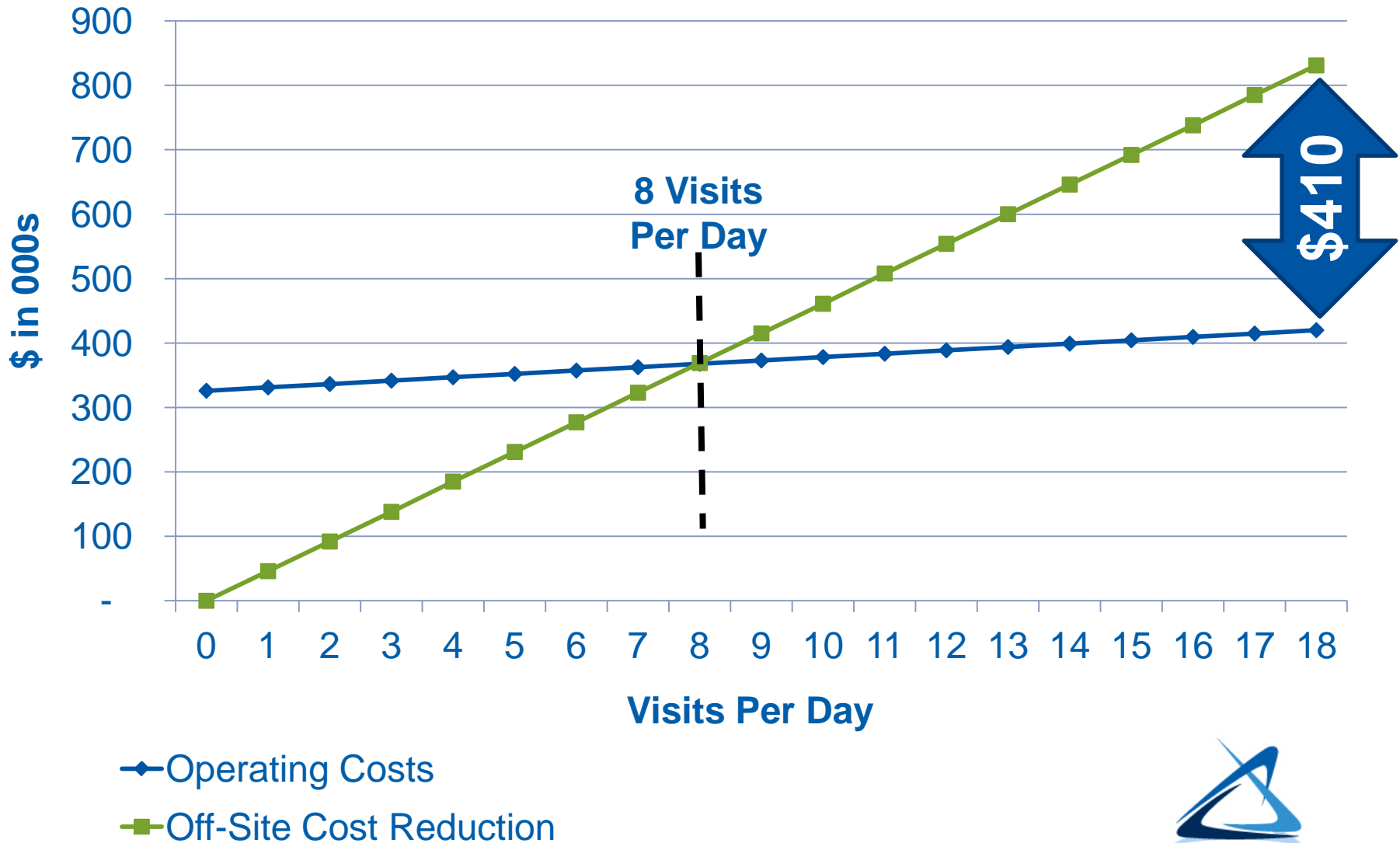
- Saved cost of clinic visit or co-pay for clinic visit
- Saved cost of generic drug or drug co-pay
- Saved sick leave or annual leave to travel to clinic
- Convenience of chronic disease management
- Better health outcomes

# Operating Costs @ Max Visits

Annual Costs	
Management Services	\$ 84,000
Physician Assistant	180,000
Medical Director	12,000
Lab Management	12,000
Equipment	8,000
Pharmacy Administration	1,800
Facilities	30,000
<b>Total</b>	<b>\$ 327,300</b>

Per Visit Costs	
Clinic Supplies	\$ 15,000
Lab work	27,000
Pharmacy	27,000
Courier, Disposal	15,000
Parking	10,000
<b>Total Costs</b>	<b>\$ 94,000</b>
Visits	4,500
<b>Per Visit Cost</b>	<b>\$ 20.89</b>

# Break-Even Point





# Success of Clinic Model in the Region

- HealthPartners has 18 on-site clinics including:
  - Minneapolis Public Schools
  - North Saint Paul School District
  - Anoka County
  - Robbinsdale Public Schools
  - Stillwater Public Schools
  - Red Wing Public Schools

# Success of Clinic Model

- Mpls Public Schools reached two-year utilization goal within 3 months – 6,914 visits since August 2012
- Mpls Public Schools has saved 10,371 production hours
- Wilson Tool has saved \$475,863 in four years
- All clinics' utilization grows year over year
- Anoka County has saved 16,632 productivity hours since May 2011
- Robbinsdale Schools hit 84% capacity within 5 months

# Our Success Measures

- Patient satisfaction
- Clinic volume
- Preventive screening rates
- Condition management
- Savings
- Productivity

# Timeline

## Robert Street:

- Council Approval - June 2015
- Robert Street location identified – June 2015
- Build-out for Robert Street - July – December 2015
- Interview/hire Practitioner - Fall 2015
- Communication and Grand Opening campaign – Fall 2015
- Robert Street clinic opens - January 2016

## Heywood Campus Future Action:

- Locate Heywood clinic – Heywood Campus plan/Transit Police facility – June 2015
- Transit Police facility build-out – 2016 – 2017
- Heywood clinic opens - 2017