

# WORKSITE CLINICS

Employer Fast Facts



Worksite clinics provide health care services to employees at or near the worksite.

Employers are eager for new opportunities for high-value care for their workforce, while improving employee access to timely and convenient medical services and enhancing engagement in worksite programs.

**More than 30%** of large employers offer some form of on-site, near-site, or mobile health services

Employers offering these services range in size from 250 employees to very large populations and dependents and retirees are often included

# 250

## Benefits of Worksite Clinics:

1. Achieve greater employee engagement
2. Integrate wellness and worksite benefit programs
3. Improve care coordination and quality. Realize better health outcomes for employees, particularly in chronic care management.
4. Increase access and convenience of health care services; reduce lost time and absence from work.
5. Lower health care cost trends.
6. Boost employee value proposition, retention, and talent acquisition.
7. Manage worksite injuries and illnesses.

## 13 Responses:

The BHC issued a Request for Information (RFI) to worksite clinic vendors at the end of 2017. The RFI asked over 70 questions used to create an inventory of clinic operators' key strengths and characteristics.

BJC, CareATC, CareHere, Cerner, Circle Medical, HealthStat, Marathon Health, Mercy, Optum, Premise, QuadMed, St. Luke's and WeCare

## Number of Worksite Clinics Managed By Participating Vendors

### U.S. Totals

On-site for single employer - **945**

**68** - Near-site for single employer

On-site for multiple employers - **117**

**361** - Near-site for multiple employers

Mobile - **27**

Total Clinics - **1,518**

### STL Totals

On-site for single employer - **45**

**1** - On-site for multiple employers

Near-site for single employer - **1**

**20** - Near-site for multiple employers

Total Clinics - **67**

## Vendor RFI Overview

All vendors detailed that they offer integration and coordination with other benefit and wellness vendors.



Minor Illness / Injury Treatment	Preventive Services	Additional Services
Cold, Flu, Sore Throats	Physical Exams	Occupational Health
Fever / Infections	Health Risk Screenings	Safety
Skin Irritations	Wellness Services	Pharmacy
Bumps / Bruises	Disease Management	Dental
Sprains / Strains	Lab Testing	Vision
Cuts / Lacerations	Immunizations	Physical Therapy
Allergies	Tobacco Cessation	Telemedicine

Minimum space requirement needed for a clinic ranges from 100 to 1800 square feet



Staffing models include Medical Doctors, Physician Assistants, and Nurse Practitioners



## Pricing

All respondents are willing to offer financial guarantees that are agreed upon with the client. Most guarantees are tied to utilization, quality performance targets, user satisfaction scores, and successful referral management.



## Patient Payment Model

Number of respondents with each model



Cash Fee - 6

Copay - 10

Co-insurance - 6

No cost share except for HDHP - 11

## About the BHC

The St. Louis Area Business Health Coalition (BHC) represents St. Louis employers' collective efforts to improve the well-being of their enrollees and the St. Louis community and gain greater value and accountability for their health benefit expenditures.

In addition to serving as the employer voice on health care issues, BHC serves as a shared information and service resource across its members. BHC uses the collective powers of its membership to group negotiate a variety of benefit offerings.

For more information, contact Lauren Schulte at [lschulte@stlbhc.org](mailto:lschulte@stlbhc.org) or (314) 721-7800.

## Employer Members:

AAF International  
Aegion Corporation  
Ameren Corporation  
Anheuser-Busch InBev  
Arch Coal, Inc.  
TheBANK of Edwardsville  
Barry-Wehmiller Companies  
Bass Pro Shops, Inc.  
Bi-State Development/Metro  
The Boeing Company  
Bunzl Distribution USA, Inc.  
Caleres  
Charter Communications  
City of St. Louis  
Concordia Plan Services  
Cushman & Wakefield  
Daikin Applied Americas, Inc.  
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Edward Jones  
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ESCO Technologies Inc.  
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Global Brass and Copper, Inc.  
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Northwest R-I School District  
Olin Corporation  
Panera Bread, LLC  
Parkway School District  
Peabody  
Rockwood School District  
Saint Louis County  
Saint Louis Public Schools  
Schnuck Markets, Inc.  
Shelter Insurance  
Spire

St. Louis Graphic Arts  
Sulzer US Holding, Inc.  
Sunnen Products Company  
Tucson Electric Power  
Watlow  
WestRock Co.  
World Wide Technology, Inc.

## Health Care HR Partners:

Centene Corporation  
Express Scripts, Inc.  
Lutheran Senior Services  
Mallinckrodt Pharmaceuticals  
Saint Louis University  
University of Missouri

## Sustaining Members:

Aon Hewitt  
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Willis Towers Watson