

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**

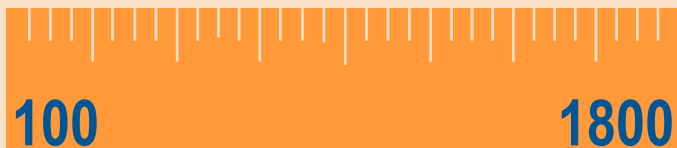
Vendor RFI Overview

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.

Employer Members:

AAF International
Aegion Corporation
Ameren Corporation
Anheuser-Busch InBev
Arch Coal, Inc.
TheBANK of Edwardsville
Barry-Wehmiller Companies
Bass Pro Shops, Inc.
Bayer-Crop Sciences
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.
Diocese of Springfield Illinois
The Doe Run Company
Drury Hotels Company
Edward Jones
Emerson

Emmaus Homes
ESCO Technologies Inc.
Ferguson-Florissant School
Francis Howell School District
Global Brass and Copper, Inc.
Graybar Electric Company, Inc.
Laird Technologies, Inc.
Maines Paper & Food Service, Inc.
McCarthy Holdings Inc.
MilliporeSigma
Mississippi Lime Company
North American Lighting, Inc.
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, Inc.

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

Health Care HR Partners:

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

Sustaining Members:

Aon Hewitt
Lockton
Mercer
Willis Towers Watson

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