



On-Site Medical

Is It Right For You... How Do You Justify It?

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Employer Healthcare Challenges

Employers and employees today face difficult challenges in healthcare. Protecting workers and improving quality of care— **while controlling costs and balancing priorities** — is just the beginning. Companies understand that investing in their employees' health is critical to their company culture and bottom line. By integrating proactive and efficient healthcare services into their business model, companies can reduce costs while enhancing productivity.



What is On-Site Medical?

An on-site medical program provides customized services to clients from medical professionals who know their industry, the jobs, and the injuries that can result. Understanding the industry environment and having the workplace knowledge helps to ensure a proper diagnosis, effective treatment, making work-relatedness determinations, and a cost-effective return to work program.

On-Site Medical Professionals:

- ☑ Physicians
- ☑ Nurse Practitioners
- ☑ Physician Assistants
- ☑ Registered Nurses
- ☑ Athletic Trainers
- ☑ Occupational Health Nurses
- ☑ Occupational Health Technicians
- ☑ Paramedics
- ☑ Medical Assistants
- ☑ Physical Therapists



Who Can Benefit from On-Site Medical?

Key Personnel:

- ✓ Senior Management
- ✓ Risk and Safety / EHS
- ✓ HR and Benefits
- ✓ Self Insured
- ✓ Brokers
- ✓ Carriers
- ✓ TPA's

Key Industries

- ✓ Aerospace
- ✓ Automobile
- ✓ Bottling
- ✓ Construction
- ✓ Food
- ✓ Hospitality
- ✓ Human Services
- ✓ Industrial Equipment
- ✓ Manufacturing
- ✓ Meat Packaging
- ✓ Medical Devices
- ✓ Mining
- ✓ Pharmaceuticals
- ✓ Retail
- ✓ Steel
- ✓ Utilities



Why On-Site Medical?

- | | | |
|--|--|---|
| <ul style="list-style-type: none">+ Onsite clinics providing a wide range of services:<ul style="list-style-type: none">• First aid• Occupational services (Injury treatment, therapy, and RTW)• Employer Services (Drug Screens, Physical, Medical Surveillance Services)• Ergonomics• Health & Wellness+ Customized programs are designed to promote a healthier workforce while mitigating the costs associated with workplace injuries | <ul style="list-style-type: none">+ Employer sponsored onsite medical services/clinics are a growing niche+ Onsite growth is due to the ability to customize services<ul style="list-style-type: none">• Culture• Environment• Clients specific medical needs+ A growing number of employers are utilizing telemedicine vendors to augment services<ul style="list-style-type: none">• After hours needs• Remote locations+ On-site medical companies are able to provide services to a diverse group of clients | <ul style="list-style-type: none">+ On-site medical companies provide a variety of certified medical professionals<ul style="list-style-type: none">• Primary Providers:
<i>Physicians, Nurse Practitioners, Physician Assistant, Registered Nurse</i>• Secondary Providers:
<i>Athletic Trainers (ATC), Emergency Medical Technicians (OHT/EMT), Medical Assistants (MA)</i>• Medical Management and oversight |
|--|--|---|

An Alternative Approach to Employer Health

Protecting workers and improving clinical outcomes while controlling costs and balancing priorities requires a constant focus. On-site medical professionals can provide customized acute and preventative care solutions while managing the real-world business requirements of healthcare by addressing critical issues, including:

- ☑ **Immediate** Injury Care
- ☑ **Aggressive** Return-to-Work Process
- ☑ **Case Management** of Injuries
- ☑ **Help** with driving culture change
- ☑ **Surveillance Examinations** & program management
- ☑ **Proactive medical programs**—Safety, Ergonomics, Wellness, etc.
- ☑ **Outcomes Driven** – Data collected, measured and analyzed



Justification of an On-Site

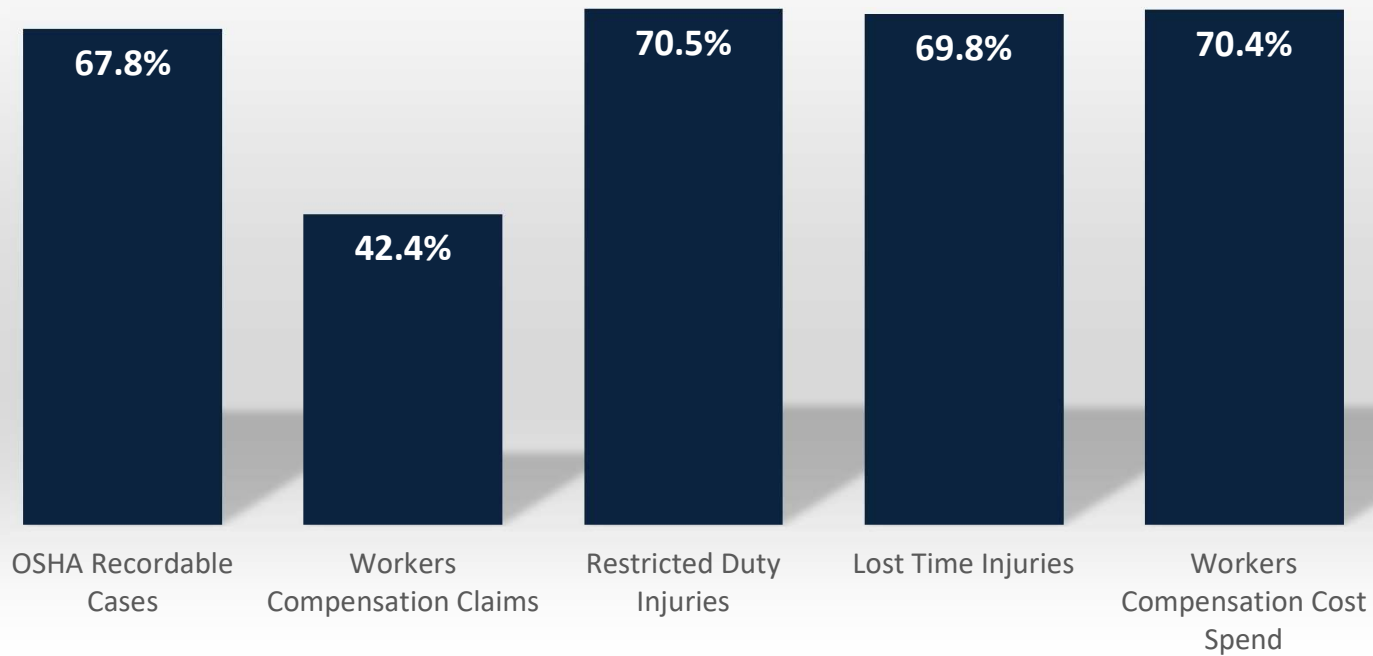
Implementing an on-site medical program vs. an offsite clinic, you will see a **reduction** in the following:

- ✓ Injuries being sent offsite
- ✓ Physical therapy
- ✓ Imaging
- ✓ Lost time claims
- ✓ Lost time days
- ✓ Modified duty days
- ✓ Workers compensation cost
- ✓ OSHA recordables
- ✓ Lost time cases versus medical only cases
- ✓ Overall medical program costs

Justification of an On-Site: Return on Investment

ROI % - Injury Reduction & Saving Estimates

(*3 year trending averages from go-live - % represents closed cases, no future development)



Onsite Impact

Case Study - Example

Model

Nurse Practitioner, Physician, EMT

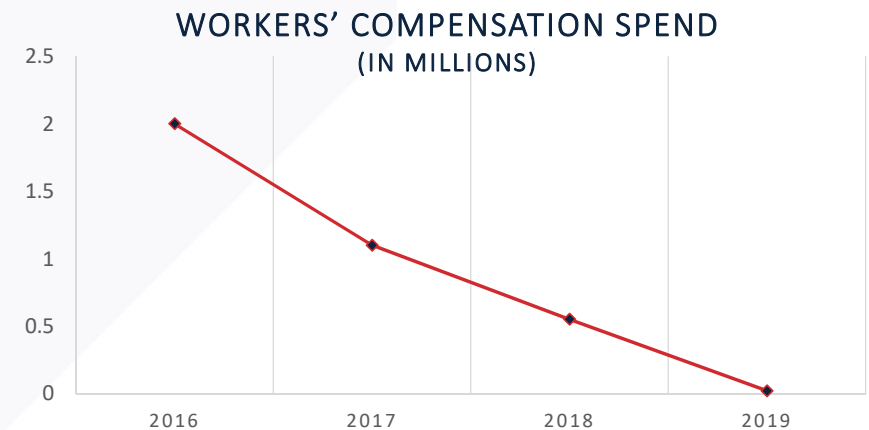
Industry

Steel (Manufacturing / Production)

Number of Employees

2,500

Years 0 – 3	Decreased
Work Comp Cost	73%
OSHA Recordable Cases	84%
OSHA Recordable Case Frequency	85.4%
Claims Against Client	33%
Reduction in pending claims reserve	\$7 million





Thank you!

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