

DIRECT PRIMARY CARE HELPS DRIVE 46% LOWER PEPY COST THAN THE NATIONAL AVERAGE

CLIENT

- Industry: Manufacturing & Textiles
- Employees: 400
- Location: North Carolina

CHALLENGE

Raise the bar on employee healthcare to create a long-term, sustainable primary care strategy that improves the health of their workforce and mitigates downstream costs.

SOLUTIONS

- Dedicated, independent company doctor
- Personalized, comprehensive primary care
- Data transparency and visibility into population health
- Referrals to fair-cost, high-quality facilities
- Clinical synchronization with existing self-funded health plan

A growing manufacturer had a mission to retain and ensure the wellbeing of its employees by offering exemplary healthcare benefits. When their part-time, onsite clinic was no longer meeting the needs of its employees and company goals, they knew it was time to invest in a more robust primary care solution.

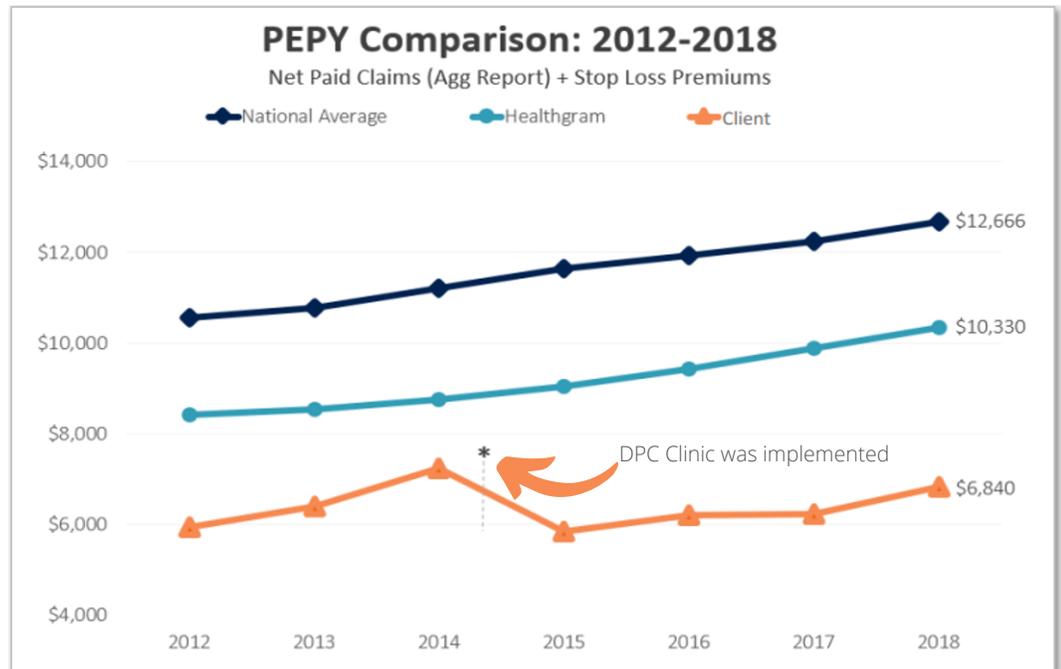
Investing in value-based primary care

The business leaders had the foresight to recognize that primary care is the lowest care investment with the greatest impact on future healthcare spend and outcomes.

They were seeking a long-term, sustainable solution that would enhance the level of care employees were receiving, while also eliminating downstream costs.

Healthgram helped bring this concept to life by finding the right independent doctor that aligned with their goals, while providing proprietary EHR software required to proactively identify high risks and report/measure outcomes for success.

As a result, the company experienced substantially lower healthcare costs, compared to the national average.



PRIMARY CARE IS THE LOWEST CARE INVESTMENT WITH THE GREATEST IMPACT ON TOTAL HEALTHCARE COST

"It's an investment into the employees. I can't stress enough our desire to provide excellent member care. If you take care of your employees, your employees will take care of you."
- CFO

"I know of at least two people that our company doctor saved their lives. I don't say that lightly, he did. If they had not been able to see him quickly, I don't know what the outcome would have been."
- HR Director

"I woke up with kidney stones, got x-rays and an hour later the Doctor called with instructions. I paid \$5 for meds and passed the kidney stones!"
- Employee/Patient

Breaking barriers to care

This manufacturer understood that with the current healthcare environment, many employees avoid primary care due to common barriers such as: cost, insurance confusion, access and time. This results in untreated conditions and higher costs for both employees and the company. The **Direct Primary Care** clinic eliminated those barriers and provided employees with a company doctor that they could develop a trusting relationship with.

Employees that are on the company's health plan can voluntarily access the clinic with no out-of-pocket charges. Members receive one-on-one, personalized care at a convenient location when it's most suitable with their schedule.

Learn more:
www.healthgram.com/solutions/clinics

Contact us:
1.800.814.7334 | sales@healthgram.com

Proven Outcomes

During the first four years the Direct Primary Care clinic was accessible to employees, Healthgram helped the company achieve:

42.1% Avg. Reduction
in Primary Care Claims

30.2% Avg. Reduction
in Specialist Care Claims

50%+ Clinic Utilization
by Eligible Employees

**46% Lower
Healthcare Costs**
PEPY vs. the National Average

