

Well@Work Clinic Update

Presented by Terri Bopp, Benefits Manager

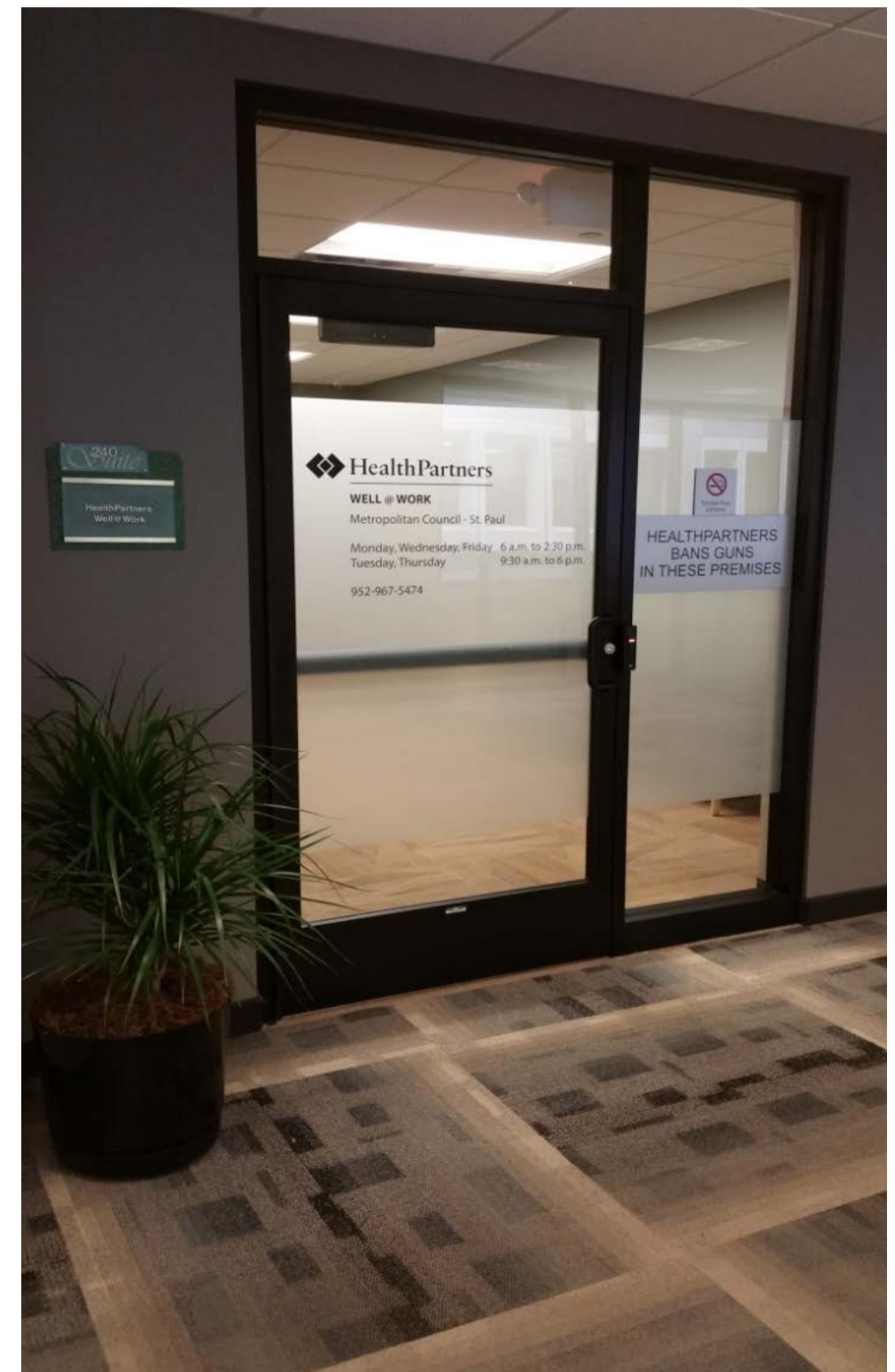
Management Committee 9-26-18



Clinic objectives

Clinic opened February 25, 2016

- Medical care at discounted rate
- Disease management
- Generic drugs at wholesale cost
- Productivity savings
- Convenient preventive care
- Employee recruitment and retention
- Support culture of wellness



Medical care at discounted rate

4,319

total visits

540

employees visited clinic

8.1

average visits per day
(8 to break even)

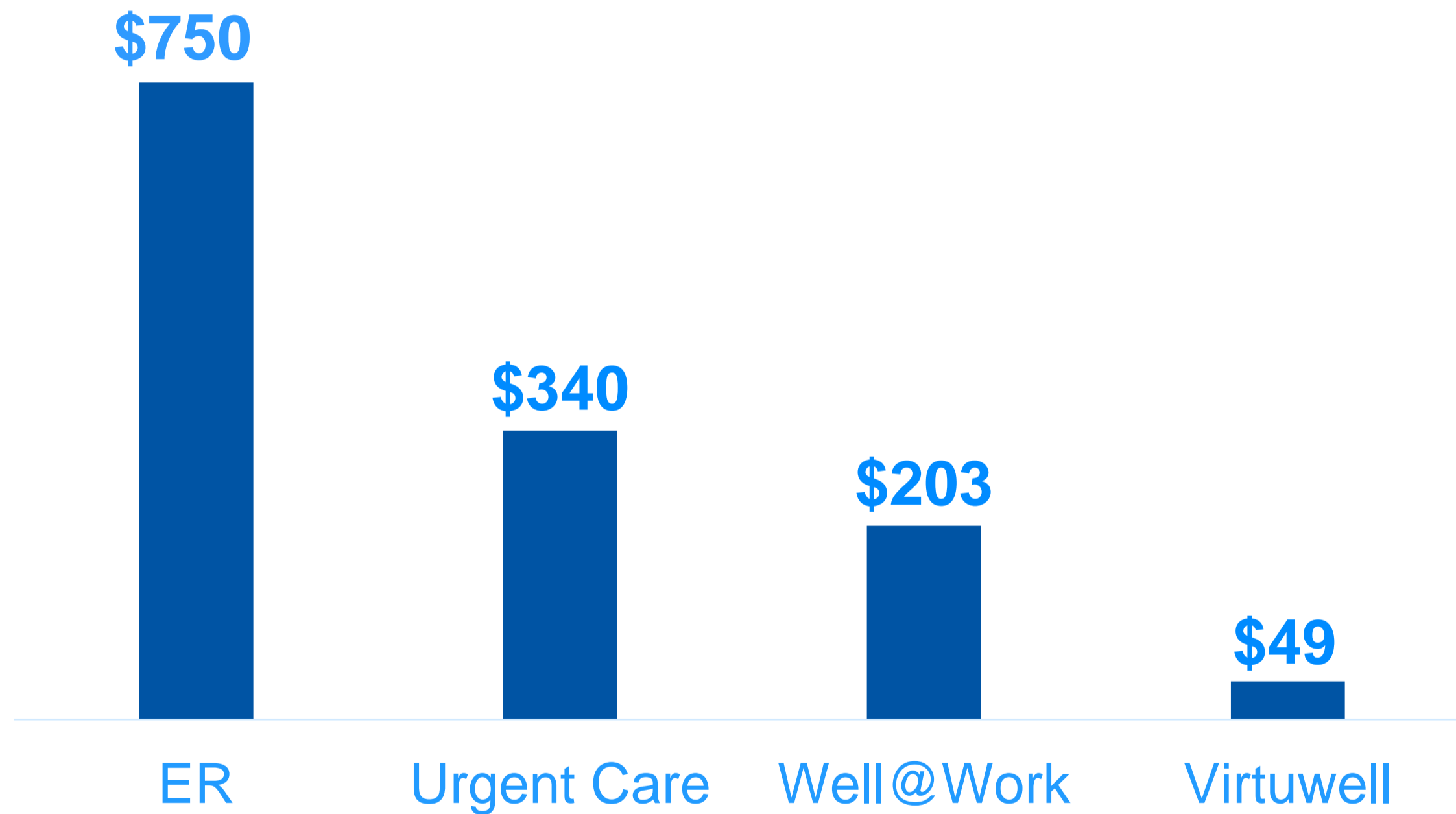
\$203

average cost per visit
(\$219 break even)

52%

of clinic capacity – more
visits will drive down
average cost

Better care choices decrease costs



Well@Work Opportunity

based on 2017 claims data

1,142

employee urgent care visits
eligible for Well@Work

564

employee ER visits eligible
for Well@Work

1,708

employee Well@Work visits

Generic drugs at wholesale cost

Clinic year to date

- Top drugs ordered:
 - Cardiovascular agents – high blood pressure
 - Respiratory agents – asthma inhaler
 - Anti-infective agents - antibiotics
 - Endocrine and metabolic drugs - diabetes
- 2,572 generic prescriptions dispensed

2017 claims data

- 89.4% filled generic
- Average cost:
 - Generic \$19.54
 - Brand \$385.43
 - Specialty \$5,050.99

Disease management – 16% of clinic visits

Related top visits to date

- Circulatory system, hypertension (214 visits)
- Endocrinology, diabetes (137 visits)
- Respiratory system, cough, asthma (124 visits)

Opportunity

- Proper management can significantly reduce members' cost of care
- Members who adhere to medications have 58% lower probability of hospitalization within next 16 months
- 3% of employees with diabetes had a Well@Work visit

Estimated productivity savings since opening

10,798 hours

2.5 hours saved per visit

\$343,052

Based on average employee hourly rate

Prevention & Engagement

- Convenient preventive care: 25% of visits
- Vaccines and Immunizations: 4% of visits
- Employee recruitment and retention
 - Employment brand message for recruitment
 - Visible organization support for culture of wellness
 - Employee access supports retention

Well@Work Initiatives

- Began offering shingles vaccine in 2018
- Offering quarterly lunch and learns presented by clinic provider
- Opening a clinic at Heywood Campus later in 2019
 - Build-out costs available through self-funded medical reserve
 - Clinic to be located in space currently occupied by Chambers
 - Build-out estimated to begin in May 2019
- Effective October 1, 2018 allow dependents covered under MetCouncil medical plan(s) to utilize clinic