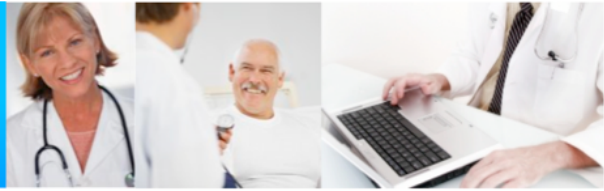


## WeCare TLC

Onsite Clinics  
For Better Care at Lower Cost.



### Why An Onsite Clinic? Why WeCare?

*WeCare's onsite clinics save significant dollars on employers' group health and occupational health programs, while providing better care for employees and their families. They allow employers to offer convenient, complete and modern primary care at a very modest cost, and they reduce unnecessary specialty and inpatient care costs as well. They work for collaboratives of small employers as well as for mid-sized and large employers.*

#### Why A Clinic?

A wealth of data now show that a comprehensive onsite clinic, bundled with a health plan, provides dramatically better care at lower costs, and are an extremely cost effective investment for any organization. Here are four reasons why.

1) **Convenience.** Employees can get care at work, reducing the lost work time required to seek care off-campus. Families can get convenient care as well through extended clinic hours.

2) **Trading Higher Health Plan Costs for Lower Costs Inside the Clinic.** Well-configured clinics save money by providing equal or better services at lower cost than you'd pay on the network. Three important examples are: primary care visits, drugs and laboratory tests.

3) **Using the Clinic's "Footprint" to Manage Downstream Costs.** Good clinics empower their primary care physicians (PCPs) to provide the care they were trained to give. Clinic-based PCPs have information technology tools that help identify at-

risk patients, as well as high-performing specialists and care settings. An activist clinic also advocates for the best, most cost-effective care for its patients.

4) **Comprehensive Clinics Provide Care for Standard Health and Occupational Health issues.** Clinics provide comprehensive primary acute, chronic and work-related care. So the benefits that accrue are spread over several areas: **group health, workers' compensation, occupational health** (like pre-employment physicals, drug screens, DOT exams), **retention and recruitment** (because an onsite clinic is seen as a HUGE benefit), and **productivity** (i.e., absenteeism and presenteeism).

Most clinic firms report strong savings – on the order of a 3:1 return on investment – in group health and even greater in occupational health. Prudent shoppers should ask vendors for past performance data and should check references. The key to your choice should be the strength of the medical management model, since that determines the quality of care delivered as well as potential savings.

#### Why WeCare Clinics?

WeCare operates modern, complete primary care onsite clinics that are, in truth, health management platforms. WeCare's clinics are sophisticated, delicately balanced structures that build success from **physician empowerment, physician and patient incentives, health management information technology tools, health management clinical programs, and savvy purchasing practices.**

The clinic's services are very broad – **primary care, urgent care and occupational health** – a complete

**medical home** for employees and their families. The clinical staff manages each patient's health risks and costs throughout the continuum of care.

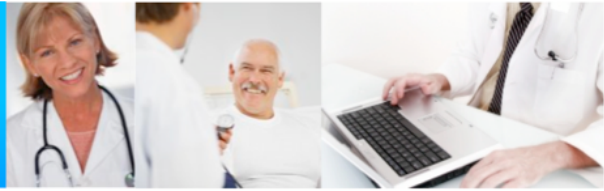
To our knowledge, WeCare's approach is the most evolved medical home/clinic model in the marketplace, bringing together the best health management tools and programs available. For example:

WeCare TLC • Lake Mary, FL

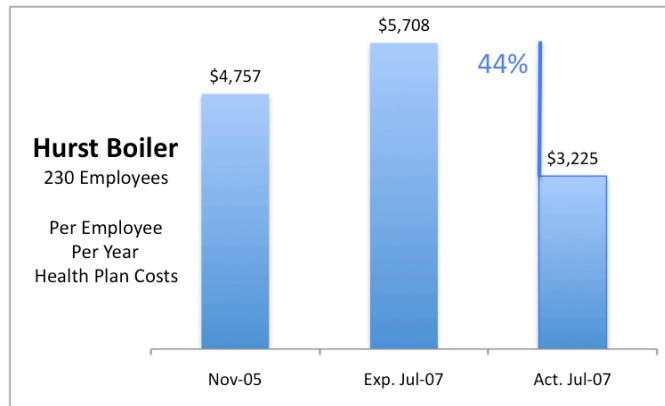
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- *Employers invest in the clinic to generate downstream savings in the health plan.* This is most straightforward for self-funded employers, who are paying their own claims. But clinic use can also be a long-term strategy for fully insured employers, whose premiums should drop to reflect an improved claims experience.
- *Clinicians use electronic medical records and follow best practice guidelines,* for better, more consistent care/outcomes.
- *Use of the clinic is voluntary, not mandatory.* Employees and their families still have full access to the company's health plan network.
- *WeCare analyzes claims data and encourages all members to participate in a Health Risk Assessment (HRA).* This helps us identify acute and chronic conditions that should be managed.
- *The clinic is separate from and in front of the health plan.* The health plan is accessed when patients are referred from the clinic (or choose to not use the clinic).
- *WeCare helps clients develop a refined high performance "downstream" network that is more efficient and further reduces costs.* Claims data also let us identify the specialists, outpatient and inpatient services that consistently get the best outcomes at the lowest costs.
- *Employees and family members pay nothing for clinic visits or for drugs prescribed through the clinic.* The clinic's convenience improves their willingness to get care early, preventing conditions (and costs) from becoming worse than they should be.
- *To adhere to HIPAA regulations and to ensure patient privacy, a firewall exists between the employer and the clinic's information about each patient.* WeCare considers this a critical element of our program that cannot be breached. At the same time, each employee/patient has access to their personal health records at any time through a secured web-based system.
- *Members make appointments through the Web-based scheduler, by calling or by walking in.*
- *WeCare's doctors and nurses work together to counsel and manage patients with chronic diseases and with complex acute conditions.* We favor routine, face-to-face counseling with a clinician that patients come to trust, because the evidence is clear that it provides the best hope for behavioral change that can impact lifestyle-related disease.
- *The clinic's doctor(s) may replace a primary care physician on the health plan's network,* where the care, referral patterns, and tools are often inconsistent and outdated. (Patients are free to continue seeing outside physicians, but must pay standard health plan fees.)
- *WeCare's doctors are salaried, and don't profit from care services.* They have no financial incentive to over- or under-utilize. They are rewarded, though, for achieving quality targets.



*WeCare offers a fresh and powerful new approach to managing health care and costs.  
Contact us today to talk about what we can do for your organization.*