



The Doc is In-House; Costs Are Out

Escalating healthcare costs are found everywhere you look. Predictably, corporations are seeing an urgent need to take more direct control of workforce healthcare management.

A solution to these swelling costs is on-site health clinics that augment and better utilize the healthcare system. But how cost-effective are they, and how exactly do they work? Surprisingly cost-effective, on-site clinics are becoming an increasingly essential answer to the daunting challenge of health care cost reduction for major corporations and government agencies.

Financial Services

Take the story of an international *Fortune* 200 financial services company that saved over \$1 million within six months of implementing an on-site health clinic program. With over \$50 billion in assets and offices throughout the United States and Europe, the company asked Comprehensive Health Services Inc. to manage its on-site health clinic program that incorporated the workforce health needs at various locations throughout the country.

CHS' tailored, proactive on-site employee health program included compliance and substance abuse testing, automated and integrated clinic visit information and 13 occupational health nurses in the various on-site clinics. Each clinic was also equipped with CHS' Health Unit Management System, which automates and integrates information for the clinic visit, medical data and billing for clinic services.

In one year, the employer-sponsored clinics had over 58,000 visits, and over 5,000 drug screening tests were performed at the on-site facilities. In doing this, CHS collaborated closely with the company's corporate medical director, safety director, human resources director and fitness coordinators to further determine its at-risk problems. CHS continues to show its strong quarterly return on investment, based on time saved by offering proactive and comprehensive employee health services on-site.

CHS, a company with 30-plus years of experience in outsourced workforce health solutions, delivers 20 percent to 30 percent cost savings over a client's operating budget or baseline costs, through improved productivity, reduced absenteeism and presenteeism, lower turnover and employee replacement costs, and lower healthcare and related insurance costs.

For more information, visit CHS at www.chsmedical.com, or contact Jim Mitchell, 800-638-8083.



Pharmaceuticals

Another CHS client, a major international pharmaceutical company, is an example of how on-site health clinics often dramatically help lower disability claims and costs. The client asked CHS to staff and manage an on-site health clinic capable of providing comprehensive occupational nursing and medical services.

CHS applied its decades of proven best practices to deliver medical care, exams programs and emergency medical response. CHS recruited and hired staff for the on-site clinic, including the required number of occupational health nurses and physicians to ensure that the client maintains a healthier, more stable and productive workforce.

In one year, CHS performed over 600 medical exams at the client's on-site health clinic. In addition to the medical care administered, the on-site medical staff also responds to all campus-wide medical emergencies, conducts executive exam programs, and designs and implements proactive wellness promotion and health screening programs.

CHS integrates on-site medical care with disability management for one unified, proactive approach to employee health to minimize costs and productivity

losses. Drawing on CHS' extensive disability capabilities and experience, the on-site health clinic serves as the hub for coordinating an aggressive disability case management program. It minimizes the costs and productivity losses associated with short-term disability and workers' compensation.

Racing and Cars

Yet another example is the New York Racing Association Inc., a group that knows the bottom-line benefits of an on-site health clinic strategy. Needing on-site clinics and emergency response for its three racetracks (Aqueduct, Belmont and Saratoga), CHS met NYRA's large-scale, specialized needs, such as crowds of over 120,000 and facilitation of health care for VIPs attending the Belmont Stakes. In addition, CHS EMTs were positioned trackside to provide immediate medical care in the event a jockey was unseated or injured.

CHS continues to help organizations realize the employee benefits and bottom-line results of on-site workforce health programs. The company was recently selected by a major automobile manufacturer to design, implement and manage on-site health clinics for 14,000 employees across four locations. CHS also provides operates and manages on-site health clinics at Kennedy Space Center/NASA, Unilever, Time Warner and other organizations nationwide.

HIGHLIGHTS

Organizations: An international *Fortune* 200 financial-services company, a large automobile manufacturer and a pharmaceutical company.

Number of Employees: Thousands of employees and multiple office locations across each organization.

HR Outsourcing Challenge: Each company had a common goal—to reduce escalating healthcare costs while ensuring a healthier, more stable and productive workforce. A new approach was needed in order to improve productivity, reduce absenteeism, lower turnover and employee replacement costs, and cut healthcare and related insurance expenses.