



A New Age of Employer-Sponsored Health Services: How Multi-Employer Health Centers & Technology are Changing the Game

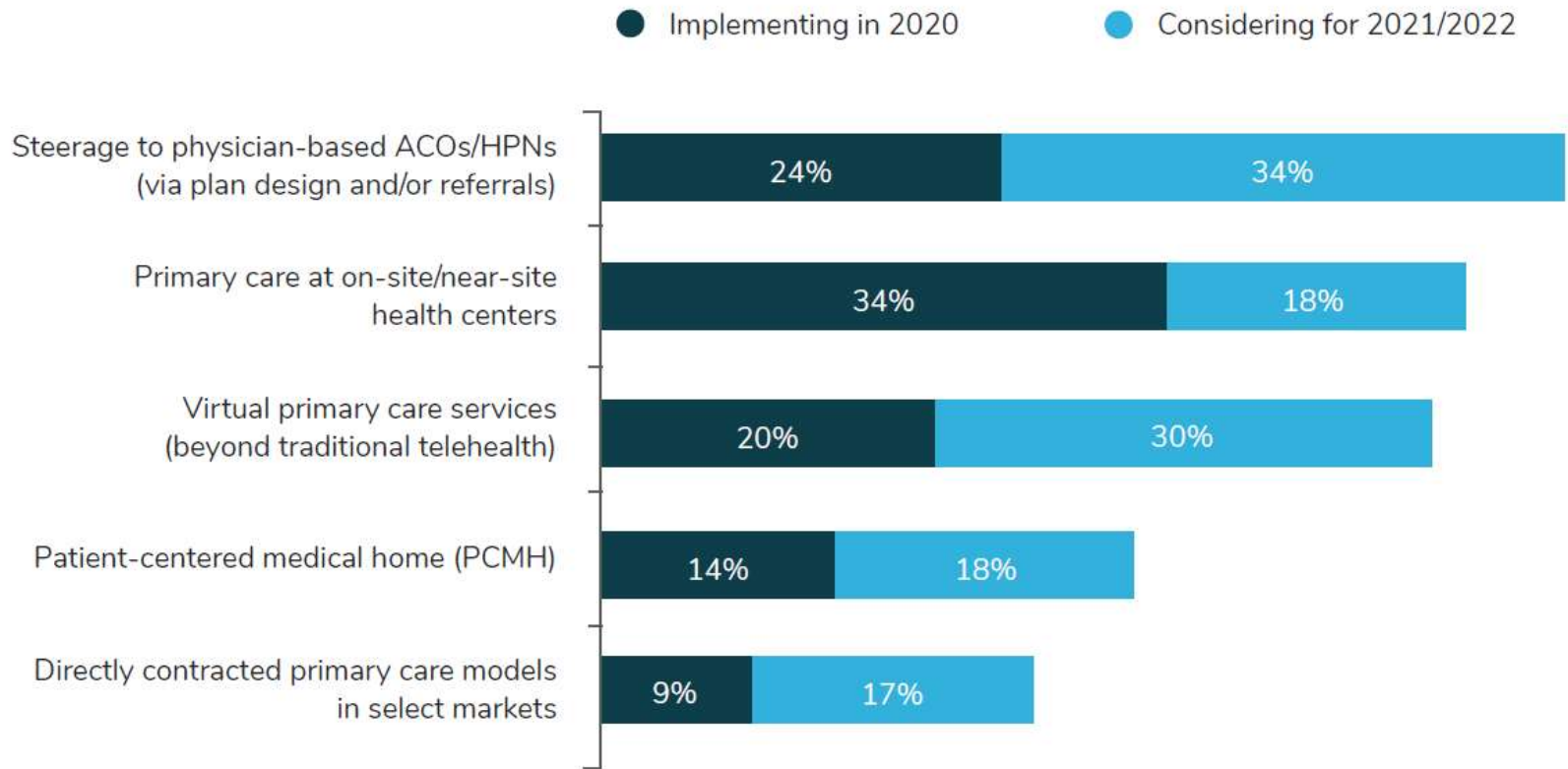
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Employer Trends

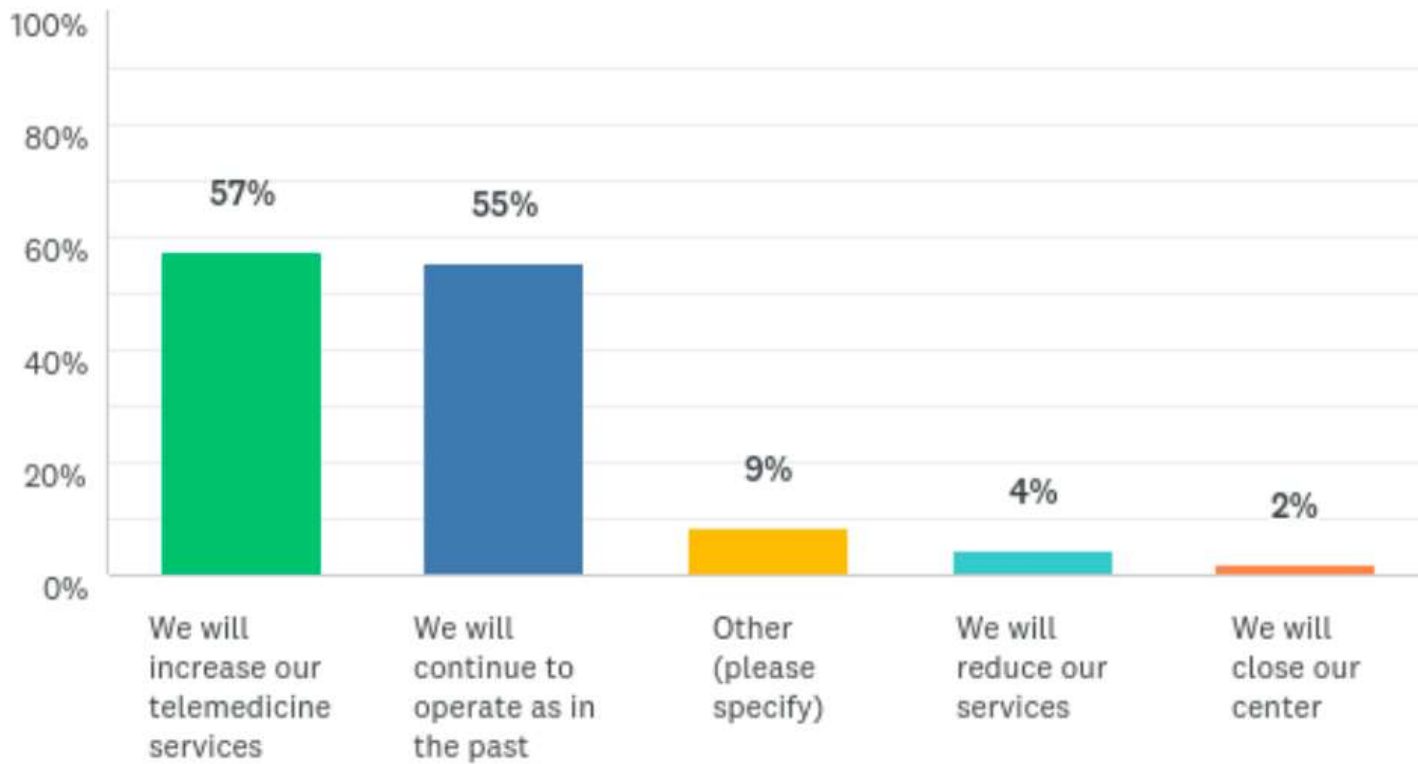
Large Employers' Implementation of Advanced Primary Care Strategies



Source: NBGH 2020 Large Employers' Health Care Strategy and Plan Design Survey

COVID-19: Impact on Employer Sponsored Health Centers

How will the COVID-19 crisis impact the future of your center?



Source: National Association of Worksite Health Centers, May 2020

Value to Employers



Quality of Care

- Care driven by evidence-based guidelines
- Earlier intervention and fewer complications
- Channeling to preferred providers
- Increased program engagement and participation
- Improved integration between vendor partners

Direct Savings

- Copayment recovery
- Lower cost lab
- Lower cost imaging
- Limit Specialty referrals
- Avoided ER and Urgent Care utilization

Indirect Saving

- Absenteeism and Presenteeism
- Productivity Increases
- Avoided hospital admissions
- Long-term cost avoidance from better chronic disease management
- Lower Work Comp claims
- Lower disability claims

Health Center Models

Clinic Model	On-site	Near-site	Shared
Type	<ul style="list-style-type: none"> On-site of employer campus/location 	<ul style="list-style-type: none"> Centralized location near employer campus 	<ul style="list-style-type: none"> Multiple employers sharing health center
Facility	<ul style="list-style-type: none"> Cost of the facility is carried by the employer May involve a new build or renovation May involve security and safety issues if spouses and dependents are eligible for the clinic and need access to the work location 	<ul style="list-style-type: none"> Facility location options are greater May offer more options for amenity services due to increased size Cost of the facility is paid for by the employer Access issues are minimal 	<ul style="list-style-type: none"> Geographically centralized for multiple employers Easiest model for exit strategy Little control over location, usually placed nearest largest population Little involvement needed from employer for buildout, vendor handles everything