

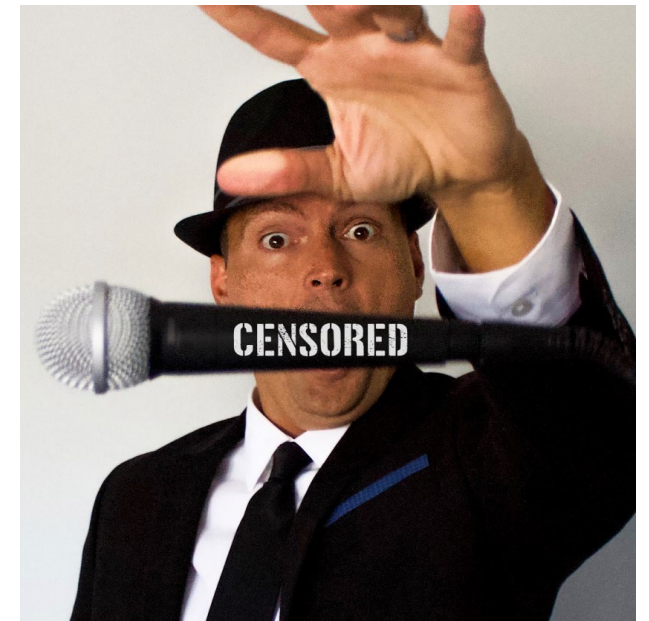
Direct / On Site Primary Care
*How can it impact
an employer health plan*

Presented by:

CHRIS YARN




Frank MicDroppa



aka.

- How do your employees feel about the primary care access YOU provide them through the benefits and insurance plans your company offers them?
- What do they want ?



A red speech bubble hangs from a black cord. The background is a light gray wall with several other colorful speech bubbles (blue, green, orange, purple, teal, red) hanging from black cords. The text is centered within the red bubble.

I can tell you what they want
but are you ready to hear it...

I DON'T CARE I WANT IT NOW!!!



**AND IF I DON'T GET THE
THINGS I AM AFTER
I'M GOING TO SCREAM!**

DIFFERENT WAYS PATIENTS HAVE ACCESS TO PRIMARY CARE

- Fee For Service
- Direct Primary Care
- Virtual Care
- Onsite Clinics
- Concierge Medicine
- Telemedicine
- Mobile Healthcare

Fee for service Primary Care Doctors

How long to get a primary care appointment

What are they billing – still better than urgent or Mini ER

How long does DOC spend with patient

Is there really a PPO discount or is Cash price better

What do the Employees enrolled on the plans you sell EXPECT from their primary care?



News

Physician Associates officially sold to Orlando Health



Dennis Buhring, CEO of Physician Associates in his office, on Friday, November 9, 2012. Physician Associates, Central Florida's largest physician group, has agreed to allow Orlando Health to purchase the practice for \$50 million. The deal is done but for the details, said Dennis Buhring, practice administrator of Physician Associates, adding that if all goes as planned, the sale will be final Dec. 31. (Ricardo Ramirez Buxeda, Orlando Sentinel)



4/10/18

Humana Acquires Family Physicians Group in Central Florida

LOUISVILLE, Ky.--(BUSINESS WIRE [↗](#))--Humana Inc. (NYSE: HUM) today announced the completion of the acquisition of Family Physicians Group (FPG). Headquartered in Orlando, Florida, FPG is one of the largest at-risk providers serving Medicare Advantage and Managed Medicaid HMO patients in Greater Orlando with a footprint that includes 22 clinics located in Lake, Orange, Osceola and Seminole counties.

“We are privileged to welcome the outstanding clinicians who make up Family Physicians Group to Humana,” said Renee Buckingham, Humana’s Segment President, Care Delivery. “Their commitment and expertise in caring for the people of Central Florida, especially seniors with chronic conditions, aligns perfectly with Humana’s own dedication to helping our Medicare, Medicaid, and commercial members achieve their best health.”

FPG currently provides care for over 22,000 Medicare Advantage patients, including nearly 4,000 Humana members. Additionally, FPG also serves over 21,000 patients in other lines of business including Medicaid, Medicare Fee-For-Service, and commercial. FPG is accredited by the National Committee for Quality Assurance as a Level III Patient-Centered Medical Home and has been recognized for its diabetes and heart/stroke clinical programs.

DPC Primary Care

How long to get an appointment ?

What are the hours of operation?

What is the cost? PEPM

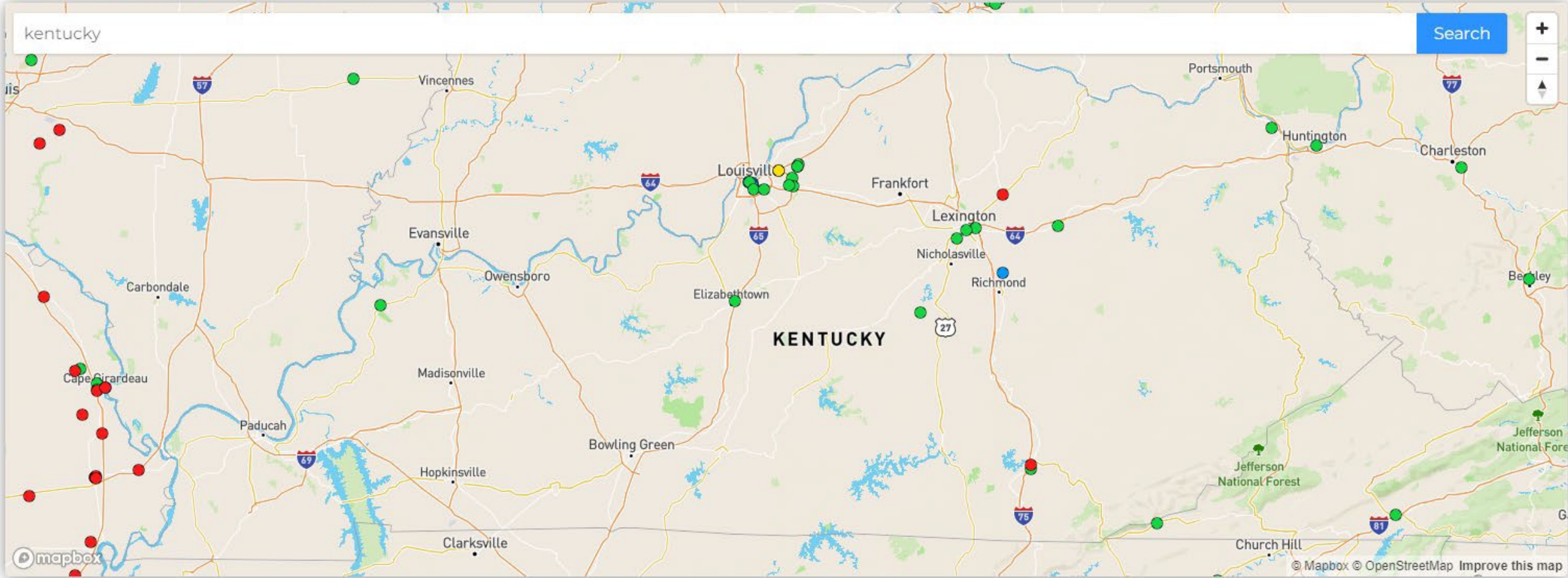
What are the limiting Geographic constraints?

How does this work with group insurance?

Let's talk data

- **The results of a 5-year observational study showed that, compared to a matched control group, direct primary care leads to**
 - 59% decrease in ER visits
 - 30% decrease in number of days admitted to the hospital
 - 62% decrease in specialty referrals
 - 65% decrease in radiology exams
 - 80% fewer surgeries
 - 115% increase in primary care visits
 - 80% reduction in rates of surgery
 - 62% reduction in the rates of hospitalization
- Discharged, patients are also 97% less likely to be readmitted for heart attacks
- 95% less likely to be readmitted for congestive heart failure
- Direct primary care also reduces emergency room visits by 59%.

● Pure DPC ● Hybrid ● Onsite ● Unknown/other



<https://mapper.dpcfrontier.com/>

Concierge Medicine

How is this different than DPC?

What are the hours of operation?

What is the cost?

What are the limiting Geographic constraints?

How does this work with group insurance?

UTILIZATION TELEMED

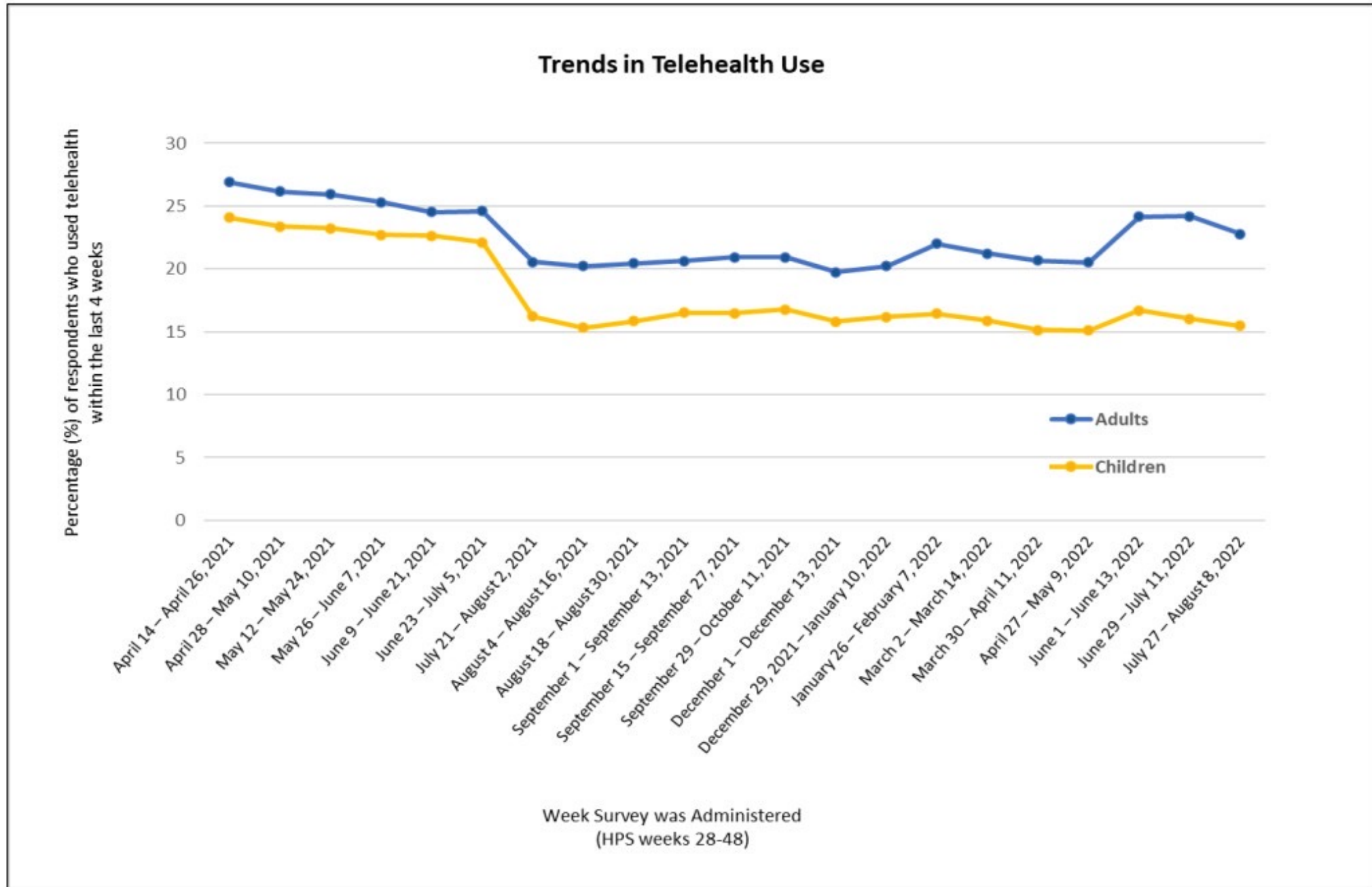
- As of 2021, 96% of employers offered telemedicine as a benefit, according to Kaiser Family Foundation's 2021 Employer Health Benefits Survey. Plus, as a result of the pandemic, virtual care visits have grown exponentially with 64% of US households having had a virtual care appointment in the past year. In 2018, Willis Towers Watson's Healthcare Changes Ahead survey revealed only 2% of Americans had a telemedicine visit. That's a 3,100% increase in virtual care visits over just 4 years.
- Even with growing usage, industry averages for utilization are typically only between 2-20%.

Telehealth Visit Volumes Drop 37% Since Peak Usage During Pandemic

New data shows that while telehealth visits have declined since the second quarter of 2020, behavioral health patients continue to flock to telehealth, making it a key area for provider investment.



Figure 1. Percentage of Adults and Children* Who Used Telehealth Services, April 14, 2021 – August 8, 2022



VIRTUAL CARE VS TELEMEDICINE

- Technology used to connect to random doctors or doctors we know
- Utilization who is actually using it
- What are the hours of operation how much access do you really have, how quickly can you be seen
- AMAZON CARE!!!



Onsite Clinics

Best convenience, employees like being on the clock to seek care imagine that.

What are the barriers?

How big does a company need to be is a huge barrier?

Does onsite or near site work for geographically spread locations?

What happened during Covid with ONSITE clinic models?

2022 Successes

Here are a list of notable accomplishments we saw this year!

2022 Major Accomplishments

Increased adult wellness utilization

Increased dependent clinic

Over 48% clinic utilization in year 1

100% patient satisfaction

Savings over \$266K in first year

Contributed over \$500 in incentives

Diagnosed & saved cancer patient

Diagnosed & treated diabetic employee

Helped host Wellness Fair

Launched patient satisfaction survey

Attended open enrollment meetings

Over 1,800 work hours saved



2023 Successes

Here are a list of notable accomplishments we saw this year!

2023 Major Accomplishments

71 patients have made us their PCP

220% Increased dependent utilization

43.5% clinic utilization this year

100% patient satisfaction

Launched Employee Referral Program

Contributed over \$500 in incentives

Treated & Assisted New Cancer Patient Assisted
With Smoking Cessation Program

Participated With Wellness Fair

Launching Meds Onsite Implemented

Guardant Increased Livongo Participation

Over 2,000 Work Hours Saved



2022 & 2023 Hard and Soft Dollar ROI

In 2023 onsite clinic generated \$112,835 in Hard dollar savings through 12.19.23.
In 2022 onsite clinic generated \$132,047 in Hard dollar savings through 12.27.22.

REDUCED EMPLOYEE ABSENTEEISM - In 2023 onsite clinic had 573 visits and saved 2,225 hours of employee absenteeism. On average employees are gone a half day or 4 hrs when seeking medical care. At \$30/hr the company saved an additional \$77,832 in Soft Dollars.

REDUCED EMPLOYEE ABSENTEEISM - In 2022 onsite clinic had 452 visits and saved over 1,800 hours of employee absenteeism. On average employees are gone a half day or 4 hrs when seeking medical care. At \$30/hr and a 30% margin the company saved an additional \$54,240 in soft dollars.

Estimated Audit Fees Saved on 1,025 \$0 claims = \$18,645 Annual Lab Allowance = \$15,000

Estimated Pharma Savings = \$12,000

Estimated Diabetes & Cancer Claim Savings - \$27,348



Based on two year estimated savings of \$449,947 company is showing a positive ROI of 130% !!!

What can YOU do to help fix THIS?

LARGEST GENERATION IN HISTORY (**MILLENNIALS**) OVER HALF OF LIFETIME EARNINGS SLATED FOR HC

MEDICARE TAXES & PREMIUMS
DEDUCTIBLES & OUT-OF-POCKET EXPENSES
INSURANCE PREMIUMS

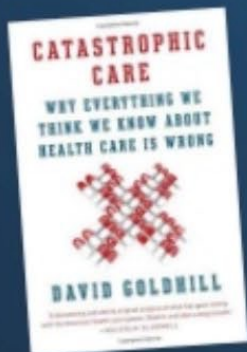
VISIBLE
PAYMENTS **\$.6M**

EMPLOYER PREMIUMS
EMPLOYER MEDICAID TAXES
FEDERAL & STATE TAXES

HIDDEN
PAYMENTS **+\$1.3M**

GRAND TOTAL **\$1.9M**

TOTAL LIFETIME EARNINGS **\$3.8M**



5 Books Worth Reading

NEVER PAY THE FIRST BIIL- MARSHAL ALLAN

THE PRICE WE PAY – MARTY MCCARY

A CEO's guide to restoring the American dream. How to deliver world class healthcare to your employees at a fraction of the cost – Dave Chase

Catastrophic Care. How American health care killed my father and how we can fix it –David Goldhill

MAGIC PIXIE DUST AND MIRACLES / A GUIDE TO DIRECT PRIMARY CARE AND EMPLOYERS- DR.SHANE PURCELL

OPEN Q&A

Thank You For Coming

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