

Case Study

Premier Medical Resources (PMR) provides onsite medical clinic for improved care and increased savings

At a glance ...



Client

The client is a small self-insured manufacturing company with 712 employees and 997 spouses and dependents.

Challenge

The client originally had an onsite registered nurse to handle first aid and was spending approximately \$6.3 million a year on health care ... a cost that was rising annually.

The client wanted to improve its health care services and reduce health care costs, so it upgraded to a small onsite clinic with an in-house nurse practitioner. However, neither the improvement in care, nor the reduction in cost was realized. The search for another health care solution began.

Solution

Premier Medical Resources (PMR) provided the right solution for the client in the form of a full-service, comprehensive, physician-level clinic.

Benefits

- Saved the client \$1.6+ million in the first year alone.
- Reduced cost per employee by 25%.
- Provided prescription drug savings of almost \$194,000.
- Expanded health services to provide primary and episodic care to both children and adults.
- Reduced loss of productivity due to employee illness.

A Problem with Care and Costs

The client was concerned about health care quality and costs. With only one onsite registered nurse, total employee medical needs were not being met, and health care costs were high. So the client upgraded to a nurse-practitioner clinic, but still did not realize any service improvements or cost reductions.

Looking at Options

The client decided to look at other options and contacted PMR. PMR performed a thorough analysis of employee demographics, claims history, and costs vs. savings for a variety of potential clinical solutions. After close consultation, the client retained PMR to implement a full-service, comprehensive, physician level clinic.

Full-Service Clinic

PMR worked closely with the client management team to set up, launch, and maintain the clinic and its programs. PMR provided a proprietary matrix of health care management capabilities that ensured a comprehensive, performance-based clinical environment.

An 1850 square foot PMR clinic was opened to employees and their families from 9 AM-6 PM, 5 days a week. It employed 1 physician, a nurse, and 2 medical office staff to treat adults and children for all primary and episodic needs.

PMR then helped the client educate its employees about the PMR clinic and its advantages to employees and families, such as convenience and excellent care. PMR also promoted wellness programs, which resulted in a high level of employee participation ... an integral part of overall cost effectiveness.

Benefits: Let's Look at the Numbers

As a self-employed company, the client realized significant benefits with the PMR clinic – primarily increased savings in total health care costs. These savings can be seen in the numbers below:

Before PMR

- Number of employees: 712
- Number of spouses and dependents: 992
- Cost per employee: \$8,855.00
- Annual cost: \$6,304,760.00

After PMR

- Number of employees: 713
- Number of spouses and dependents: 994
- Cost per employee: \$6,672.14
- Savings per employee: \$2,271.74 (25.4%)
- Annual cost: \$4,776,861
- **Net Annual Savings: \$1,600,136**



More Savings with Drug Program

The client recently integrated an RX prescription program through PMR that is estimated to save another \$194,000.00! This level of savings is by a number of factors:

- Reduced use of outside pharmacies
- Increased use of mail order programs
- Onsite dispensation of initial dosing
- Increased use of equivalent generic drugs

Partnership with PMR

Once the PMR clinic was up and running, PMR did not disappear from the scene. Today it continues to collect and analyze clinic data, perform cost comparisons, and evaluate quality and ROI. Through a dedicated partnership with PMR, the client has routinely seen cost savings and positive patient outcomes, and use of the onsite PMR medical facility continues to rise steadily. The partnership is integral to the clinics ongoing success – with PMR, the client has a real partner in health care!

The results experienced by our clients consistently demonstrate that when you retain PMR as your partner, you receive cost-effective solutions for all your primary and occupational healthcare, wellness, and drug/alcohol screening needs.

Our staff of highly qualified professionals has the experience and knowledge to help you identify the solutions that **will** reduce your healthcare costs and increase the quality of care for all your employees and their families.

We view our clients as strategic partners, working together toward mutual objectives. Visit our Website or call us today so we can help you realize your employee healthcare program objectives!

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