

Real Clients, Real Results (September 2008)

The City of Lakeland, FL is a large municipality who purchased the Healthstat On-Site Clinic Program to reduce the amount of increases they were experiencing in their health plans. They also wanted to find a more affordable way to handle certain Occupational Health Services. The City of Lakeland Clinic opened in August 2007. After a full year of operation, the following results have been reported to the City:

- **Without using any incentives, the City of Lakeland had 67% participation in the Health Risk Assessment (HRA) Process, including biometric screening and a questionnaire.**
- **55% of the HRA participants had 2 or More High Risk Factors identified through the HRA (many had results so high they were in the panic range).**
- **67% of these participants have followed the Healthstat participation frequency protocols.**

The financial outcome is that health care costs for HRA participants **REDUCED 1.41%** while the costs for employees who did not participate in the HRA **INCREASED 26.37%**.

While the majority of the Healthstat clinic visits were for High Risk and Chronic Disease Management, 41% were for day-in and day-out health care services. The Healthstat clinic provider addresses both areas of need for the patient – chronic condition management needed for long-term health improvement, as well as immediate, episodic, acute medical care. This is a “win-win” situation!

After reviewing this information, the City of Lakeland is now considering the addition of financial incentives to encourage all of their eligible participants to take the Health Risk Assessment and begin being treated in the On-Site Clinic.

Happy Holidays from Healthstat

Best wishes for happy holidays and a prosperous and healthy New Year. This year, in lieu of distributing holiday gifts, Healthstat will make a corporate donation to Joni & Friends, a non-profit organization which provides services to disabled individuals, emphasizing Christian principles.

Clinic Provider Testimonials

Healthstat is preparing to launch a new website and, in this process, some of our clinic providers were asked to share stories and outcomes they have experienced as a result of practicing in the on-site clinics. Many anecdotal stories, clinical successes, and personal comments were received from our clinic providers. Some of these are provided below.

One patient has been able to completely eliminate blood pressure medication at one of my plants, and the blood pressure has remained normal. Another patient has been able to lose 35 pounds. I have placed about 8 people on lipid medications, and now their lipid profiles are completely normal. Several others have lowered their lipids by watching their fat intake and exercising. With NextGen, I now have information on low fat diets in Spanish as well as English, and this will be a great help. Another patient who was “borderline” on his blood pressure and lipids has changed his diet to include more fruits and vegetables and has lost weight through exercise.

Diane- South Carolina Nurse Practitioner

Today I did a brief review of 9 clinic visits done for follow up. Of the nine I reviewed, 7 had reductions in blood pressure and 5 had lost weight. One patient even told me that his vision was no longer blurred. He had experienced a significant decrease in blood pressure, loss of weight and verbalized healthy changes in food selection. I was so thrilled. The improvement in blood pressure had to have been a reduction in edema of the sclera which could have resulted in a detached retina. He made my day. I had one fellow who had lost 7 pounds since July. His face just glowed. Several of the employees told me that he had gone around informing them of his weight loss. Hope you have had a good week and I look forward to giving you more good news in the future.

Sarah- Nurse Practitioner

One encounter, one significant reduction in risk, two encounters, a relationship that will potentially affect long-term quality of life in many areas. If I needed any confirmation that my role can have an impact on the quality of life in the on-site clinic setting, I have it!!

Barbara- Illinois Nurse Practitioner

I have 3 patients who had significant Hypertension and are now well controlled with medications, weight loss and regular exercise. I also have several patients with hyperlipidemia with improved values, mostly with diet changes and Omega -3 Fish Oil. I administered 95 Flu vaccines which is approx. 50% of employees.

Barbara- California Nurse Practitioner

Pre-Packaged Medication Dispensing Program

Beginning in 1st Quarter 2009, Healthstat will offer an optional pre-packaged medication dispensing program. Healthstat selected AllScripts as the pharmacy vendor-partner. This program is set up to provide about forty (40) of the most common generic prescription medications, used to treat chronic disease states as well as very common acute conditions, in pre-packaged quantities. All prescriptions dispensed are documented in accordance with all state/federal law. This optional program is designed to save substantial dollars on prescription medications, as well as improve compliance in taking medications properly. This leads to better controlled health conditions and improved health status. If interested in this program, a prospective Client may submit pharmacy cost data for analysis and side-by-side cost comparison.

Healthstat will work with Clients to review the existing formulary, make suggestions about appropriate generic substitutions, analyze utilization, and make recommendations for replacements, additions, and changes to the formulary. Healthstat encourages Clients to dispense drugs through the clinics at no charge to patients, however, this is a decision each Client makes based on the specifics of their workforce and expense goals. Most drugs can be stocked (except narcotics), to meet specific needs of individual Clients. Typically the cost savings is in the 40-60% range in comparison to the PBM. The pre-packaged medication dispensing program is another means to help drive down health care costs. In addition to providing drugs at a drastic savings, pre-packaged medication dispensing also promotes generic utilization and enhances patient compliance with prescribed medication regimens.

Please Note: Medication Dispensing is not permitted in all states.

STATS on Healthstat- December 2008

Total Number of Clients	92
Number of States with Open Clinics	23
Total Number of Clinics Open	294
Total Number of NPs & PAs Contracted/ Employed	141 Contracted / 35 Employed

Healthstat Mission: to measurably improve employee health and reduce employer healthcare costs by providing personalized, quality medical care through convenient, accessible and affordable onsite clinics.

Clients: Keep Your Healthstat Clinic Provider Up-to-Date

To maximize the value of your clinic program, be sure that your clinic provider has the most up to date information regarding your employee health benefits plan. This includes provider network information, listings, and web links; prescription drug formulary, prescription co-pays and mail order prescription options; and other benefits information such as the availability of an Employee Assistance Program. Your clinic provider will work with your program of benefits to assist your employees in using the available coverages correctly and in the most economical way for both your company and for the individual.

This newsletter is a monthly publication of Healthstat for its clients, prospective clients and employee benefits professionals. It is for informational purposes only, and is not intended to replace medical advice.

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