

# Shared-Site Clinics by The Alliance

## Primary Care Focused on the Needs of Your Workforce



Provide high-value, comprehensive health care directly to your workforce and save money. Join a shared-site clinic offered by The Alliance. It's a different approach to primary care.

## Total Health Care Spend Goes Down



Comprehensive health care focuses on the total health and well-being of your employees and their families. Patients with chronic health care concerns need more care. Therefore, longer appointment times are standard at your shared-site clinic. In the long run, the total cost of care can shrink as fewer specialist appointments are necessary. Cost savings typically begin in 12 in 18 months.\*

## Pay for More Health, Not More Services



You pay a monthly per-employee fee, instead of the traditional fee-for-service model. Encouraged use of your shared-site clinic can eliminate co-pays or out-of-pocket costs. This enhanced benefit can increase employee satisfaction while also reducing your total health care spend.



High-Value Primary Care  
Changes Health Care Where It Starts



# Shared-Site Clinics by The Alliance. How It Works . . .

## Your Shared-Site Clinic Will Offer:

- ▶ **Longer appointment times** to give patients the time they need to discuss health issues and create a better treatment plan.
- ▶ **Multiple options for access** to medical providers, including same day / next day appointments, telemedicine or other options are available. This reduces urgent care and emergency room use.
- ▶ **Referrals to lower-cost or high-value specialists and procedures.** Clinic staff will have access to the employer's benefit plan design and any additional steerage programs.
- ▶ **Analytics to assist medical providers** in identifying and engaging patients who need more care. This leads to better health outcomes.
- ▶ **Analytics to show the employer and broker** how the clinic is impacting health outcomes of employees and their families.

## The Employer:

- ▶ Sponsors the clinic.
- ▶ Promotes and incents clinic usage to employees.
- ▶ Pays a per employee per month fee instead of a bill for each service.

## The Employee:

- ▶ Uses clinic for primary health care needs.
- ▶ Gains more convenient and comprehensive health care with less out-of-pocket costs.

## The Alliance:

- ▶ Manages oversight of the medical clinic vendor.
- ▶ Provides clinic usage reporting to the employer and their broker.
- ▶ Identifies lower-cost / high-value providers when referrals are needed.
- ▶ Supports employee education to create better health care consumers.
- ▶ Recruits additional employers to share the clinic with their employees.

## The Third-Party Administrator (TPA) and Stop-Loss Vendor:

- ▶ TPA establishes an eligibility and claims data feed with the clinic.
- ▶ Stop-Loss Vendor may consider clinic usage when pricing coverage.

## The Broker:

- ▶ Reviews claims projections report with the employer to understand potential clinic impact.
- ▶ Advises on how best to incorporate clinic into overall benefit strategy.

Learn how a shared-site clinic by The Alliance could impact your total health care spend.  
Contact Member Services at **800.223.4139 x6653**.