

EMPLOYER CLINIC REPORT

July, 2021



A NOTE TO OUR EMPLOYER CLIENT

Dear employer.

Thank you for allowing Direct Med Clinic the opportunity to show the value of direct contracting with an employer. As you review this report, please keep in mind that even though there is much savings for the company demonstrated here, the greatest value is the avoided downstream cost that is difficult to quantify.

In the following Clinic Report, we provide an overview of utilization as well as a breakdown of care and savings under the Direct Contracted Rate for employers.

Over the last 3 years, we have mutually been trying to increase utilization of the clinic and we are happy that it is increasing. We are happy that customer satisfaction is so favorable. We look forward to continuing to serve the employees of this company.

Roger Moczygemba, MD, MHA

SUMMARY OF OUR **DATA** DRIVEN APPROACH

Direct contact with clinic =

\$\$ Relationship

Affordable care: =

\$\$ Savings

Transparent pricing: =

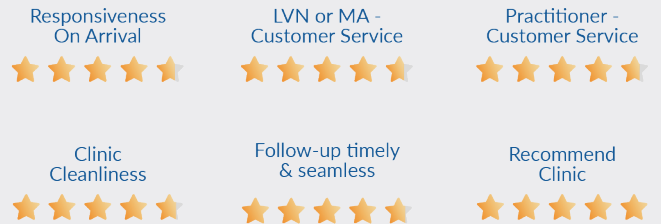
\$\$ No Surprises

Access to a provider particularly during a pandemic=

\$\$ Priceless

PATIENT SURVEY

Mid March - Mid April, 2021

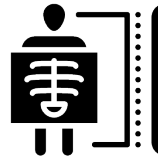


June 1, 2020 - May 31, 2021



LABS

SAVINGS
\$102,276



IMAGING

SAVINGS
\$1,127



OFFICE VISITS

SAVINGS
\$98,475



AVOIDED HIGHER LEVEL CARE

SAVINGS
\$533,004



**\$174,450
SPENT**

**on Direct Contracting
to achieve**



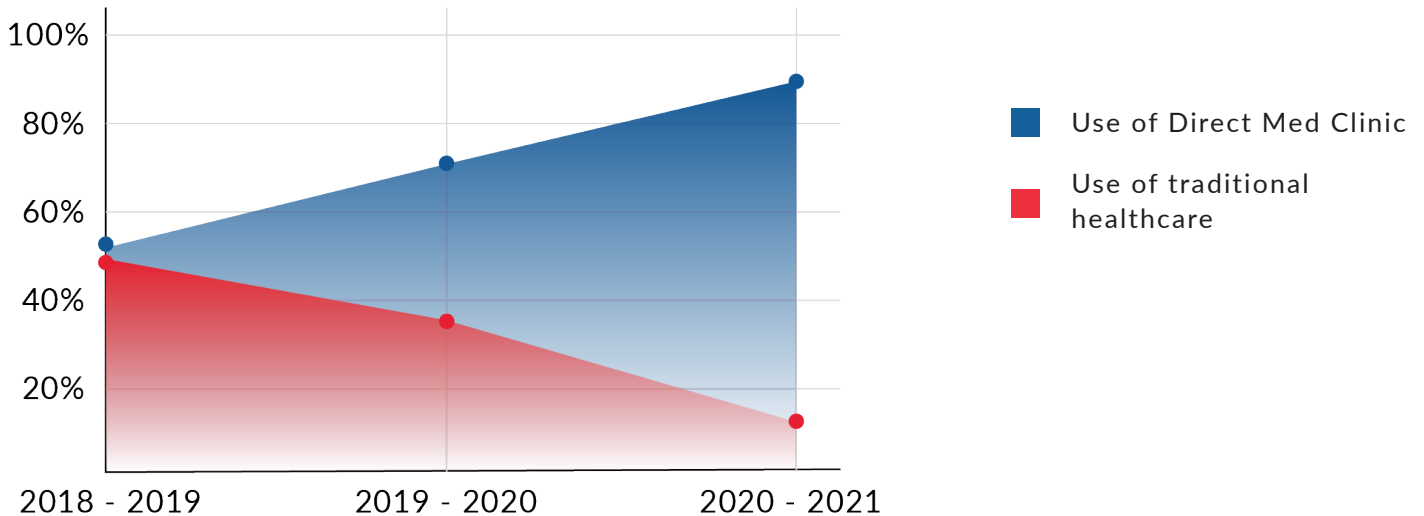
**\$734,882
SAVINGS**

**on avoided
insurance claims**

EMPLOYEE CENSUS (ENROLLMENT OVERVIEW)

	EMPLOYEES	DEPENDENTS	ADDED	REMOVED	TOTAL
2020					
June	332	330	29	14	662
July	331	339	11	3	670
August	327	341	12	14	668
September	274	293	11	112	567
October	275	296	19	15	571
November	274	300	7	4	574
December	272	300	0	2	572
2021					
January	271	300	28	29	571
February	273	370	131	59	643
March	276	369	14	12	645
April	270	368	5	12	638
May	269	364	9	14	633
Average Enrollment	287	331	23	24	
Patient Visits	249	48			

UTILIZATION TOTAL BY YEAR

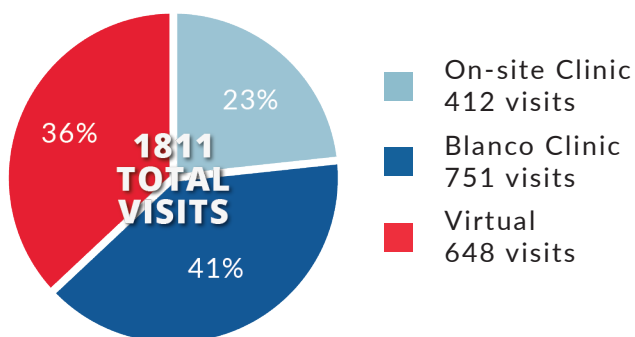


UTILIZATION EMPLOYEE / DEPENDENTS

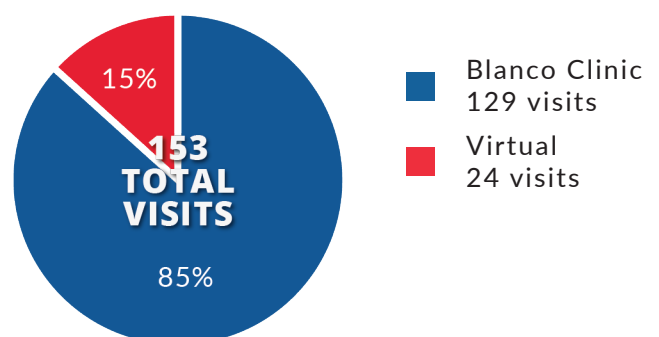
Increased patient-centered care, and having access to a consistent source of care in a timely manner, are shown to improve health outcomes and reduce utilization, specialist visits, tests, hospitalization emergency department use, and overall costs (Bertakis & Azari, 2011; Klemes et al., 2012; Petterson et al., 2009; Uscher-Pines et al., 2013).

June 1, 2020 - May 31, 2021

EMPLOYEES ENCOUNTERS



DEPENDENT ENCOUNTERS



TYPE	ON-SITE CLINIC	BLANCO CLINIC	VIRTUAL	TOTAL VISITS
Nursing	227	414	0	641
Office Visits	182	300	648	1130
Walk-in	0	17	0	17
Worker's Comp	3	20	0	23
TOTAL	412	751	648	1811
	16%	29%	55%	
Provider Encounters	185	337	648	1170
Direct Provider Encounters				(65%)

UTILIZATION EMPLOYEE / DEPENDENTS, CONT'D.

AVERAGE NUMBERS OF VISITS PER YEAR



1.6

National Average



3.5

Dependent

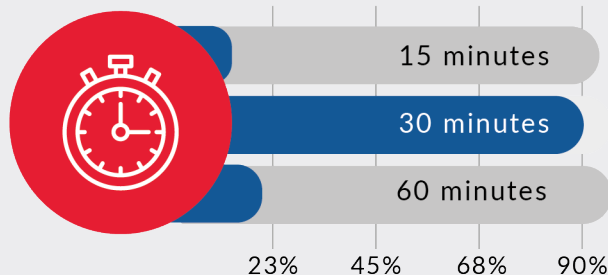


6.5

Employee

*National average number of visits in traditional model = 1.6

LENGTH OF VISITS



PROVIDER RATES: MOST COMMON OFFICE VISIT RATES

Does not include and lab draws, medication, Pap smears, or any treatment delivered at time of visit.*
Insurance allowable from actual claims data*

# OF ENCOUNTERS	CPT CODE	BCBS CPT CODE EQUIVALENT COST	EMPLOYER CONTRACTED RATE	VALUE OF CARE PROVIDED	TYPE OF VISIT	FREQUENTLY USED CPT CODES
9	99245	\$224.18	\$0.00	\$2,017.62	Virtual	RubiconMD complaint or avoided in person cx with specialist
648	99444	\$105.42	\$0.00	\$68,312.16	Virtual	Virtual visit
0	99202	\$43.96	\$0.00	\$0.00	Office Visit	New patient level 2, straightforward
3	99204	\$122.07	\$0.00	\$366.21	Office Visit	New patient, moderate complexity
3	99205	\$159.63	\$0.00	\$463.89	Office Visit	New patient, high complexity
0	99212	\$17.54	\$0.00	\$0.00	Office Visit	Established patient, straightforward
315	99213	\$40.18	\$0.00	\$12,656.70	Office Visit	Established patient, low complexity
195	99214	\$71.35	\$0.00	\$13,913.25	Office Visit	Established patient, moderate complexity
6	99214	\$124.14	\$0.00	\$744.84	Office Visit	Established patient, High Complexity



TOTAL
\$98,474.67

QUANTIFYING THE VALUE OF AVOIDING INSURANCE CLAIMS BY THE DIRECT CONTRACTING MODEL OF DELIVERING CARE

National Safety Council (NRC) *Cost per medically consulted injury in 2019 was \$42,000 - ER Level III Average pay
<https://injuryfacts.nsc.org/work/costs/work-injury-costs/>

TOTAL ENCOUNTERS	CPT CODE	AVERAGE INSURANCE ALLOWABLE	SELF-PAY RATE - TOTAL	EMPLOYER AVOIDED EXPENSES	TYPE OF CARE	CODES USED TO QUANTIFY AVOIDABLE COST
10	000116	\$42,000.00	\$420,000.00	\$420,000.00	Work	Number of work comp cases
348	000910	\$134.14	\$46,680.72	\$46,680.72	Avoided	Urgent care visit
16	000911	\$1,281.21	\$20,499.36	\$20,499.36	Avoided	Emergency Room Visit - Level III
358	000912	\$128.00	\$45,824.00	\$45,824.00	Avoided	Workday absence (Hourly rate of \$16 X 8 hours)



TOTAL
\$533,004.08

ANCILLARY LABORATORY

TOP 18 LABS

**COST TO
EMPLOYER
THROUGH
3RD PARTY
(INSURANCE)**

**COST TO
EMPLOYER
THROUGH
DIRECT
CONTRACTING
WITH DIRECT
MED CLINIC**

LAB ORDERS	DESCRIPTION	TEST CODE	EACH	TOTAL	EACH	TOTAL
197	Lipid Panel	303756	\$98.00	\$19,306.00	\$2.50	\$492.50
177	Hemoglobin A1c	001453	\$66.00	\$11,682.00	\$2.25	\$398.25
166	Vitamin D, 25-Hydroxy	081950	\$232.00	\$38,512.00	\$11.00	\$1,826.00
149	TSH	004259	\$94.00	\$14,006.00	\$2.50	\$372.50
146	Comp. Metabolic Panel (14)	322000	\$46.00	\$6,716.00	\$2.80	\$408.80
139	CBC With Differential/ Platelet	005009	\$31.00	\$4,309.00	\$2.00	\$278.00
62	Glucose	001032	\$37.00	\$2,294.00	\$1.50	\$93.00
15	Prostate-Specific Ag, Serum	010322	\$107.00	\$1,605.00	\$3.50	\$52.50
10	Urine Culture, Routine	008847	\$72.00	\$720.00	\$6.00	\$60.00
9	Albumin/Creatinine Ratio, Urine	140285	\$129.00	\$1,161.00	\$6.00	\$54.00
9	Thyroxine (T4) Free, Direct, S	001974	\$101.00	\$909.00	\$2.75	\$24.75
8	CMP14	317637	\$177.00	\$1,416.00	\$7.30	\$58.40
8	UA,	003038	\$31.00	\$248.00	\$1.40	\$11.20
8	Urinalysis, Routine	003772	\$36.00	\$288.00	\$1.40	\$11.20
8	Vitamin B12 and Folate	000810	\$227.00	\$1,816.00	\$8.00	\$64.00
7	Urine Culture, Comprehen- sive	008086	\$99.00	\$693.00	\$6.00	\$42.00
6	T3 Uptake	001156	\$48.00	\$288.00	\$1.60	\$9.60

**TOTAL NUMBER OF
LAB TEST PERFORMED**

1,130

TRADITIONAL TOTAL

\$106,533.00

DIRECT MED CLINIC TOTAL

\$4,256.70



IMAGING

IMAGING ORDERS	DESCRIPTION	CPT CODE	CARRIER AVG PAID*	DMC CHARGES TO EMPLOYER CLIENTS	EMPLOYER SAVINGS
1	Echo Exam (Head and Neck)	76536	\$331.00	\$164.45	\$166.55
1	Extremity Study Unilateral or Limited	93971	\$442.00	\$173.32	\$268.68
1	Digital Mammography Diagnostic Bilateral	77066	\$323.00	\$229.55	\$93.45
1	X-ray Exam Chest - 2 Views	71046	\$179.00	\$47.15	\$131.85
1	X-ray Exam Lumbosacral Spine 2 or 3 views	72100	\$252.00	\$55.19	\$196.81
1	X-ray Knee - 3 views	73562	\$202.00	\$56.65	\$145.35
1	X-ray of Toes	73660	\$165.00	\$40.70	\$124.30

TOTAL IMAGING ORDERS

7

AVERAGE TOTAL

\$1,894.00

DIRECT MED CLINIC TOTAL

\$767.01



SAVINGS
\$1,126.99

*Obtained from imaging facility

CHRONIC DISEASE MANAGEMENT

336

Chronic Diseases Diagnosed

51%

Employees with at least one chronic disease diagnosed

49%

Employees with more than one chronic disease

**ALL MANAGED BY
DIRECT MED CLINIC**

PRESCRIPTIONS

TOTAL # OF MEDICATIONS ORDERED: 303 (182 REFLECTED BELOW)
TOTAL RX: NEW AND/OR REFILLS: 1,753 (1428 REFLECTED BELOW)

RX BY HIGHEST "TOTAL COST"

**Direct Med Clinic Prescribing Pattern*

#	INDICATIONS	#RX	MEDICATION	*DISCOUNT	TOTAL COST
1	IBS	6	Trulance 3 mg Tab Count	\$480.59	\$2,883.54
2	COVID	49	Ivermectin 3 mg Tab Count	\$54.70	\$2,006.55
3	Smoking Cessation	3	Chantix Starting Month Pak 0.5 mg X 11 & 0.5 mg X 42 Tab Count	\$465.00	\$1,395.00
4	Diabetes	3	Jardiance 25 mg Tab Count	\$365.49	\$1,096.47
5	Asthma	13	ProAir HFA 108 (90 Base) MCG/ACT Aerosol Solution Inhalation Count	\$77.80	\$1,011.40
6	Diabetes	1	Canagliflozin 300 MG Count	\$553.11	\$553.11
7	Diabetes	1	Invokana 100 mg Tab Count	\$553.00	\$553.00
8	Low Vit D	61	Vitamin D3 1.25 mg (50000 UT) Cap Count	\$8.99	\$548.39
9	Smoking Cessation	1	Chantix 0.5 mg Tab Count	\$497.00	\$497.00
10		39	Montelukast Sodium 10 mg Tab Count	\$11.20	\$436.80
11	Infections	34	Doxycycline Hyclate 100 mg Tab Count	\$12.14	\$412.76
12	Allergy	34	Flonase Allergy Relief 50 MCG/ACT Suspension Nasal Count	\$11.69	\$397.46
13	HTN	46	Atorvastatin Calcium 10 mg Tab Count	\$8.00	\$368.00
14	Cough	31	Benzonatate 200 mg Cap Count	\$10.40	\$322.40
15		25	Venlafaxine 50 mg Tab Count	\$12.85	\$321.25
16	Asthma	16	Albuterol Sulfate HFA 108 (90 Base) MCG/ACT Aerosol Solution Inhalation Count	\$18.97	\$303.52
17	HTN	34	Atorvastatin Calcium 20 mg Tab Count	\$8.30	\$282.20

#	INDICATIONS	#RX	MEDICATION	*DISCOUNT	TOTAL COST
18	Antibiotic	22	Amoxicillin-Pot Clavulanate 875/125 mg Tab Count	\$12.30	\$270.60
19		19	Ondansetron 4 mg Tab Disintegrating Count	\$14.05	\$266.95
20	Cholesterol	17	Fenofibrate 145 mg Tab Count	\$14.67	\$249.39
21		24	Vitamin D2 50,000 units Count	\$10.03	\$240.72
22	Inflammation	24	Medrol 4 mg Tab Therapy Pack Count	\$9.89	\$237.36
23		24	methyLPREDNISolone 4 mg Tab Therapy Pack Count	\$9.89	\$237.36
24	Blood sugar check	2	Contour Next Test Strip Count	\$118.00	\$236.00
25		20	Singulair 10 mg Tab Count	\$11.20	\$224.00
26	HTN	38	Lisinopril 10 mg Tab Count	\$5.30	\$201.40
27	Diabetes	10	glyBURIDE 2.5 mg Tab Count	\$19.75	\$197.50
28	Diabetes	3	Lantus SoloStar 100 UNIT/ML Solution Pen-injector Subcutaneous Count	\$65.09	\$195.27
29	Diabetes	3	Levemir FlexTouch 100 UNIT/ML Solution Pen-injector Subcutaneous Count	\$63.70	\$191.10
30	Cholesterol	9	Fenofibrate 200 mg Cap Count	\$21.00	\$189.00
31		16	SUMATriptan Succinate 25 mg Tab Count	\$11.54	\$184.64
32	HTN	35	Lisinopril 20 mg Tab Count	\$5.24	\$183.40
33	HTN	23	Atorvastatin Calcium 40 mg Tab Count	\$7.70	\$177.10
34	Diabetes	2	metFORMIN ER (OSM) 1000 mg Tab ER 24hr Count	\$87.67	\$175.34



DISCOUNT
\$5,198.19



TOTAL COST
\$23,724.56

[See all prescriptions here.](#)

Discount Pricing Using Direct Med Clinic Prescribing Pattern

Total cost is an estimate of pharmacy spending through the direct care model





Direct Med Clinic

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