



## “Convenient Care on the Corporate Campus: What Works”

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# Table of Contents

- RediClinic Corporate Overview
- “Why Should Employers Direct Contract with RediClinic?”
- RediClinic – Employer Partnerships
- Four Key Value Propositions for Employers
- The Employer’s Customized Solution
- Menu of Options for Employers
- Summary

# RediClinic Corporate Overview

- RediClinic is the largest private company in the United States in the emerging Convenient Care Industry
- RediClinic is a Division of RediClinic, LLC with two divisions --- “Hub and Spoke” Model
  - RediClinic Services --- a leading national provider of wellness events for retailers and employers
    - Founded in 1989 --- “Spoke”
  - RediClinic --- the nation’s largest private operator of convenient care clinics
    - Founded in 2005 --- “Hub”
- Significant experience with major retailers over the past 10 years, including Duane Reade, H.E.B, Rite Aid, Safeway, SUPERVALU (Albertsons), Walgreens, and Wal-Mart
  - Implemented the largest one-day retail screening and flu shot events in history (2004 & 2005)
  - Currently operating 46 RediClinics in Wal-Mart, H.E.B. and Walgreens stores in 5 states
- Contracts with national managed care organizations, including Aetna, CIGNA, Humana, and United Healthcare as well as Medicare and a variety of national PPOs



# “Why Should Employers Direct Contract with RediClinic?”

- Rapidly Rising Health Care Costs (\$2T in 2006)
- Employers Struggling with Escalating Premiums (up 73% since 2000)
- Employer Solutions Include
  - Increasing Deductibles and Co-Pays (circa 2004)
  - Emphasis on Health, Wellness and Disease Management (circa 2005)
  - Shifting from Traditional Indemnity Health Plans to CDHPs (circa 2006)
  - Contracting with Convenient Care Companies (circa 2007)*
- RediClinic Offers Significant Track Record of Collaborating with Employers
  - More than *15 years* of implementing on-site employer screenings, flu shots and lab test events
  - More than *5000 events* and *2 million employee encounters*, including the largest one-day retail screening and flu shot events in history (all 3800 Wal-Mart and Super-Centers in the same day)
- RediClinic Offers Simple Solutions for Struggling Employers
  - Convenient – located near employer campuses/homes
  - Affordable – lower price point than other health care options
  - Quality – protocol-driven diagnoses and treatments
  - Preventive Medicine – focus on health and wellness



# RediClinic – Employer Partnerships

- RediClinic is leading the convenient care industry in direct contracting with America's most innovative employers
- RediClinic offers solutions for employers to address rising health care costs and issues relating to absenteeism
- RediClinic contracts with employers of all sizes to provide “simple primary care” services to employees and their families
- RediClinic has completed direct contracts with twenty-five employers representing 117,000 covered lives (employees and dependents) in HOU, AUS, ATL and NWA
- These services include
  - basic treatments for common ailments (sore throats, allergies, etc.) and
  - a broad array of preventive measures (flu shots, blood tests, screenings, vaccinations, etc.)
- Contracts can be customized for each employer (see “Menu of Options for Employers”)



# Four Value Propositions for Employers

## 1) RediClinic offers **better cost management of outpatient primary care physician office visits**

- As background
  - the average ER visit costs \$300 and urgent care center visit costs \$140
  - the average physician visit in the Houston MSA costs \$120
  - the average RediClinic visit costs \$60

## 2) RediClinic offers **increased employer productivity and significant annual savings**

- Ultimately, increased employer productivity equates to less absenteeism, more presenteeism and higher employee satisfaction

## 3) RediClinic offers **better quality and consistency of care**

- RediClinic offers a highly-refined, process-oriented, evidence-based approach to limited-scope, primary care medicine
- RediClinic's electronic medical record (EMR) documents everything electronically...and can link to physician offices or other EMR systems

## 4) RediClinic can effectively **supplement an employer's disease management program**

- RediClinic can serve as a disease management "station" near your employer campus



# The Employer's Customized Solution

**Menu of Contracting Options**

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**Customized Solution**

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**Product Options**

Step 1

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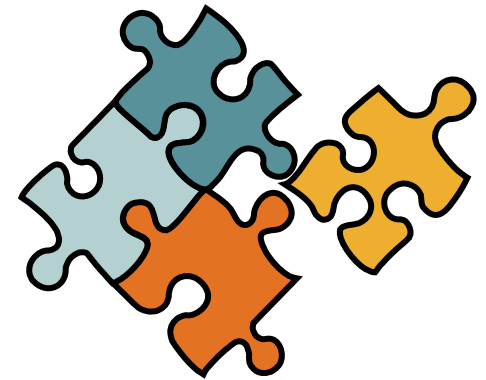
**Payment Options**

Step 2

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**Standard Partnership Benefits**

Step 3



# Menu of Options for Employers

- The following Contracting Options are available to RediClinic's employer prospects based on their overall health care needs:

	Option #1 – "BASIC"	Option #2 – "PREMIUM"	Option #3 – "ELITE"
Type of Arrangement			
Product Option(s)			
<u>Payment Option (s)</u>			
Typical Employer Profile	<ol style="list-style-type: none"> <li>Jumbo and Large Employers</li> <li>Fully-Insured Employers</li> </ol>	<ol style="list-style-type: none"> <li>Small Employers</li> <li>Uninsured or Underinsured Employers</li> </ol>	<ol style="list-style-type: none"> <li>Self-Insured Employers Proactively Seeking Ways to Reduce Health Care Expenditures</li> <li>Innovative Mid-Sized Employers</li> </ol>
Examples of Employers			
<u>Bottom Line Impact on Revenues</u>			



# Summary

- Convenient Care is an emerging segment of the U.S. healthcare industry whose rapid growth is being fueled by irreversible economic, technological and lifestyle trends
- RediClinic is a well-capitalized, national firm with significant retail healthcare experience
- RediClinic is an early leader in Convenient Care with 18 months of operating experience and relationships with leading retailers, third-party payers and healthcare systems
- RediClinics can help employers with skyrocketing health care costs
- RediClinic would like to partner with your organization to help solve your employee health care needs