

Proponent of HB2402

Madam Chair and Committee Members

Allow us to share a story with you. Cerner operates an onsite clinic in Kansas City for IUOE 101 (International Union of Operating Engineers). Cerner partners with IUOE 101 to offer a health center to members without copays and deductibles. In addition to saving the patient money, the health center also fits into a difficult schedule for IUOE members who don't want to spend time away from work.

Scott Rettig, a business manager for IUOE stated "Time is money to our membership. They are not going to go sit in a doctor's office and wait for three hours and lose half a day's wages."

To ease the impact of working around the engineers' schedules, the health center makes it easy to schedule an appointment and see Cerner physician Toni Zink, MD, quickly. In addition, patients receive more personal care than in a traditional setting. The patient's safety and life becomes the priority in this delivery of care.

Steven Collier, a member of IUOE 101 knew something was wrong when he kept losing weight, but he couldn't clearly explain his problem. He didn't have an established primary care provider and didn't know where to turn for medical help. Collier met with the on-site health center physician. He explained that he had lost about 80 pounds, and just wasn't feeling good. The doctor immediately could see something was wrong and quickly referred Collier to a specialist, who discovered colon cancer.

The news came as a shock for Collier and his wife. Just a few weeks after that initial visit, surgeons removed a five-inch mass. Since then, Steven's outcome has been a success.

Steven credits the health center at IUOE 101 for giving him a place to turn as his health declined. The health center opened in June 2016. There were more than 2,300 visits through June 2017. Steve is a cancer survivor and for him it's not just the time and cost savings that he feels is the most important aspect of the clinic.

Steve shared that "The physician here saved my life. If I hadn't done anything, I could either be dead, or my life would be totally changed."

Collier isn't the only person who learned of potential health problems at the health center. In its first year of operation, IUOE 101's clinical team, employed by Cerner, diagnosed more than 190 patients with hypertension and nearly 40 patients with diabetes.

Cerner would like this committee to remember that onsite clinics exist today in Kansas. These clinics can hire nurses, pharmacists, and provide health coaching. The ONLY issue that we are discussing is who the physician works for. Why do companies want to hire doctors to provide onsite care?

A recent study by Willis Towers Watson answers that question.

- Workplaces with onsite or near-site health services scored higher on employee satisfaction and participation rates.
- Employees who had access to health services at work – such as clinics, health screenings, exercise facilities, nutrition counseling and child care – perceived their work environment to be healthier and their employer more active in promoting health and wellness.

Other studies show that patients feel they build better relationship with their doctor, have easier access to their doctor, and want their visits to be more quality and less "drive-thru."

I would submit to you that in the legislation we propose, the physician works for the patient and this compromise legislation is clear that the focus is the patient / physician relationship. It takes into account concerns we have heard from legislators and concerned parties.

The issue for the opponents is fear of what IF...and the position of proponents is what works!

Employers are integrating onsite clinics into their workplace to reduce healthcare costs, increase productivity, and retain and attract top talent. According to a study conducted by Paladina Health, by leveraging an onsite clinic, employers have been able to:

- Reduce Medical Costs – Employers that have an onsite clinic have seen a 64% reduction in overall medical costs.
- Increase Productivity – Employers were able to decrease the travel time necessary to see a physician and saw a 63% reduction in lost work days.
- Attract and Retain Employees – The study found the onsite clinics had an employee satisfaction rate of 87%. This indicates that employees like the clinic and that it could be leveraged as a benefit to retain current employees and attract future talent.

Further data shows that employee health improves and thus reduces high risk medical events.

By establishing on-site or local healthcare clinics, companies provide employees with convenient, accessible medical care, resulting in many benefits for the employer and employee. A study by the Dept. of Health and Human Services reveals that companies can cut health expenses 20% to 55%, reduce short-term sick leave by 32%, and boost productivity by 52% with wellness programs and on-site clinics. Additionally, it reduces the need for hospital visits, which is the single largest category of medical expenses in the nation.

A business has a vested interest in improving the health of the employee population. According to the Partnership for Prevention Worksite Health, companies with prevention programs have seen an average decline of 28% in absenteeism and an average decline of 26% in direct healthcare costs.

We come before you to showcase an innovative healthcare delivery model. We have seen no such innovation from our opponents.

We come before you to showcase an innovative healthcare model that reduces the cost of healthcare to the patient and reduces ER visits AND improves outcomes. We have seen no solution from opponents to help reduce healthcare costs to the patient.

We have come before you with studies that show patient satisfaction and real-life stories. The healthcare bureaucracy that exists today is more about control and less about the patient and improved delivery of care. Patients, families, and workers are asking for better delivery of care.

Let patients and doctors have a choice. Let them have the freedom to decide what is best for them! Please support HB 2402 and let innovation thrive in Kansas.