

What is Advanced Primary Care?

**A quick overview for
organizations**



What is Advanced Primary Care?

A simple guide.

Leadership across every industry, at organizations big and small, are looking for ways they can afford to put together competitive benefits packages while reducing the skyrocketing cost of healthcare.

As a result, alternative care models are rising in popularity. **Research shows** that the number of providers who run practices based on the Direct Primary Care model increased by 159% between 2017 and 2021. It's reasonable to assume that Advanced Primary Care will follow suit, particularly given that it offers even more tech-enabled care and data-driven targeting and reporting for organizations.

You've likely heard about Advanced Primary Care, but you probably want some clarification on what exactly it entails, how it functions, and how it can reduce your cost of offering healthcare to the workers at your organization. You also might be curious about the differences between Direct Primary Care and Advanced Primary Care (hint: It's similar to Direct Primary Care, but it goes much further by offering more comprehensive, expansive services with the benefit of using advanced analytics and data that make exceptional tech-driven care possible).

In this guide, you'll find a simple overview of the basics of Advanced Primary Care and explore what it is, how it works, pros and cons to consider, and more.



Looking for ways to
**reduce healthcare
costs** & provide rich
benefits to workers?

The need for a new care model

According to **studies**, 70% of organizations and more than 80% of workers agree that healthcare is the most essential benefit that's offered. But as costs continue to rise (organization-sponsored insurance plans saw the biggest ever cost-per-employee increase in 2021), organizations of all sizes are scrambling to find a solution to help combat the soaring expense. They want more predictable costs year-over-year.

In another study, the **Kaiser Family Foundation's** research shows that organizations today cover about 73% of the cost of a premium for family coverage and about 83% of individual premiums. This cost has dramatically increased — more than 20% in the last 5 years and nearly 50% in the last decade.

Furthermore, in 2021, the average cost for health insurance was roughly \$6,500 for individuals, and organizations that paid for their workers' families spent an estimated \$16,000+.

These numbers just aren't sustainable for any organization trying to grow, manage costs, retain a workforce, and attract new talent. So what is the answer?

Want to **reduce healthcare costs, lower premiums & provide competitive benefits packages?**

Advanced Primary Care.

Advanced Primary Care explained

What is Advanced Primary Care?

Advanced Primary Care is a value-based solution that helps organizations control the cost of healthcare while offering scalable, tailored benefits, where providers spend quality time with patients to understand their health care needs. Providers use predictive analytics to drive decisions and ensure the right solutions are available for patients, when and how they need it. As a result, Advanced Primary Care can result in a healthier, happier workforce that feels valued and is more productive.

How Advanced Primary Care works

Advanced Primary Care offers a per-member, per-month fee to deliver primary care services that cover nearly all — up to 90% — of care needs. Immediate access via same- or next-day appointments for urgent issues, meaningful and trusted provider-patient relationships, and advanced analytics are just some of the benefits Everside partners get — all while reducing the total cost of care.

To better understand how Advanced Primary Care can save your organization on healthcare costs, it's easiest to think of it in four simple steps.

- **Step 1: Better provider experience** – Visiting an Everside center offers a superior, more positive experience — for both the provider and the patient. Little or no wait times, same- and

next-day care for urgent issues, and deepened relationships that allow providers to really get to know their patients for a more personalized level of care.

- **Step 2: Better patient experience** – Because the Advanced Primary Care experience is preferable to traditional care, people come back. That means more engagement, ensuring ROI for your organization. Convenient access via onsite, nearsite, or virtual care options offers flexibility, further improving patient engagement.
- **Step 3: Better health outcomes** – Frequent, consistent care allows for earlier detection. Data and advanced analytics through industry-best technology and reporting helps identify trends across an organization to make predictive care possible, and seamless.

The convenience of Advanced Primary Care means less time off work, improved health outcomes for increased productivity, and low to no cost for your workforce, creating a happier, healthier environment.

- **Step 4: Reduced costs for clients and patients** – Proactive care management ultimately results in lower total cost of care and significantly improved health outcomes — driving organization-wide engagement and satisfaction.

Advanced Primary Care provides **cost-saving advantages** for organizations, allowing them to **reduce healthcare spend** & offer their workforce **better access to quality primary care**, as well as expanded solutions that build on a strong foundation of primary care.





Services included with Advanced Primary Care

Organizations that implement Advanced Primary Care can directly benefit from the move, and more groups are deciding to do just that. Memberships have **steadily risen** in the last 5 years, and as of 2022, more than 4,000 companies offered a Direct Primary Care model. Understandably so since their workers will receive benefits, such as:

- Unlimited office visits
- Onsite laboratory tests and vaccinations
- Minor procedures like suturing cuts or removing moles/warts
- Phone consultations with a provider
- 24/7 access to manage care
- Mental healthcare screenings
- Same- or next-day appointments for urgent issues
- Low- or no-copays
- And more

Advanced Primary Care **offers cost savings, increased accessibility, personalized care, transparency**, but it's vital to understand the pros and cons before making any decisions.

Advantages to Advanced Primary Care

Rather than relying solely on conventional insurance-based systems, Advanced Primary Care can be an added benefit for organizations, members, and their families. According to studies, the Direct Primary Care model offers organizations a “viable alternative” to traditional fee-for-service models — it’s also been found “economically and financially sustainable” in research. Advanced Primary Care offers all these benefits and more.

Given the continued increases in drug pricing, this is one of the most effective ways to reduce your healthcare costs as an organization. It is, unfortunately, also one of the most painstaking. The process requires:

- **Lower healthcare costs for organizations** – The main advantage of the Advanced Primary Care model is the cost savings potential. With a more efficient approach to primary care services, organizations can expect to reduce total cost of health care year-over-year.



Advanced Primary Care makes it possible to better control your organization's healthcare spend while simultaneously offering workers competitive healthcare benefits with no- or low-cost options they'll love.

- **Less financial stress for workers** – Advanced Primary Care provides more accessibility than traditional insurance alone can by removing barriers like most copays or deductibles that often prevent workers from seeking medical attention when needed. The no-extra-charges and convenience of the model means more people will seek the care they need without worrying about financial costs. The long-term benefits are healthier workers who miss less work and are more productive – not to mention an emphasis on preventative care means earlier detection and treatment, further reducing long-term care costs for advanced disease and illness.
- **Convenient access to care** – With onsite, nearsite, and virtual care options, workers have greater access to medical services without having to take more time off work.
- **Better health outcomes** – By focusing on preventive care and early intervention, Advanced Primary Care helps improve workers' overall health and well-being .
- **Data-driven decision-making** – Advanced analytics enables informed decisions about care needs based on real-time data that's easily accessible.
- **Personalized care** – Advanced Primary Care increases customized care, with a dedicated team on site, near-site, or virtually, contrasting sharply with traditional insurance that often uses a one-size-fits-all approach, which may not be as effective in addressing unique health needs.
- **Increased transparency** – Advanced Primary Care pricing transparency means organizations won't find hidden fees or surprises. Instead, everything is laid out upfront, so you understand exactly what the cost of healthcare will be.

By focusing on things like prevention and early intervention — which can reduce the overall cost of care in the long run — Advanced Primary Care makes it possible to better control your organization's healthcare spend while simultaneously offering workers competitive healthcare benefits with no- or low-cost options they'll love. Advanced Primary Care can be the key to attracting and retaining top talent who appreciate and look for stellar healthcare packages.

Things to consider when choosing Advanced Primary Care

Like most things, when selecting the right Advanced Primary Care partner, it's important to understand the finer details to ask questions so you know exactly what you're getting and what is included. While potential cost savings and other benefits for organizations and their workforce can be significant when implemented correctly, it's always good to dive deeper and ask questions, such as:

- What if workers live far away from a health center?
- What if workers don't use the services and benefits?
- Is there after-hours access for urgent issues?
- Do workers have to pay a copay for office visits?
- Do you offer mental health support?

Advanced Primary Care versus insurance

It's important to point out that Advanced Primary Care is not insurance. Nor does it replace the need for insurance plans. Rather, it is a benefit add-on that can offer significant cost savings and improved access to quality healthcare when coupled with conventional health insurance models. This model involves a per-member, per-month fee for unlimited services from a primary care provider.

Advanced Primary Care provides organizations with **cost savings while giving workers improved access to quality healthcare.** Imagine the patient benefits: no or low copays or deductibles, extended hours, the convenience of virtual visits, and tech-driven, predictive patient data, all at no extra charge.

Unlike traditional medical coverage, the monthly fee covered by your organization for Advanced Primary Care ensures no copayments or deductibles to workers for essential services.



Evaluating the appropriateness of Advanced Primary Care for your organization requires individualized assessment and the right partner.



Is Advanced Primary Care right for your organization?

Ultimately, deciding whether the Advanced Primary Care model is a good option for your organization and choosing the right partner will depend on several factors. Given its potential for cost savings, increased convenience, and personalized attention, it could prove highly beneficial.

Consider the following when evaluating if Advanced Primary Care aligns with your organization's needs and goals:

- **Budget** – Analyze your current healthcare spend to determine if implementing an Advanced Primary Care model can help reduce your costs.
- **Worker demographics** – Assess how the unique needs of your workforce, as a diverse population, may benefit from personalized primary care services.
- **Care accessibility** – Evaluate how easily workers can access medical services under traditional health insurance plans compared to an Advanced Primary Care model that offers onsite, nearsite, or virtual options.
- **Partnership** – Finding the right partner that will work with your organization and help you every step of way is important for implementation and engaging your workers.

How to get started with Advanced Primary Care

Getting started with Advanced Primary Care is straightforward and simple — all it takes is 3 easy steps:

- 1. Meet with an Everside Health sales consultant.** Your Everside Health sales consultant makes it simple to find the Advanced Primary Care solutions that fit your needs. You'll get a customized ROI Analysis to help guide your decision.
- 2. Choose your Complete Care solution.** Your trusted partner will work with you to personalize and determine which of our Complete Care solutions best fits your organization and worker's needs.
- 3. Implement.** Together we'll ensure best in-class engagement, improved health outcomes for your workers with our Complete Care solutions, tech-enabled predictive patient care, and cost savings, every step of the way.

****Make sure you understand all the details before moving forward with any decision so you can make an informed choice about healthcare needs.*

About Everside Health

Everside Health is one of the largest advanced primary care providers in the U.S., operating 385+ health centers in 34 states located at or near the facilities of its employer, union, and other benefit-sponsor clients, along with virtual services offered in all 50 states. Everside's patient-focused, care-obsessed, technology-driven approach – which integrates primary, mental and occupational healthcare into one holistic solution — aligns incentives to benefit the patient, the physician, and the benefit provider, all while reducing the total cost of care. Patients receive convenient, low- or no-cost in-person and virtual access to their clinical care team, reducing the need for costly ER visits. Everside Health was named the #1 Employer Sponsored Healthcare Services Provider by KLAS for 2022 and is based in Denver, Colorado.

Interested in learning more about Advanced Primary Care for your organization?

Our customizable healthcare benefit works alongside existing insurance and other benefits. Reach out today to discuss how we can partner to make healthcare more accessible, and workforces healthier.

To request a consult with an expert, visit
eversidehealth.com/talk-to-us
or call **844-205-6403**.



Reference list

- i. Direct Primary Care Statistics. (2023, July 15). Optimum Direct Care.
<https://optimumdirectcare.com/direct-primary-care-statistics/>
- ii. The Impact of Direct Primary Care on Healthcare Access. (2022). Journal of Healthcare Economics, 8(3), 201-215
<https://www.ncbi.nlm.nih.gov/pmc/articles/PMC8504342/>
- iii. DPC Trends 2022. (2022). Hint.
<https://get.hint.com/dpc-trends-2022>
- iv. Employer Health Benefits Survey. (2022, October 22). KFF.
<https://www.kff.org/report-section/ehbs-2022-summary-of-findings/>