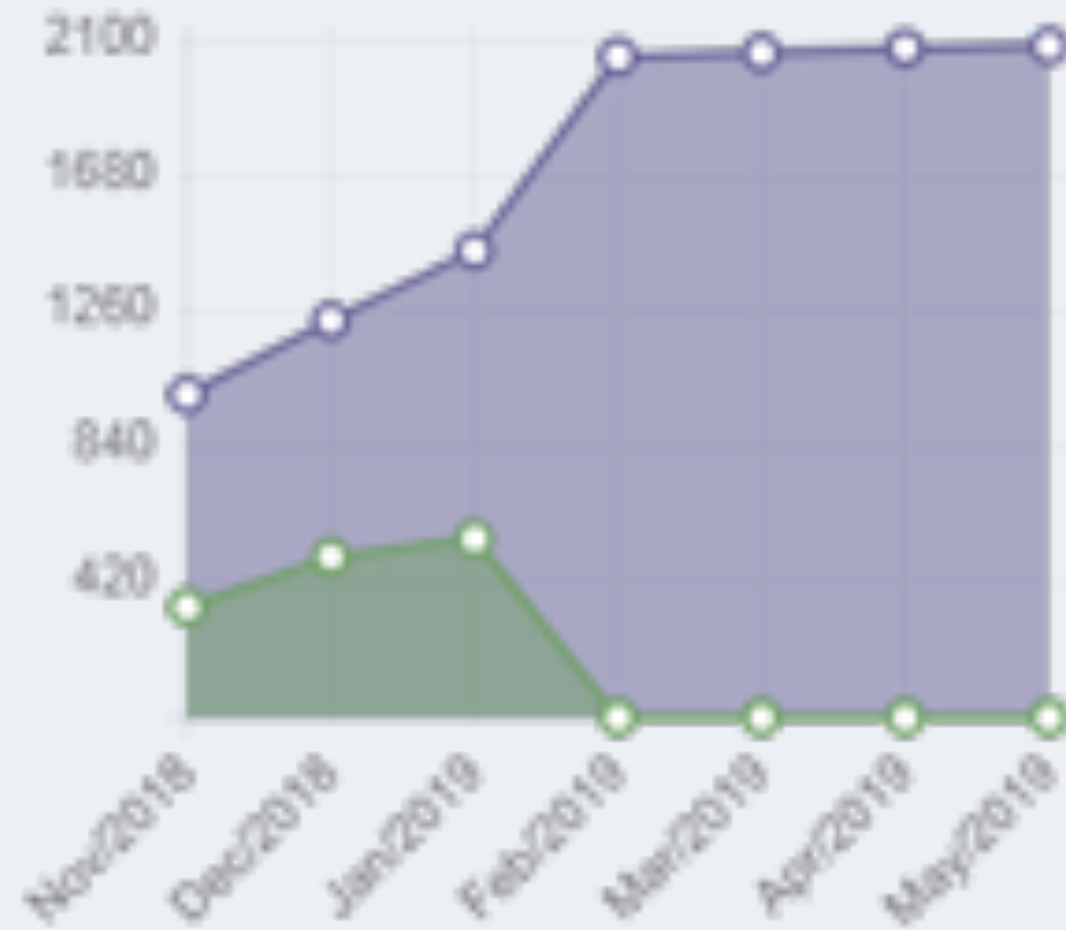




Anderson, South Carolina

Overnight Success...After 3 years



Anderson County SC Demographics

- Population: 198,000
- Land Size: 757 square miles
- County Employees: 967
- Total Employees and Dependents Covered: 1,956
- Total Employees and Dependents on the DPC Insurance Plan: 1,079
- Total Employees and Dependents enrolled Direct Access MD: 782



Where the heck is Anderson, SC?



Anderson County Health Insurance Plan

- Transitioned to Self Funded Plan after 20+ years of PPO BUCAH Plan (State Health)
- Plan crafted primarily by David Contorno for Southeastern Insurance a Local Broker
- Plan crafted with strong emphasis on DPC per employers request
- Plan offers 2 options: Standard Plan (mirrored old plan) or DPC Plan
- Plan crafted to drive more employees to the DPC choice

Anderson County Benefits of Direct Primary Care

Employee Benefits of Choosing DPC:

- Monthly fees included
- Labs and in-house generic meds covered
- All in house testing and procedures included
- No co-pays for visits
- No Out-of-Pocket cost for imaging referrals

DPC Physician Benefits of County Plan:

- No Prior-Authorizations
- No Step Therapy
- No Coding
- No Medical Management Programs
- Work together to provide the best cost and quality for the patient

Anderson County and Direct Access MD:

Pitfalls and Pearls

- EDUCATION OF EMPLOYEES and the Local Health System
- Fees and Fund Transactions (ACH is a must)
- Legal Issues: Contracts Need Legal Oversight
- Patient Dismissals—How does that work?
- Addiction Issues---Opioids and Benzos

Anderson County and Direct Access MD:

Onboarding New Patients

- Prepare staff
- Register new patients ASAP
- Constant communication with employees via email
- Set new patient appointments
- Build skeleton charts
- See sick and refill meds PRN
- Keep connecting with patients

Anderson County, SC and DPC:

the early numbers (1/01/019 to 10/15/19)

- Number of Appointments: 2,950
- Number % of Patients Seen Once: 97% (29 employees MIA)
- Number of Text Messages: 18,632 (3,573 after hours, 19%)
- Number of E-mails: 2,821
- Number of Phone Calls: 1,675 (367 after hours, 22%)
- Number of Prescriptions: 4,306 (2,586 filled in-house, 60%)
- Number of Labs Requested: 1,033
- Total PEYTD Savings Compared to BUCAH: 17%