



Flu Shot Clinics & Health Screenings

Product Guide



WHO WE ARE

Employer Wellness Solutions provides convenient, affordable and easily accessible wellness services. It is important to us that everyone has an entrée to services that will improve their health and their quality of life.

WHAT MAKES US UNIQUE

Employer Wellness Solutions uses a completely paperless system to deliver its services. This means improved data integrity, and quicker and more accurate results. There are no stacks of paper for HR departments to sort through, and no time consuming, confusing forms for participants to fill out.

QUALITY IS OUR HIGHEST PRIORITY

Employer Wellness Solutions guarantees our clients the utmost quality of care and services. We verify that all of our on-site staff has the proper certifications and licensures and we are always in compliance with federal, state and local requirements. Our testing facilities are all CLIA compliant. Employer Wellness Solutions also employs a licensed Medical Director who supervises all licensure and certifications proceedings and ensures that Employer Wellness Solutions meets all provisions in the states in which we operate. Our HIPAA compliance continues beyond the screening event. Employer Wellness Solutions uses enterprise-level encryption for transmission and storage of all data. We partner with Box.com™ to manage our information cloud services. Employer Wellness Solutions insures our staff and subcontracted staff for workers compensation and professional and general liability. We carry a minimum of \$1,000,000 of general and professional liability, as well as \$1,000,000 of worker's compensation for each occurrence, and \$3,000,000 for aggregate liability.



OTHER ADVANTAGES TO CHOOSING EWS

Employer Wellness Solutions offers online scheduling, which makes the sign-up process much simpler and more convenient for your human resources staff. This enables your employees to establish a set time for testing; eliminating long and frustrating lines. Employer Wellness Solutions assigns a qualified and professional program director to manage your event from start to finish. You will have one point of contact throughout the entire process making communication and implementation consistent, proficient and effortless. Employer Wellness Solutions offers over 500 different lab tests, so we can readily provide a customized package that meets your requirements.

A WELLNESS PROGRAM MAKES A DIFFERENCE

According to the Centers for Disease Control and Prevention, preventable illnesses and medical conditions comprise approximately 80% of the burden of illness, 90% of all healthcare costs and account for 8 of the 9 leading causes of death. Studies have shown that for every dollar invested by employers in workplace health promotion/wellness programs, there is a median savings of \$3.14. That's more than a **3:1 return** on investment. Further studies indicate that there is a 28% reduction in sick leave and a 30% reduction in direct medical and workers compensation claims. Other benefits of a healthy workforce include lower healthcare costs, reduced injuries and absenteeism, higher productivity and much more. The first step is awareness and that is why health screenings and health fairs have so much value. Employees and their dependents are far more apt to do something about their health when they **know their numbers**, such as blood pressure, cholesterol readings, blood glucose and others.

If you have been told by your insurance company that you are "too small" and that health promotion activities won't impact your insurance rates, then you have been seriously misled. That simply isn't true! Health promotion activities **directly impact** insurance rates for groups of **ALL** sizes. If your company fills out insurance applications to get rates, improved health absolutely impacts your rates. Through health screenings and fairs, the general health of your group improves...and along with it, the way in which your group gets scored for insurance rating. If you have more than 100 covered employees or you are self or partially self-funded, improving the health of your group has a direct and immediate (self-insured) impact on your medical expenses.



WHAT IS INCLUDED IN OUR SCREENINGS?

- Program Manager to direct all aspects of your event
- Onsite medical staff to provide all clinical testing services
 - Collection staff fees are included in our pricing (unless specifically noted in proposal)
- Set up and cleanup, including all medical waste
- Simple, user-friendly online appointment scheduling upon request
- Onsite counseling by a Registered Nurse for Finger Stick packages
- Rapid results:
 - *Finger Stick* package results in **5 minutes**
 - *Venipuncture* results typically within **2-3 business days**
 - *Venipuncture* results to participants' doctor upon request
- Biometric testing included with all screenings
 - Blood Pressure/Pulse Rate
 - Body Mass Index/Body Fat Percentage
 - Height and Weight
 - Waist Circumference

WHAT IS INCLUDED IN OUR FLU CLINICS?

- Program Manager to direct all aspects of your event
- All onsite medical staff included in cost of clinic
- Set up and cleanup, including all medical waste
- Simple, user-friendly online appointment scheduling upon request
- Completely paperless process – no need to fill out any forms

Venipuncture Packages



*Biometric Screenings Included

TOTAL FASTING LIPID PROFILE

- Total Cholesterol
- HDL / LDL / VLDL / LDL-HDL Ratio
- Triglycerides

STANDARD HEALTH PACKAGE

- Total Fasting Lipid Profile
- Blood Glucose

COMPREHENSIVE HEALTH PROFILE

Total Fasting Lipid Profile + Comprehensive Metabolic Profile (CMP)

- | | |
|-----------------|-------------------|
| • Glucose | • ALT / ALP / AST |
| • Calcium | • Bilirubin |
| • Albumin | • Sodium |
| • Total Protein | • Chloride |
| • BUN | • CO2 |
| • Creatinine | • Potassium |

TOTAL HEALTH PROFILE

Total Fasting Lipid Profile + CMP + Complete Blood Count (CBC)

- RBC
- WBC
- Hemoglobin
- Hematocrit
- Platelet Count
- Volume

Finger-Stick Packages

*Biometric Screenings and RN Counseling Included

STANDARD HEALTH PACKAGE

- Total Cholesterol
- HDL / LDL / Triglycerides
- Glucose

Additional Services & Testing



ADDITIONAL SERVICES

- Customized Packages Upon Request
- Add-On Test Options for *Venipuncture* Packages (See Below)
- Health Risk Assessments - Contact Us for More Options

ADD-ONS FOR VENIPUNCTURE SCREENINGS

- Thyroid Stimulating Hormone (TSH)
- Prostate Specific Antigen (PSA)
- Hemoglobin A1C
- Insulin
- C-Reactive Protein - High Sensitivity
- Homocysteine
- 5 Panel Drug Screens

Employer Wellness Solutions offers over 500 tests to assist you in developing a customized package.

COLLECTION STAFF INFORMATION

After Hours Fee	Additional \$20 / hr / examiner	
Sunday and Holiday Fee	Additional \$30 / hr / examiner	
Coordination Fee (Groups Outside Metro Areas*)	\$100	
Mileage (Outside of Metro Areas*)	\$.56.5 / mile / vehicle	
Cancellations less than 72 hours prior to event	\$110 / examiner	
Recommended Staffing Based on Participants for Health Screenings	Participants	Examiners
	25	1 - 2
	50	3
	100	6 - 7
	300+	TBD
Recommended Counseling Staff (Finger Stick)	1 Counselor/50 Participants	



ON-SITE FLU SHOT CLINICS

- In conjunction with Health Fair or separate event
- Insured members may be covered in full under the following *Health Plans:
 - o Blue Cross Blue Shield
 - o Coventry Healthcare
 - o Humana (*Except HumanaOne*)
 - o United Healthcare
 - o CMS / Medicare
 - o Other Plans as Contracted
- Spouses and children (meeting age guidelines) who are members of these plans will be covered as well

FLU SHOT CLINIC REQUIREMENTS

- Minimum of **40** participants per location
- Pricing for non-covered (uninsured) participants is \$25. We accept credit cards or checks. **NO** cash.

RECOMMENDED STAFFING

Our staff can typically provide up to 40 injections per hour. The number of employees and the requested duration of your flu shot clinic will determine the number of staff needed.

PAPERLESS PROCESS

The EWS paperless iPad application saves significant time, effort and **PAPER!** Clients are asked to provide a spreadsheet file that includes participant demographic information to lead (name, address, etc.). This information is pre-loaded into our app to eliminate the need for data entry on the day of your clinic.

**Some grandfathered plans as defined by the federal government's Affordable Care Act may not be eligible for 100% coverage. Not all markets covered for all carriers. Please contact EWS regarding insurance coverage.*



IS IT REALLY WORTH HOSTING A FLU SHOT CLINIC FOR MY EMPLOYEES?

Every year the CDC estimates that over 200,000 people are hospitalized with the flu and more than 36,000 will die from it. The flu infects about 25 percent of the American population.

However, research estimates that *flu immunization* in healthy working adults results in:

- 25 % decrease in the frequency of upper respiratory illness
- 43 % fewer days of sick leave due to upper respiratory illness
- 36 % decrease in absenteeism due to all illnesses
- 44 % fewer visits to the doctor's office.

That translates to healthier, happier and more productive employees and more money to your bottom line.

HOW MANY PARTICIPANTS MUST I HAVE TO HOST AN ON-SITE FLU CLINIC?

Our standard requirement is 40 participants. We will work with smaller groups, depending on the varying situational circumstances.

WHAT IS THE COST?

Most group contracts cover the entire cost of flu shots, meaning there is no cost to participants. There are a few exceptions, including plans grandfathered from the Affordable Care Act, but most plans cover the cost in full. Our standard charge for non-insured participants is \$25.

DO I PAY FOR STAFF TO ADMINISTER THE VACCINE?

The cost for staff to administer the flu shot is included in the price of the vaccine. Any additional costs will be clearly stated. Those potential extra costs are noted on page 6.

WON'T IT BE EXTRA WORK TO HOST A FLU SHOT CLINIC?

Employer Wellness Solutions offers a turn-key approach to on-site flu shot clinics. We will provide you with the marketing material (i.e.: flyers and posters) and we will set up and clean up as well; including removal of all bio-hazardous materials. All you have to do is make one phone call to set up the appointment. We take care of the rest. You are assigned an experienced project manager. That person will be in contact with you before, during and after the event to ensure that all of your specific needs are met with the utmost efficiency and professionalism.

SHOULD INDIVIDUALS SIGN UP FOR A SPECIFIC TIME?

Employer Wellness Solutions offers a state-of-the-art scheduling system. This system allows employees to sign up for specific times. The data input into the scheduler can be used to pre-populate the forms used for the flu clinic. This saves employees time and effort on the day of the clinic.

WHAT IS THE DURATION OF THE IMMUNITY?

Evidence from clinical trials suggests protection from the flu begins approximately 2 weeks after receiving the flu vaccination and will extend throughout the entire flu season.



EMPLOYER WELLNESS SOLUTIONS

4149 Pennsylvania Ave., Ste. 200
Kansas City, MO 64111

(P) 913-948-8601
(E) sales@ewskc.com

www.employerwellnesssolutions.com