

“ Our workers’ comp cases have come down dramatically due to the onsite clinic. We also feel health insurance costs have been reduced dramatically... The clinicians know our work and work with us.”

— John Workman, Co-Chairman of Eagle Alloy

*Eagle Alloy is a leading steel casting foundry based in Muskegon, Michigan, serving over 200 customers in many industries.*

## Challenge

As a large regional employer, Eagle Alloy’s success relies on attracting and retaining skilled employees willing and able to put in a hard day’s work of exacting physical labor. The foundry’s success depends on healthy and productive workers, who often delayed medical appointments and didn’t fill prescriptions due to the expense and worry of missing work. With continually rising healthcare costs and an understanding that employees were struggling to afford access to healthcare, Eagle Alloy’s leadership team knew they needed to do something different.

## Solution

In 2015, Eagle Alloy, an industry innovator, partnered with ProMedico to launch an onsite health clinic. This strategic move resulted in significant healthcare cost savings for both Eagle Alloy and their employees and improved healthcare access for employees. One of the most important benefits of the walk-in clinic is the ability for employees to have any injuries addressed immediately, as well as the ease of continuity of follow-up care.

## Results

**\$300,000**

Annual Workers’  
Compensation Savings

**>1%**

Eagle Alloy healthcare costs increased less than 1% per year over the last five years compared to national avg projected in 2024 of over 7%

- Drastic reduction in ER and urgent care utilization
- Average cost of an MRI was 22% less than benchmark average
- Average cost of CT Scan was 33% less than benchmark average



ProMedico's onsite clinicians are an integral part of the Eagle Alloy family. They work closely with employees to address their health concerns and provide treatment— with no cost to employees or their dependents.

- Pre-employment screenings
- Occupational health and wellness screenings
- Lab services
- Workplace injuries diagnosis and treatment
- Immunizations and vaccination
- Wellness programs
- COVID Return-to-Work Program

## Employee Results

### **Accessible and Affordable**

ProMedico clinics are easy to access and affordable – even free to employees and dependents. Clinicians also help patients navigate the healthcare system.

### **Time Savings**

Employees save time compared to traveling to off-site offices and waiting in expensive urgent cares and crowded Emergency Rooms.

Reduced time off work translates into more income.

### **Familiarity and Comfort**

Dependents aged 3 to 26 get access to high-quality healthcare and become comfortable with our clinicians who understand the work employees do and the local community.

### **Chronic Ills Monitored**

The clinic provides ongoing monitoring and support for chronic conditions. This mitigates the worsening of symptoms and associated increased care costs for the patient and the employer.

## Employer Results

The clinic helps Eagle Alloy attract and retain some of the best talent in the region.

### **Productivity**

The Journal of Occupational and Environmental Medicine found that employers could achieve an average productivity increase of 1.44% after implementing an onsite health clinic.

### **Efficient Healthcare**

Rapid intervention onsite means incidents don't escalate into reports. This ensures compliance with OSHA regulations and bolsters the safety track record.

### **Lower Claim Costs**

Exams aid in the early detection of conditions such as pre-diabetes, preventing these conditions from escalating to expensive claims.

### **Better Bottom Line**

Clinics don't have to mean a big capex upfront. Programs can start small and scale as the business grows. Most ProMedico clinics reach break-even within one year.