

“ Partnering with ProMedico to deliver free onsite episodic care was the best investment we could have made in our employees. It prioritized their health and well-being, which delivered the most valuable ROI.”

— Brooke Karl, HR Director, RAMI

RAMI, or R.A. Miller Industries, is a world-class supplier of high-performance antenna solutions to the military, aviation, and transportation industries for over 60 years.

Challenge

This Midwest manufacturer is a major employer in the Grand Haven, Michigan region, with 200 employees. 140 are hourly workers. RAMI understands they must go beyond just offering attractive salaries to attract and retain top talent. With healthcare expenses exploding, RAMI’s leadership team knew how challenging it is for hourly workers and their families to access and afford quality healthcare. They decided to do something about it. RAMI chose to self-fund its health insurance and host an onsite health clinic.

Solution

In 2019, RAMI engaged ProMedico, a fellow Michigan-based company, to implement an onsite healthcare facility. This facility extends free medical services to RAMI employees and their families, ensuring swift access to care. This strategic partnership has resulted in significant healthcare savings for both RAMI and its workforce, but, more importantly, it exemplifies RAMI’s commitment to its employees’ well-being.

Results

\$110,150

Savings Per Service
(over standard PCP charges)

\$22,561

Referral Avoidance

\$29,900

Reduced Absenteeism

\$59,508

Improved Employee
Productivity

\$62,035

Net Savings 2020

RAMI’s commitment to their employees

RAMI’s onsite health clinic demonstrates real dedication to their employees. It’s led to a healthier, more productive workforce and substantial healthcare cost savings for RAMI too. Employees get healthcare services without paying outrageous prices for ER visits or taking time off work for off-site appointments.

The clinic has been a key factor in RAMI’s success in attracting and retaining top talent here in the region.

The walk-in clinic's primary strength lies in its immediate response to employee injuries and the seamless delivery of follow-up care. ProMedico's onsite clinicians have become an integral part of the RAMI community, collaborating closely with employees to address their healthcare concerns, administer treatment, and offer flexible scheduling options—all without cost for employees and dependents.

- Pre-employment screenings
- Occupational health and wellness screenings
- Lab services
- Episodic care
- 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 RAMI 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.