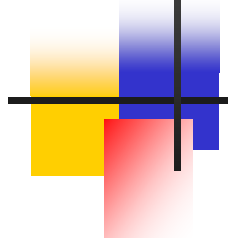




Employee Clinic & Worksite
Wellness Regional Forum

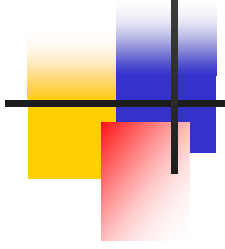
June 5, 2008

Asheboro Elastics'
Practical Experience:
Working Hard to Control
Healthcare Costs



Our Dilemma...in 1999, not today

- **Asheboro Elastics**, like every other business providing healthcare insurance, was experiencing upwardly spiraling, year after year, double-digit healthcare claims costs.
- Associates had to leave work to access healthcare, thus losing time and wages.
- Health conditions were going undetected, or ignored, resulting in large acute care claims.
- Prescription costs were climbing.



Program Objective

To provide an program of proven health management services for employees.

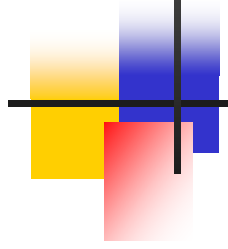
Program Components:

- ❑ Improve the health status of employees
- ❑ Reduce the need for specialty medical care
- ❑ Reduce the cost of maintaining Good Health
- ❑ Offer on-site knowledge of a Nurse Practitioner
- ❑ Pharmacy Assistance



The Heart of the Program

- Employees are educated about the program, the benefits of their participation, and how their personal health information is protected.
- Health Risk Assessments are performed for employees.
- Medical Claims are assessed.
- Pharmacy claims reduced
- Company receives aggregate data conforming with HIPPA Guidelines.



The Nurse Practitioner provides

- On-site independent contractor.
- Active visits with employees who have elevated risk factors.
- Treatment, management, and advisory services for employees and spouses.
- An intelligent “friend” to offer health care.
- Proactive assistance for our employees.



The Nurse Practitioner program works by using:

- On-site encounters, plus health insurance claims data, are combined to track intervention efforts and outcomes.
- Track employee participation and compliance
- Reminder communication is provided for individuals to take appropriate follow-up steps
- General reports on the program's activity are provided to participants.

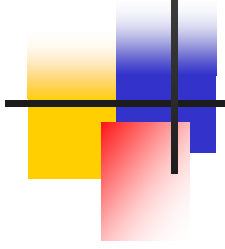


Our Goal

To educate employees to become responsible for their health. This service aids all participants to take ownership of their own health.

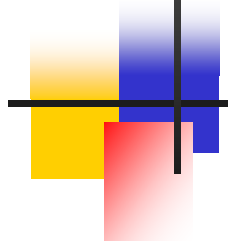
AEC employees are motivated to make better decisions because:

- services are convenient...during work;
- services are personal and confidential;
- **COST CHOICE** pharmacy plan saves dollars for the employees and company;
- services are cost effective...**Free to all employees and their spouses!**



Convenient Service Alternative

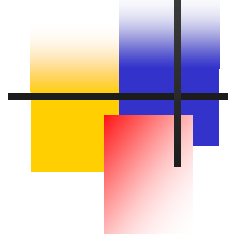
- Employees see the Nurse Practitioner during work hours. They don't clock out, therefore no lost wages.
- The on-site clinic visit averages 20 minutes, far less than a typical 4 hour experience of lost wages.
- Reduces lost work time due to illness and health management intervention.
- Prescriptions mailed directly to the home of the patient through the **COST CHOICE** program.



Testimonial from one employee:

"This program is GREAT! I don't have to clock out (to visit a doctor off site) and the service is free. How much better can you get? With the help of the Nurse Practitioner, I've lost 62 pounds, my cholesterol level has dropped from 249 to 173, *and* she helped me quit smoking."

Tonya Lewis

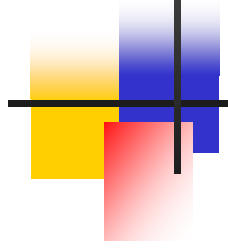


Another employee testimonial:

"I didn't believe in the program at first; I was the company skeptic. It just sounded too good to be true. From my Health Risk Assessment, the Nurse Practitioner knew I had **high cholesterol** and **high blood pressure**. She kept visiting me during my shift and asking me to come to the clinic. I really liked the fact that she took the time to talk to me and get to know me by name. I had medication from my own doctor for the blood pressure, but I never took it.

Finally, I went to see her and the information she gave me helped me see why I should be taking my pills. Today I've now got both under control. Now I'm the biggest supporter of the program!"

John Dillon



What the HR Manager is saying:

"We want to offer the best healthcare benefits possible. The on-site Nurse Practitioner program provides us with the ability to have one of the best health plans in our market at an affordable cost. It truly provides us an opportunity to improve lives, and retain the best employees possible."

Bryan Spivey



Cost of the Program

Minimal Capital Investment: Clinic operates in private, former office. **Asheboro Elastics** provides phone/fax line, desk & chair, metal cabinet, and restroom access. Approximately a \$3,500 investment.

On-site Health Risk Assessments.

\$21.00 per participant.

Average Cost of the program:

\$50.60 per employee per on-site clinic visit.

Average Cost of Comparable Community Services:

\$109.73 per employee per on-site clinic visit.

Health maintenance prescriptions

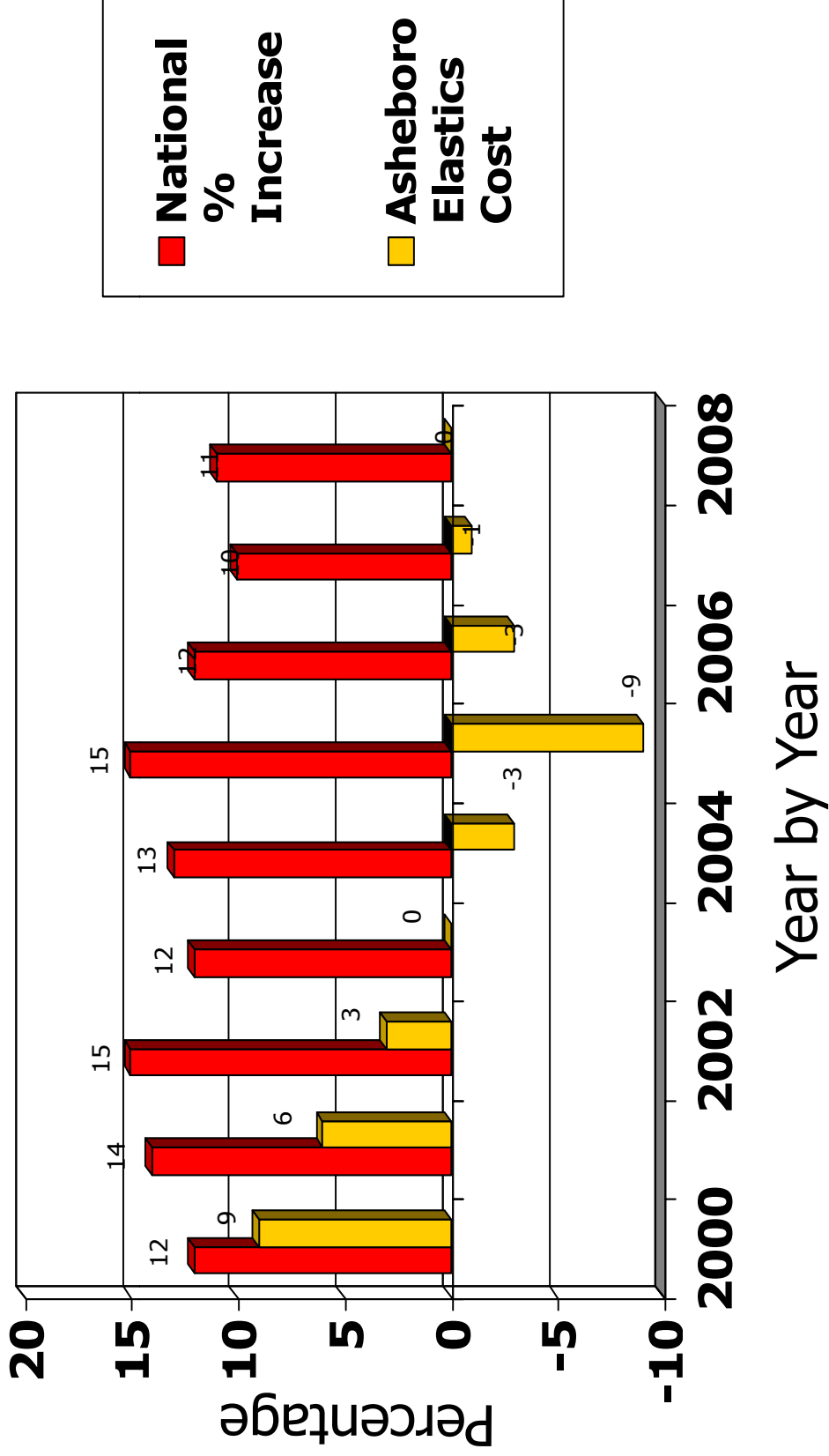
cost only **\$30.00** for a **90 day supply**.



Cost Effective Service

- Hourly fee structure, not fee for service.
- Convenience reduces Emergency Room utilization with the added costs.
- Prescription medications, with heavy influence toward *Generic* medications.
- **COST CHOICE** pharmacy option for mail order prescriptions from a licensed Canadian pharmacy.
 - Only medications regulated by the Canadian government's Ministry of Health are made available through this program.
 - Very safe, as no counterfeit prescriptions are allowed.
- Information resource [correct service provider referral the first time, not wasted visits].

R.O.I. – Claims Cost Versus National Healthcare Costs





Intangible Return On Investment (R.O.I.)

- Employees say it is “**THE BEST** benefit offered by our company” .
- Employees enjoy better health.
- Employee morale is lifted.
- **Asheboro Elastics** is able to sustain, and improve, healthcare benefits for all employees.

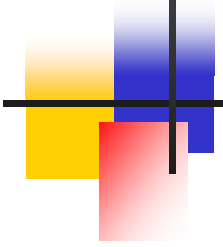


Outcome

“We’re pleased our employees have embraced this program. The tangible impact that it is making on individual lives is incredible.”

PLUS, **Asheboro Elastics** has received discounts from insurance underwriters due to this program. “As an employer, we’re happy with the life changing benefits. Any impact on our businesses bottom line is simply a bonus.”

Keith Crisco
Company Owner & President



For more information contact:

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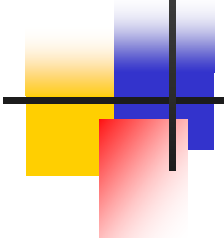
Keith Crisco, Owner & President

Bryan Spivey, Human Resources Manager

Phone: (336)629-2626

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Program Contractor

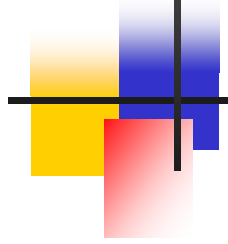
Living Well

HEALTH SOLUTIONS

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Charlotte, NC 28203

Contact: Phone: (704) 344-6315
Fax: (704) 344-6318

www.lwhsolutions.com



Program Contractor

☐ "COST CHOICE"

A pharmacy consulting service for
affordable health maintenance drugs.

Contact: Mr. Bill McMann

Phone: (434)251-8386

bcmann1@yahoo.com