

# PCMH CASE STUDY SUMMARY



**For a Healthy  
& Productive  
Workforce**

## How do employers & vendors know whether investments are generating value?

The Metro Nashville Public School System (MNPS) utilizes on-site health clinics operated by Vanderbilt University to provide primary care, disease management, and wellness programs to over 10,000 employees and their families. Continuanace Health Solutions completed an ROI and impact analysis demonstrating that MNPS's investments are paying off for the school district and their students.

### Financial Outcomes:

Compared to community-based primary care physicians (PCPs), the total cost of care for patients who use the MNPS clinics as their primary care medical home (PCMH) are nearly 30% lower. The overall WellScore for those patients is on par with community-based PCPs. In other words, the MNPS clinics are able to achieve comparable outcomes at a much lower cost.

The school district saved nearly \$3 million, 5% of its overall medical spend for active employees and their families. Compared to patients of community-based PCPs, patients who use the MNPS clinics are less likely to use expensive hospital-based services, and more likely to use generic medications.

### Business Performance:

The health of an organization's workforce has direct implications on the organization's business performance. Educating students is MNPS's business outcome. This study demonstrated, for the first time, a connection between teachers' health status and their students' academic achievement. Programs that produce healthier teachers add value by improving educational outcomes for MNPS.

WellScore, a groundbreaking analytic tool, enables organizations to quantify health, wellness, and engagement, to focus resources more effectively, and to demonstrate outcomes in terms of health status and business performance.

Continuanace Health Solutions assists health care organizations with strategy and assessments and also develops and delivers innovative technology-based solutions. Such organizations include self-funded employers, health plans, Taft-Hartley funds, ACOs, PCMH, and other provider-based organizations.

To learn how Continuanace can help you determine whether your investments in health and wellbeing are generating value, please contact Jon Harris-Shapiro at (908) 781-7400 x102 or [jhs@ContinuanaceHealthSolutions.com](mailto:jhs@ContinuanaceHealthSolutions.com).

