



OVERVIEW

Futura Industries is one of the top aluminum extruders in the world, delivering customized, start-to-finish aluminum extrusion services. Headquartered in Clearfield, Utah, the company is consistently ranked by employees and outside organizations as one of the top workplaces in the state. Under the pioneering leadership of President and CEO Susan Johnson, Futura partnered with OnSite Care to establish an on-site primary care clinic in 2007, with the goal of providing higher quality medical care, better access and lower costs for employees and their families.

“Partnering with OnSite Care to provide a primary care clinic at Futura has significantly improved the health of our employees and their families, while enabling us to keep costs dramatically lower than national averages.” — SUSAN JOHNSON

BOTTOM-LINE RESULTS





In 2007, when the clinic was introduced, Futura was paying \$100.23 per member per month (PMPM) in healthcare costs. Today, eight years later, Futura’s PMPM is \$95.70 resulting in nearly **\$2.5 million in healthcare savings** over the intervening years. Futura saw per employee per month (PEPM) savings as well, 47% and 45% below the industry norms in health care and prescription costs respectively.¹

With nearly 300 Futura employees, the clinic serves approximately 1,000 staffers and

their family members. Every visit to the clinic is free for employees and their dependents.

“Employees see our clinic as a huge benefit, and it is a plus for the business too,” said Spencer Burt, HR Director at Futura Industries. “It has drastically improved our attendance, helps to reduce our turnover rate, decreases our claims and—because our employees are healthier—helps to control costs. **Our turnover rate, at 8% per year, is well below the national average for manufacturing, which is approximately 14%.**”

2014-2015 PEPM Costs

	Broker Book of Business Costs ²	Futura Industries Costs ²
Medical		
Rx		

²Hundreds of dollars.

“Based on my 30 years of industry experience, I believe that Futura Industries has the lowest healthcare costs of any group that I’ve ever worked with. When we look at the quality and outcome metrics from the clinic, it’s pretty amazing. It’s a testament to the value of OnSite Care and to the benefits of a medical home model for primary care.”

— SCOTT HAAS, Vice President of Healthcare Operational Risk Consulting, Wells Fargo Insurance Services

Mr. Burt adds that the close partnership between Futura and OnSite Care has been key to the success of controlling costs and improving care. “The OnSite Care team knows our culture and our people,” he said. “They care about the whole patient. Our relationship has been very open, with constant communication for feedback. The OnSite Care team is absolutely committed to meeting the needs of our employees and their families.”

Chris Calvery, Director of Implementation and Project Management with plan administrator WebTPA, concurs. “Futura has one of the most highly utilized and productive on-site clinics that I have been involved with,” said Mr. Calvery. “It’s refreshing to see how much the entire team cares about the workforce,” he adds. **“This approach represents the future of healthcare.”**

¹Verisk Health’s Commercial Normative database.