

Large
convenience/
gasoline
retailer early
adopter to
savings
through
population
health



THE
POWER
TO BE WELL.

IN 2020, MORE COMPANIES WILL TAKE ACTION TO MAKE SURE HEALTHCARE IS ACCESSIBLE TO THEIR EMPLOYEES, OPENING AND EXPANDING CLINICS AS A STRATEGY TO CONTROL COSTS—ACCORDING TO A PRICEWATERHOUSECOOPERS HEALTH INSTITUTE STUDY TITLED *MEDICAL COST TREND: BEHIND THE NUMBERS 2020*.

“2020 likely will be, in some ways, a turning point in the long arc of employer-sponsored insurance, a year in which more employers fight back using new tools and strategies to control the ever-growing costs to their own organizations, their employees and their families.”

— *Medical cost trend: Behind the numbers 2020*

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Longtime CareATC partner on the forefront of change

QuikTrip Corporation, a large convenience and gasoline retailer, has partnered with CareATC since 2006 to provide no-cost primary care to employees, spouses and dependents through a network of shared-site Health and Wellness Centers.

QuikTrip has realized cost savings, but has also witnessed the impressive health benefits that come with providing access to high-quality primary care to its employees and their families.



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CLIENT OVERVIEW

QUIKTRIP CORPORATION

QUIKTRIP CORPORATION IS A PRIVATELY HELD COMPANY HEADQUARTERED IN TULSA, OKLAHOMA. FOUNDED IN 1958, QUIKTRIP HAS GROWN TO A MORE-THAN \$11 BILLION COMPANY WITH 800+ STORES IN ELEVEN STATES. QUIKTRIP HAS RANKED ON FORTUNE MAGAZINE'S BEST COMPANIES TO WORK FOR LIST FOR FOURTEEN YEARS.

Approximate number of lives cared for by CareATC in all QuikTrip Markets:

Employees: 7585

Spouses: 1784

Dependents: 4653

"With CareATC, we know how much we are saving on our healthcare spend year-to-year and by market. Our priority has been to keep our population in primary care and out of the ER or seeking next level care. Our CareATC Health and Wellness Centers have provided a very effective way to do that. As a result of our savings, we have been able to give employees rebates on their premiums."

**—Jessie Leizear, Benefits Manager,
QuikTrip Corporation**

Return on investment 2018 Tulsa Market:

Total cost of Health Center = \$1,675,608

Total value of Health Center = \$2,019,007

ROI = 1.2



THE
POWER
TO BE WELL.

HEALTH &
WELLNESS
CENTER PATIENT
SATISFACTION

**78 NET
PROMOTER
SCORE**

Health outcomes in the past year

- **Diabetes:** 69% of those with diabetes saw improvement in their A1C numbers
- **BMI:** 45% realized a reduction in weight improving their BMI numbers
- **Blood Pressure:** 39% realized improvement in blood pressure numbers
- **Cholesterol:** 50% improved their cholesterol levels

"From the research to discover the procedures and medications most used at our Health and Wellness Centers to making sure doctors hired for our centers are comfortable with children, CareATC has provided us with excellent service. We've also seen what can be accomplished when individuals are made aware of their possible health risks through CareATC's biometric screening/Personal Health Assessment. We've seen people take charge of their health and go to the next level on their own care."

**—Jessie Leizear, Benefits Manager,
QuikTrip Corporation**

CHALLENGE / BACKGROUND

For nearly a decade, American businesses have been frustrated with rising health costs. In 2006, QuikTrip was one of those businesses. The company did not want to continue to control its healthcare spend by passing a larger and larger portion of the costs on to employees via increased premiums, deductibles or copays.

In addition, QuikTrip wanted to rein in the high cost of unnecessary utilization of ER and higher level healthcare services by its employees and their families.

The company saw investing in its employees' health as a substantial investment in its business. It began looking for an innovative partner that could provide the quality primary care that would keep its employees and families healthy. That partner needed to be able to open clinics as needed in areas where QuikTrip was expanding.

SOLUTION

Throughout the partnership with QuikTrip, CareATC has been able to:

- Provide QuikTrip with a shared-site Health and Wellness Center option to defray the cost of opening and staffing clinics.
- Open Health and Wellness Centers as the company needs—near QuikTrip stores and in areas where employees and families live.
- Help the company control its healthcare spend by providing the kind of consistent, quality primary care that encourages employees and families to be proactive about their health.
- Create a culture of prevention that keeps visits to the ER, to specialists and catastrophic health claims low.
- Collaborate with QuikTrip to identify and negotiate contracts with best-of-class specialty providers.

“ As we expand into new markets, one of the first questions our employees ask is how soon will there be a CareATC Health and Wellness Center.”

—Jessie Leizear, Benefits Manager, QuikTrip Corporation



Give your organization The Power to be Well

Take control of your health plan spending

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About CareATC

CareATC Inc. is a leading innovator in the health technology sector providing on-site and shared-site primary care clinics. By leveraging groundbreaking technology, CareATC offers customized population health management solutions for employers that reduce healthcare costs by promoting health, preventing disease, and providing a shorter path to care. CareATC manages more than 150 clients in 35 states, serving more than 300,000 members. Headquartered in Tulsa, OK, CareATC is the first provider of on-site clinics to achieve 100% network accreditation from Accreditation Association of Ambulatory Health Care, Inc., earn the Evidence-Based Design Accreditation from the EDAC™ Advisory Council and be Net Promoter® Certified.