HEALTHWORKS
By Carolinas HealthCare System

HEALTHWORKS Employer Solutions

Customized programs that improve health and control healthcare costs



TABLE OF CONTENTS

1. The Ultimate Goal: Better Employee Health. Better Bottom Line. 3
2. Five Keys to Helping Your Clients Succeed 4
3. Wellness Services & Programs
   - Personal Health Survey 5
   - Biometric Screenings 6
   - Personal Health Report 7
   - Personal Health Portal 8
   - Predictive Analytics 9
   - Personalized Health Coaching and Health Management 10
   - On-Site Flu Clinics 11
   - Tobacco Cessation: QuitSmart® 12
4. Incentives & Custom Reporting 13
5. Access to Care
   - Employer Health Clinics 14
   - Scope of Care 15
   - Virtual Urgent Care 16
   - Executive Health 17
   - Employee Assistance Program (EAP) 18
   - Health Promotions 19
6. Occupational Health 20
   - Occupational Health Locations 21
7. Client Results 22
8. Additional Resources 26

1

THE ULTIMATE GOAL



Better Employee Health. Better Bottom Line.

What is Carolinas HealthCare System HEALTHWORKS? It's a total healthcare solution to workplace health. Keeping employees healthy isn't just wishful thinking. Making them healthier with a focused approach can improve a company's bottom line and the well-being of its employees. HEALTHWORKS offers the most extensive and efficient corporate health programs in the region, with proven results from more than 30 years of experience.

How do we do this? Working in partnership with benefits brokers, we create customized and innovative programs that use our full suite of products and services. Our healthcare solutions, coupled with precise metrics, have benefited a variety of industries from legal and financial services to educational systems, retailers and manufacturers.

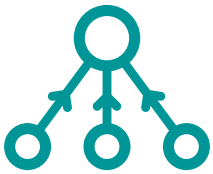
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THE FIVE KEYS TO SUCCEED

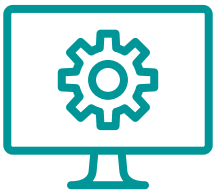
Five Keys to Helping Your Clients Succeed

1. 

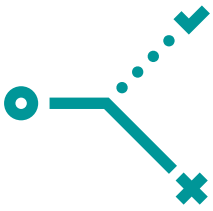
Care.
When and where it's needed.

2. 

Single point of contact

3. 

One system

4. 

Outcomes tracking

5. 

Tailored solutions

3

WELLNESS SERVICES & PROGRAMS



Our wellness services help employers to get the "big picture" of their employees' state of wellness, with on-site and online services tailored to a company's needs.

Personal Health Survey

An important step in improving the overall health of employees is to identify risks associated with chronic disease, emotional health and employee behaviors that might be adjustable. We help to do this with a 16-section risk assessment survey, which can be tailored to suit an employer's preferences.

It's optimized for mobile devices, so employees can complete the survey on a tablet or phone. Then they can download and print their personalized report.



Biometric Screenings

We send an experienced team of nurses, educators and a screening coordinator to an employer's workplace. Adhering to the high-quality standards established by Carolinas HealthCare System, they conduct a standard single-station screening that incudes blood pressure, height/weight, waist circumference, BMI, glucose and lipid profile. We offer fingerstick and venipuncture options, flexible scheduling and marketing support to encourage employee participation.



Personal Health Report

Each participant receives an individualized report with their screening results, along with supporting health education and recommendations.



Personal Health Portal

We provide an online portal for employees to access all their HEALTHWORKS information. They can read their personal health report and receive Virtual Urgent Care 24/7 from a phone, tablet or computer.

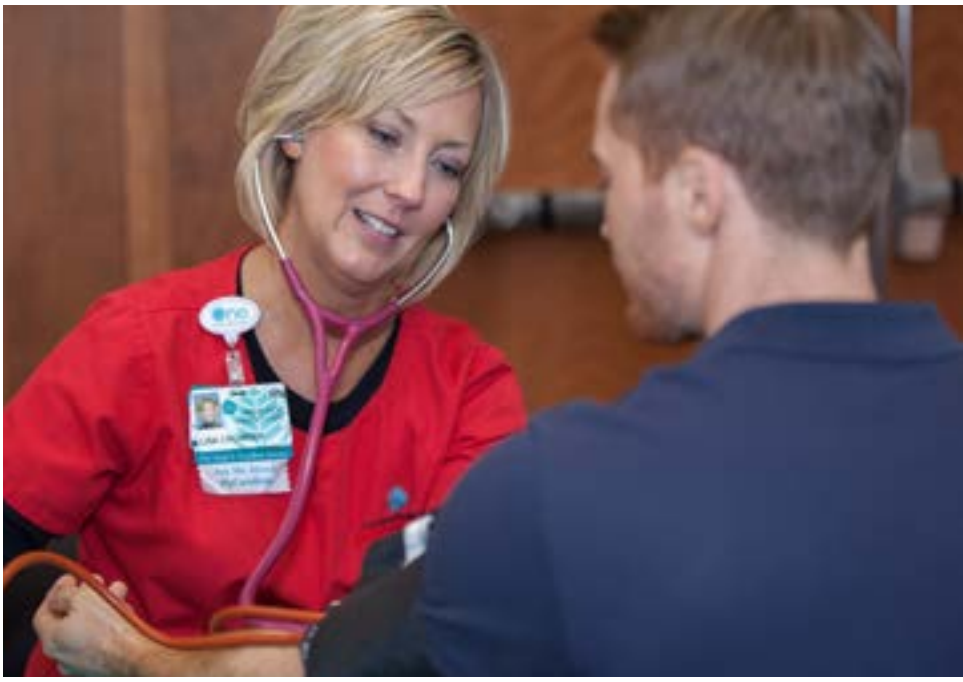
The portal also includes the MyCarolinas online tool, which employees can use to make on-site clinic appointments and schedule doctor appointments, refill a prescription, check lab and test results, and pay a bill.

Other features include HEALTHWORKS monthly newsletters, along with recipes and health tips.



Predictive Analytics

Employers get the "big picture" because we aggregate data for an in-depth health assessment of their entire employee population. Then we provide program recommendations to improve employee health and control overall spending.



Everyone needs a little extra help sometime. That's why we offer wellness programs designed to address specific health issues that might affect your client's employees.

Personalized Health Coaching & Health Management

We focus on both lifestyle/behavioral change management and disease intervention. HEALTHWORKS health coaches and registered nurses proactively encourage healthy physical and emotional behavior, while developing customized action plans to help participants take an active role in their health.



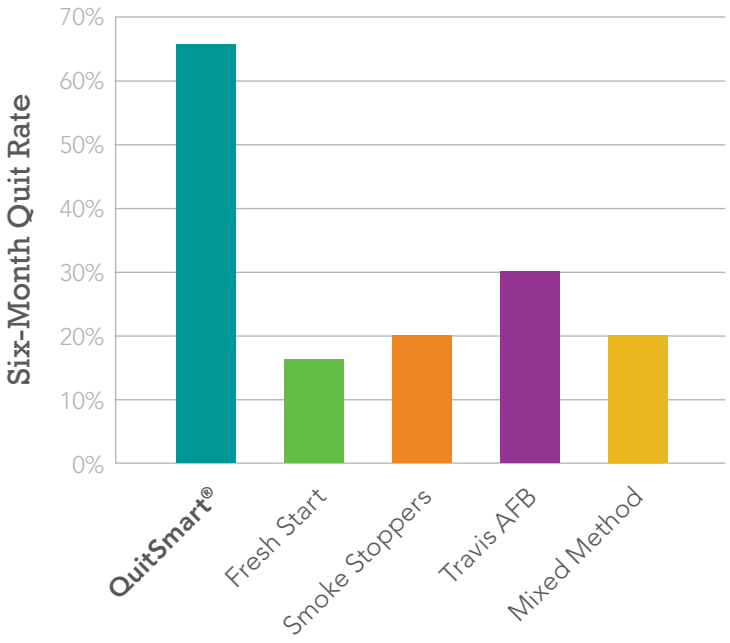
On-Site Flu Clinics

HEALTHWORKS partners with Carolinas HealthCare System Retail Pharmacy to administer convenient, cost-effective vaccinations at employer locations. Immunizations are provided by Carolinas HealthCare System pharmacists.

There's a minimum of 30 participants required per location, and a minimum of 100 participants if the employer is more than 60 miles outside the Carolinas HealthCare System service footprint boundary.

A prepaid voucher program is available.

QUITSMART® vs. FOUR OTHER METHODS



Tobacco Cessation: QuitSmart®

We deliver proven, medically based techniques in group settings at an employer's site. The program is flexible, with a choice of **three 90-minute sessions** or **five 50-minute sessions**.

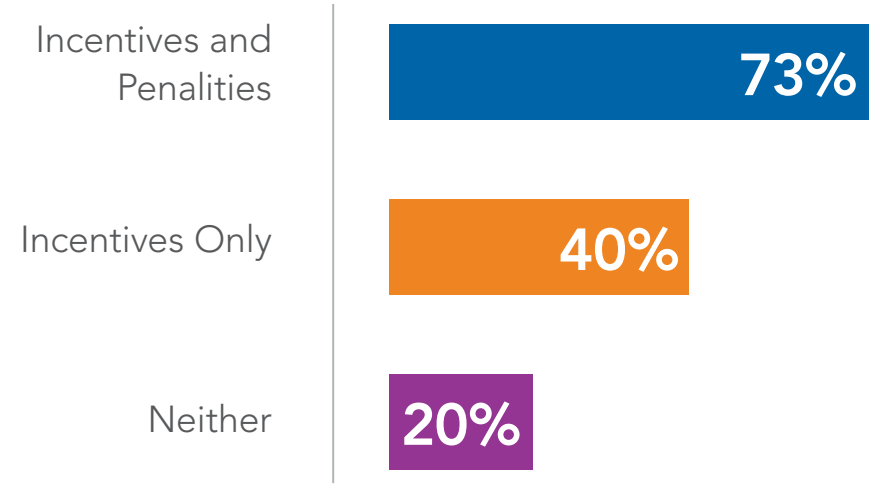
Each participant receives a QuitSmart program tool kit containing a QuitSmart stop smoking guidebook, QuitSmart hypnosis CD and a QuitSmart cigarette substitute.

- Marketing/ engagement campaign to recruit participants
- Four weeks of nicotine replacement therapy products
- QuitSmart toolkit for each participant
- 3-5 group sessions for each participant
- Summary report

4

INCENTIVES AND CUSTOM REPORTING

4 OUT OF 5 U.S. EMPLOYERS USE INCENTIVES TO ENGAGE EMPLOYEES*



*Source: 2015 Incentives for Workplace Wellness Programs, RAND Corp.

Incentives and Custom Reporting

Statistics show that incentives and penalties can maximize employee participation in an employer's healthcare program. That's why — to promote better outcomes and savings — HEALTHWORKS manages and administers a program that's unique to each workplace.

5

ACCESS TO CARE



It's no big secret: Improving employees' access to care can have a positive effect on their overall health. We provide on-site, off-site and online options that improve the way a workforce interacts with health professionals.

Employer Health Clinics

Looking for a way to improve productivity and reduce absenteeism? We can provide full-service, on-site clinics as well as shared options.

We aim to deliver affordable access to primary care, chronic care, disease management, overall wellness and education. Advanced clinical practitioners offer cost-effective, timely healthcare and preventive services that reduce visit costs compared to a physician's office, urgent care or emergency room. And employees will experience seamless care continuity via Carolinas HealthCare System electronic medical records.

Scope of Care

BASIC ON-SITE PRIMARY CARE

- Regular checkups
- Acute care
- Wellness and chronic care management
- Health education
- Pharmacy dispensing
- One-on-one counseling
- Medication management

VIRTUAL CARE

- Urgent Care
- Health Coaching
- Health Management

OCCUPATIONAL HEALTH

- Pre-employment physicals
- Job-specific physicals (e.g., police, firefighter)
- Drug screening
- Workers' compensation



Virtual Urgent Care*

Adults and children (three years old and above) can access the low-cost, high-quality Carolinas HealthCare System team via smartphone, tablet or computer 24/7. The primary goal is to support appropriate and cost-effective healthcare utilization, while avoiding unnecessary emergency room and urgent care visits.

This service is primarily for low-acuity healthcare needs, such as seasonal allergies; cold, cough, bronchitis, and flu; sinus and upper respiratory infections; conjunctivitis/pinkeye; skin conditions; lower back pain; and urinary tract infections.

*Users must be in North Carolina at the time of the visit.



Executive Health

Keeps executives healthy and working at peak efficiency. This program provides executive health assessment, including thorough risk management, screenings, tests and diagnostics, as well as nutrition and exercise consultation.

Benefits of this membership-based practice include a much smaller number of unique patients per physician (300 compared to 1,800); same- or next-day appointments; and 24-hour availability to physicians via email or phone. Plus there's a discounted rate for concierge medicine membership.



Employee Assistance Program (EAP)

This program offers confidential counseling for employees and their families for a variety of issues including marital conflicts, financial problems, job stress, emotional difficulties, alcohol and drug problems, and parenting issues.

The cost is a set fee per employee per year, or a flat rate for fewer than 60 employees. Included are six one-on-one counseling sessions per employee and dependent each year.

Members receive access via six EAP offices in North and South Carolina.



Health Promotions

Health Fairs, Education Seminars and Physician Referral Services

At no additional cost, we can coordinate interactive events at an employer's worksite. Tailored to meet the unique needs of your clients, health fairs, educational seminars and physician referral services are a great addition to an existing program or a valuable first step to launching a program.

By engaging employees at the worksite, barriers to healthcare access can be eliminated and time away from work reduced.

6

OCCUPATIONAL HEALTH



Occupational Health

A single, simple employer agreement and authorization form allows employees walk-in access for more than 50 occupational health services including physical examinations, drug screenings, hepatitis B vaccinations, radiology and many more.

Our robust network has 24 urgent care locations, including one that's open 24 hours, select primary care locations and same-day online reservations for drug screenings, physicals and workers' comp.

The program is overseen by a board-certified medical director with more than 25 years of medical experience. Services are billed directly to the employer.



Occupational Health Locations

All urgent care locations provide radiology and occupational health services. The highlighted locations provide the following specific services:

- S — Spirometry (lung test)
- A — Audiometry (hearing test)
- T — Titmus (vision test)

7

CLIENT RESULTS

HEALTHWORKS Client Results: Large Manufacturer



128 people participated in screenings and health coaching

6.0% Glucose/HgA1c

2.2% Cholesterol

2.6% Blood Pressure

14% Waist Circumference

36% of population reduced their health risks or maintained low-risk status

46% of population did not change their number of health risks between 2013 and 2016

Savings of **$7,390**

HEALTHWORKS Client Results: Municipality 1



310 employees were engaged in screenings and health coaching

0.3% Glucose/HgA1c

22.7% Cholesterol

6.2% Blood Pressure

16.6% Waist Circumference



36% of population reduced their health risks or maintained low-risk status

HEALTHWORKS Client Results: Municipality 2



890 employees were engaged in screenings and health coaching

1.3% Glucose/HgA1c

9.9% Cholesterol

2.1% Blood Pressure

11.8% Waist Circumference



84% of population reduced their health risks or maintained low-risk status

9% of population did not change their number of health risks between 2013 and 2016

HEALTHWORKS Client Results: Municipality 3



609 employees were engaged in screenings and health coaching

11.3% Glucose/HgA1c

16.6% Cholesterol

2.1% Blood Pressure

20.9% Waist Circumference

84% of population reduced their health risks or maintained low-risk status

12% of population did not change their number of health risks between 2013 and 2016

Potential Cost Savings:

$253,130

8

ADDITIONAL RESOURCES



HOW HEALTHWORKS WORKS:
Carolinas HealthCare System



HEALTHWORKS HEALTH COACHING:
Steve's Story, "The Power of Health Coaching"



HEALTHWORKS CLIENT SUCCESS STORY:
Charlotte Eye Ear Nose & Throat Associates



Engagement Tools Brochure

A Guide to What's Inside

Inside these pages, you'll find a comprehensive look at all the employer solutions options, segmented into the individual programs and engagement tools associated with each—including materials such as flyers, posters, emails, direct mail, banners, social media posts and information packets.

Thank You

For more information or a customized quote, contact:

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