

Johns Hopkins Onsite Clinic Impact: Delivering \$53M in Savings, Enhanced Safety and Proven ROI for a Fortune 500 Manufacturer

Customer Snapshot

A Fortune 500 food and beverage manufacturer conducted a long-term evaluation of its 46 Johns Hopkins-managed Onsite Clinics, serving over 20,000 employees. An additional 100 locations receive near-site support, extending access to another 8,600 employees.

The clinics are primarily staffed by advanced practice providers (nurse practitioners and physician assistants), supported by medical assistants, with athletic trainers at select locations. The integrated Johns Hopkins Onsite Clinic model delivers front-line assessment and treatment, preventive and wellness services, and pre-employment/DOT testing, aligned to local safety initiatives.

Customer Objectives



Reduce total health care spend and unnecessary utilization



Lower workers' compensation claim frequency, duration and cost



Improve productivity by minimizing time away from work



Strengthen safety outcomes and accelerate return-to-work

Key Results:

Financial Impact

- ✓ **\$53M** saved in health care spend
- ✓ Clinic users averaged **\$117 PMPM** lower health care costs*
*driven primarily by reduced medical spend and improved care coordination
- ✓ Most savings occurred within the **first year** after the initial clinic visit

Return on Investment

- ✓ **1.6:1 ROI** based on benefit claims savings from both occupational and non-occupational services*
*this excludes additional savings from productivity and compliance (e.g., faster return to work)
- ✓ **\$9.3M in productivity savings over three years** from reduced time away for care

Workers' Compensation Impact

- ✓ **50% decrease in injury frequency** after clinic establishment
- ✓ **47% reduction in total claims** compared to non-clinic locations
- ✓ **3% lower medical-only claim costs** at clinic locations vs. non-clinic sites
- ✓ Substantially lower per-claim costs* **yielding 17%-31% savings per claim**
*due to shorter claim duration and higher closure rates. Among clinic users more broadly, cost per claim averaged \$5,900 vs. industry benchmarks of \$7,100-\$8,600





Outcomes

The analysis found that Johns Hopkins Onsite Clinics significantly reduced total cost of care and workers' compensation costs while improving workplace safety performance. Combined with a validated methodology for measuring productivity gains, these outcomes demonstrate that **Johns Hopkins Onsite Clinics are a strategic lever for improving both employee health and organizational financial performance.**

Based on the positive impact across health care spending, claims and safety outcomes, the analysis recommended expanding Johns Hopkins-managed Onsite Clinics to additional locations to amplify savings and standardize best practices enterprise-wide.

OSHA and Safety Improvements

Measurable decreases in:

- ✓ Recordable injury frequency rate (**IFR 7.34→3.28**)
- ✓ Days away from work, restricted duty, or job transfer (**DART 6.28→2.3**)
- ✓ Accident frequency rates from improved safety outcomes (**AFR 4.59→1.84**)

Calculating the Impact

- ✓ Independent statistical analyses, with findings published in peer reviewed medical journals, evaluated clinic users vs. non-users over three years
- ✓ Productivity savings were quantified using services rendered, estimated hours saved and a weighted average salary of \$65,931

About Johns Hopkins Onsite Clinics

Johns Hopkins Onsite Clinics deliver customized primary, preventive, chronic and occupational care at the workplace — backed by Johns Hopkins Medicine's excellence — to improve outcomes, lower costs and elevate the employee experience. With 150 years of clinical leadership, 100 years in occupational health and more than 40 years of national workplace health experience, we offer unparalleled care and results. Longstanding client partnerships (25+ years) and tenured clinicians (10+ years average retention) reflect our stability and continuity. Our customer-centric approach aligns services to each organization's culture and goals, delivering measurable value and exceptional experiences across the U.S.

150 years of clinical leadership

We advance the Johns Hopkins mission: improving community health through exceptional care, research-driven innovation and education — at work.

Contact us today to learn more about Johns Hopkins Onsite Clinics

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