

MDLIVE[®]
Always there.

How GATE Petroleum is
providing new options
and generating savings
with MDLIVE



White Paper



The future of healthcare is here

Technology has enabled us to do incredible things. From landing a man on the moon to connecting the world online, over the past several decades, we've progressed farther than we ever imagined.

When it comes to healthcare, the telehealth revolution is here. Now patients and doctors can speak to each other through their smartphones and computers, providing quick access to care and massive savings. In fact, U.S. employers could **save up to \$6 billion per year** by providing telemedicine technologies to their employees.¹

Part of this savings is due to the reduction in non-emergency ER visits. One study found that telehealth can **reduce ER visits by 15 percent** or more, which can drastically reduce medical costs to patients and their employers.² When you combine that with the fact that the number of patients using telehealth is increasing to **over 7 million telehealth users in 2018** from just 350,000 users in 2013,³ it becomes evident that adding a telehealth option can be an effective way to expand any company's healthcare benefits and reduce overall medical spending.

Sources:

1. <https://www.towerswatson.com/en/Press/2014/08/current-telemedicine-technology-could-mean-big-savings>
2. <http://isalushealthcare.com/blog-all/postid/371/20-telemedicine-statistics-private-practices-should-know>
3. <http://www.hcrnetwork.com/telehealth-2018-predicted-dramatic-rise-popularity/>



A dynamic history of diversity

Starting as a single service station in Jacksonville, Florida in 1960, GATE Petroleum has grown to become the 17th largest privately-held company in Florida. When faced with the oil crisis in the 1970s, it began to diversify by acquiring new, unrelated businesses. Now it operates eight pre-cast concrete plants, a host of real estate ventures, a hospitality division, fuel services and fleet services.

“ We chose telehealth because of the ease and convenience of access to a doctor. We decided to choose the option whereby the company pays 100 percent of the cost in an effort to hopefully drive utilization. Even if the health plan breaks even, we are happy to provide this benefit to the employee.”

— GATE Petroleum Executive

How GATE Petroleum’s investment in telehealth is paying off

As part of its commitment to its more than 3,000 employees, GATE Petroleum explored the benefits of adding telehealth to its healthcare benefits. After discovering how convenient it was to speak with a doctor anytime, anywhere, GATE Petroleum selected MDLIVE as its telehealth partner and launched the service in January 2015. Since that time, more than 19 percent of their employees have used the service and given it a satisfaction rating of 87 percent. Along with this, GATE Petroleum has saved money and achieved an ROI of 56 percent.

\$71,255
in care
diversion savings

19.8%
utilization

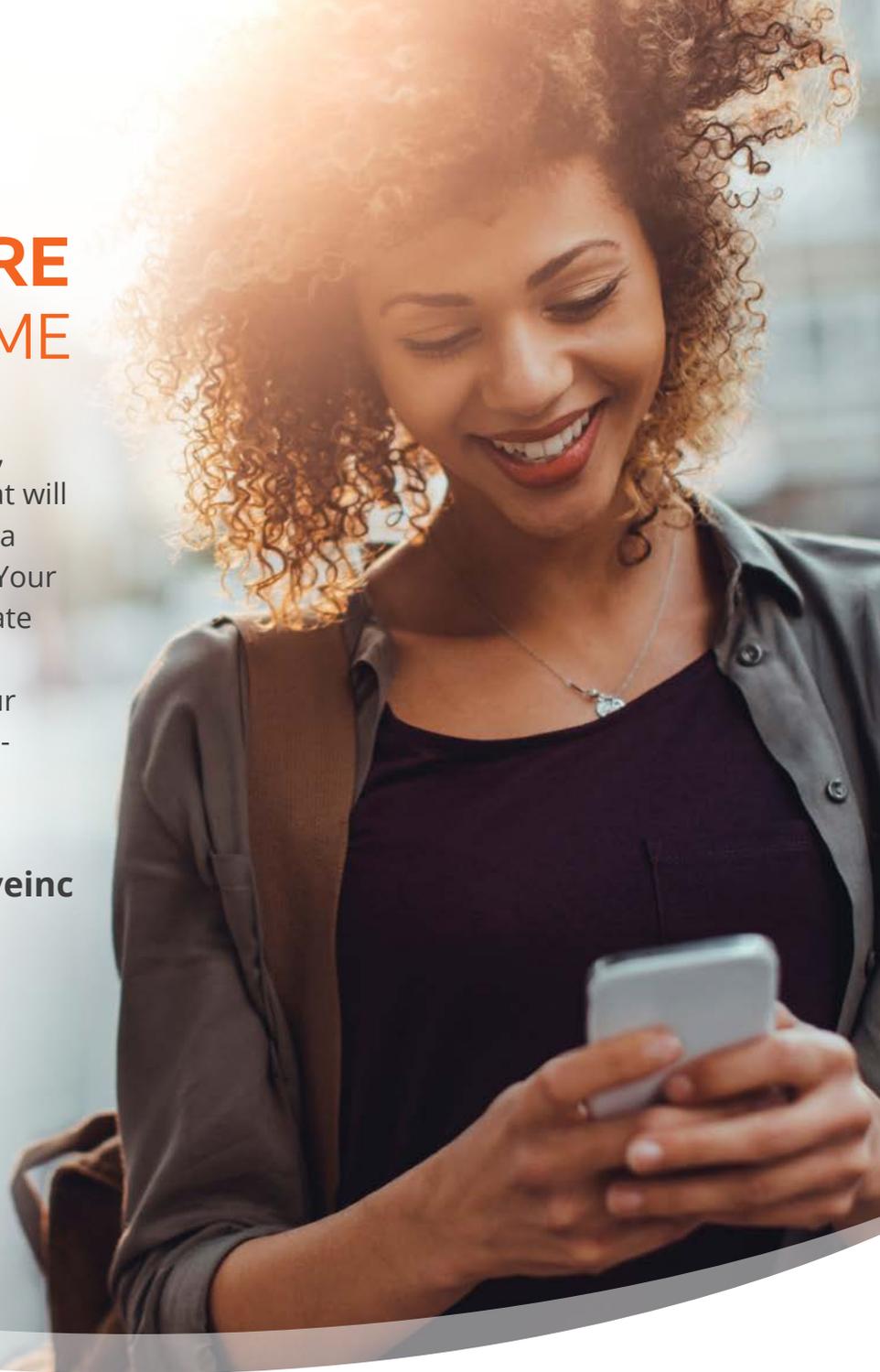
\$92,355
total savings
in 2017



THE RIGHT CARE AT THE RIGHT TIME

MDLIVE's technology and online strategies deliver a comprehensive, end-to-end virtual care solution that will enable your organization to create a holistic digital front-door strategy. Your business can reduce costs, accelerate revenue and increase access while removing the barriers between your employees and the care they need - when and where they need it.

Schedule your demo now.
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