The world’s largest retailer will see you now........
Despite significant changes to healthcare brought on by the Affordable Care Act (ACA) Americans still struggle to access affordable care.
Introduction

- About 25% of the U.S. population lives in a rural area where only 10% of the nation’s physicians practice.
- > 17% of GDP: $2.9 trillion dollars/year on healthcare.
Retail Healthcare

- CVS, Walgreens, Target
- Walmart
  - Old model – 87 partnerships across the country
  - New model – 17 test sites
    - Walmart employed Quadmed “Holistic, Patient Centered Primary Care”
    - APRN based, CLIA waived labs
    - Acute Care
    - Chronic Disease Management
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Walmart Healthcare

“It’s business”

- 90% of Americans live within 15 miles of a Walmart
- 44% of people in the U.S. visit a Walmart each week
Impact on Cost & Access

- The “Customer”
  - 5,000 stores nationwide
    - Walmart Marketplace vs. Dollar General
  - Price Transparency
    - $40 visit
    - “Menu based”
  - One stop shopping
    - Extended hours
Impact on Cost & Access

- 1.4 million Walmart employees in the U.S.
  - $500 million in healthcare costs in FY2014
  - Cost to Employee = $4/visit
Unexpected Outcomes

- “Impact on local primary care clinics?
- Loss of services?
- Electronic Medical Record?
- Referral network?
- Advanced Practice Nurse vs. Physician for chronic care?
Stakeholders Against Retail Clinics
Stakeholders For Retail Clinics

- Retail Stores: CVS, Kroger, Walgreens, Kmart, Target
- AARP
- The Robert Wood Johnson Foundation
- American Association of Nurse Practitioners
Significant confusion or change in a marketplace opens the door for *Disruptive Innovation*.
Retail Healthcare
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