

# Yakima Valley Farm Workers Clinics

*Working with Mobisante to Retain More Patients*



## BACKGROUND

The Yakima Valley Farm Workers Clinics (YVFWC) operates 22 clinics and provides comprehensive medical, dental and social services for communities in Washington and Oregon. YVFWC is committed to providing high quality care, particularly for families, many of which depend on managed care plans.

Originally established in 1978 to provide health care for migrant and seasonal farm workers, the Yakima Valley Farm Workers Clinic is a non-profit organization employing over 160 physicians who serve over 130,000 patients. Healthcare services are provided without regard for an individual's ability to pay, and those without health insurance have access to a sliding-fee scale.



## CHALLENGE

Carlos Olivares, CEO of YVFWC, continually looks for new ways to extend better care to the patient community. "Our patients aren't always able to visit a specialist for treatment. It is critical to find the most cost-effective manner to provide the best care possible within our clinics."

Many of the YVFWC clinics have traditional ultrasound systems which are primarily used for routine obstetric management. In clinics where ultrasound imaging is not available, providers refer the patient out to another facility which often times means they have to travel and wait for results. At times, these services are referred outside the YVFWC system, impacting the bottom-line. Under contract, the clinic is paid a fixed amount for patients under managed care, which further means that "with referrals, we often lose the patient and they do not come back. We lose payments as well. Olivares says. Because YVFWC assumes the risk for their patients, finding quality care solutions for keeping patients in the YVFCW system is a win-win.

**"Providers are happy. YVFWC saves money, and patients are happy."**

**—Carlos Olivares, CEO of Yakima Valley Farm Workers Clinics**

## EXPECTED RESULTS

YVFWC determined that Mobisante's affordable MobiUS™ mobile ultrasound systems would be ideal to help provide better, more comprehensive patient care while reducing the risk of patient loss through referrals and satisfaction. "With the MobiUS systems, our family doctors would be able to perform the necessary imaging themselves, for better care management," states Olivares. For example, patients would receive an internal consultation from their provider within the YVFWC system. For orthopedics, ultrasound-guided steroid injections could be done right away on-site, with great ease and convenience for the patient. "Performing more of these procedures in-house and having more providers imaging would greatly expand our capabilities to provide quality care to our patients and has the potential to have a positive impact on our bottom line" says Olivares. "MobiUS systems transform patient care and are perfectly suited for our clinics. If the providers can do the imaging themselves, often in the same appointment, that is ideal for patients. The providers would be able to receive a consult from YVFWC obstetricians experienced in ultrasound if needed. No external payment is made, and our risk of patient loss through referral is greatly reduced."

