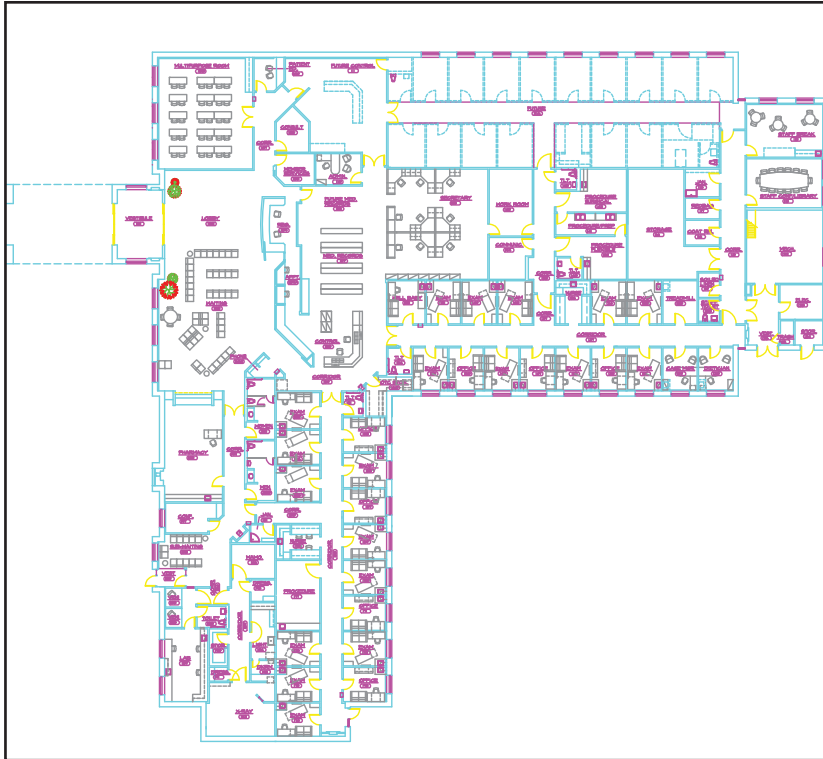


## Deere & Company Healthcare Clinics Various Locations

When Deere and Company decided they could provide health care cheaper and more effectively for their employees and retirees in the 1990's, the Board of Directors of Deere and Company formed an alliance with the Board of the Mayo Clinic in Rochester, Minnesota. Mayo Clinic provided planning services and user input and resulted



in the creation of clinics which reflected the Mayo Clinic type of operation: long, wide corridors set at a 90-degree angle to each other with a control station at the common corner, large exam rooms which doubled as physician offices, physical therapy and radiology services, and a drive-thru pharmacy. The exam rooms/offices were 125 s.f. in size and lined each side of the exam corridors. The clinics also featured a large amount of space devoted to HMO functions and other non-revenue producing spaces. The cost of these clinics was \$135 per s.f. and totaled approximately 2,500 s.f. of space per provider.

It was eventually determined that a clinic of this size was not cost effective for Deere and Company. The HBA team then provided an analysis of systems, finishes and services as well as layout and the result was a smaller, more efficient and cost effective facility with no reduction in quality.

