

SuccessStories

Isernhagen Work Systems had the products we needed to help Alcoa reduce their injury costs. **I never thought for a minute that we could do this without IWS.**

Patrick Doherty
PRESIDENT, WORK FITNESS CENTER



Work Fitness Center Improves Occ Health at Alcoa

Background

Franciscan Medical Center and Patrick Doherty founded the Work Fitness Center in 1985 in response to the growing occupational health needs of employers in the Quad City communities. Work Fitness is a comprehensive occupational medicine and rehabilitation company committed to excellence in service and reducing costs in the field of occupational and environmental health. Today, Trinity Health Enterprises, Inc. and John Deere Health Care, Inc. own Work Fitness Center.

Challenge

One of Work Fitness' corporate clients is Alcoa, the world's leading producer of primary aluminum, fabricated aluminum and alumina. Since 1990, Work Fitness has had one part-time, fee-for-service therapist providing rehabilitation services for injured Alcoa workers. Doherty saw an opportunity to **provide additional services** for his client. Alcoa was concerned with the number of people on permanent restrictions, and Doherty felt Alcoa could benefit from the objectivity of the IWS Functional Capacity Evaluation (FCE) in getting these people back to work at their original jobs.

Solution

Doherty and IWS developed a joint presentation for Alcoa. It explained how the IWS tools, processes and methodologies – delivered by Work Fitness professionals – could evaluate and better utilize employees with permanent restrictions, and, where appropriate, return injured workers to productive duty. “We just didn't have the skill level to sell this ourselves,” explained Doherty. “And I really felt IWS was the right solution for Alcoa.”

Results

The result was a win-win-win situation. “Since the IWS programs are based on objective data, we're providing a better service to the employer,” explained Doherty. “Instead of restricting people, we're enabling them.”

With Alcoa's support and approval, Work Fitness now has one full-time, on-site physical therapist and one part-time, on-site case manager. From a financial perspective, those 2 positions represent **more than \$150,000 annually** for Work Fitness. Collaborating with IWS increased Work Fitness' credibility with Alcoa and, subsequently, with their other clients. “As the Alcoa project continues, I feel we could utilize our lessons learned and apply them to other, smaller employers in our marketplace,” Doherty said. “We now have the knowledge and the confidence to do this.”

CALL US TODAY at (218) 728-6455
or visit us at www.isernhagen.com