



ULTIMATE GUIDE TO STARTING A MOBILE MEDICAL CLINIC

Ready to take your healthcare mission on the road?

When a team of passionate healthcare providers comes together, miracles can happen. And now with the help of mobile health clinics, it is easier than ever to expand your services and deliver miracles to those who need them most.

As veterans of the mobile health industry, we understand all of the concerns and curiosities that come with starting your own mobile medical program. We know you have a ton of questions circulating your mind regarding the cost, timing,

It's our pleasure to provide you with the answers you need to set out on the right path to success.

In this eBook, we've gathered all of our shared insight and years of experience to create an ultimate guide to successfully launching a mobile health clinic. Let's get started!



What is a Mobile Medical Clinic?

Mobile medical clinics (or mobile health clinics) are specialty vehicles customized with the necessary facilities, tools and supplies for healthcare providers to bring their services to new locations and offer high quality care to underserved communities.

There are many different types of mobile medical vehicles that deliver a variety of medical services, including urgent, preventative, or mental health care:

- ✓ Primary Care
- ✓ Urgent Care
- ✓ Dental Health
- ✓ Mammography
- ✓ Testing and Screening
- ✓ Laboratory
- ✓ Audiology
- ✓ Disaster and Pandemic Relief
- ✓ Mental Health Programs
- ✓ Prenatal/Postnatal Care

Benefits of Starting a Mobile Medical Clinic

- 1 Healthcare delivered where it's needed most.
- 2 Versatility and innovation.
- 3 Lucrative business opportunity.
- 4 Cost-effective solution.
- 5 Deliver care and convenience.

DID YOU KNOW?

Mobile clinics are improving access to care with up to **6.5 million visits annually.**



3 Steps to Get Started with a Mobile Medical Program

1

CREATE YOUR VISION AND TEAM

Before you can hit the road, there are many critical details to consider – from the purchase of your mobile medical unit that suits your needs to the planning and execution of your program.



Who You Aim To Serve

To find the communities that need care, do your own research and learn the needs of patients in medically underserved communities. Discover what services they're lacking and the best way you can provide high quality care.

Mobile clinics mainly serve the uninsured (60%) and the publicly insured (31%).



Where You Plan to Go

With a clear understanding of how you can best serve these communities, map out the locations you'd like to include on your tour and decide on the primary services you plan to provide.



Who You Need On Your Team

Build a team that is passionate about helping you bring your vision to life and that will strive to create a friendly, inclusive and safe environment for each and every patient.

2

INVEST IN THE RIGHT MOBILE MEDICAL UNIT

Choosing the right mobile medical unit that is realistically priced and furnished with the equipment you need is key to your success. This is also the point at which many healthcare providers get stuck, concerned the cost of a mobile medical vehicle is far out of their reach.

New VS Preowned

Costs from \$300,000 to \$600,000+

Modest, transparent and cost-effective pricing solutions

6 to 9 months to deliver

Only 30 to 90 day turnaround

Limits available funds to invest into executing and marketing your program

Leaves room in budget to invest into enhancing your program

Let's Talk Warranties...

Warranties come in different shapes and sizes – in other words, they either guarantee that they will deliver on their promises or they don't. Remember these tips when discussing the scope of your warranty for your mobile medical unit:

✓ **Review the warranty carefully and make sure you fully understand the terms.**

Is it written simply and clearly? Does it state their intent for your satisfaction? If it leaves this intent out, it's time to raise some questions and concerns.

✓ **Ask questions.**

Don't leave any stone unturned. Ask the manufacturer about standard scenarios and common problems. Come prepared with experiences from other owners of mobile medical units.

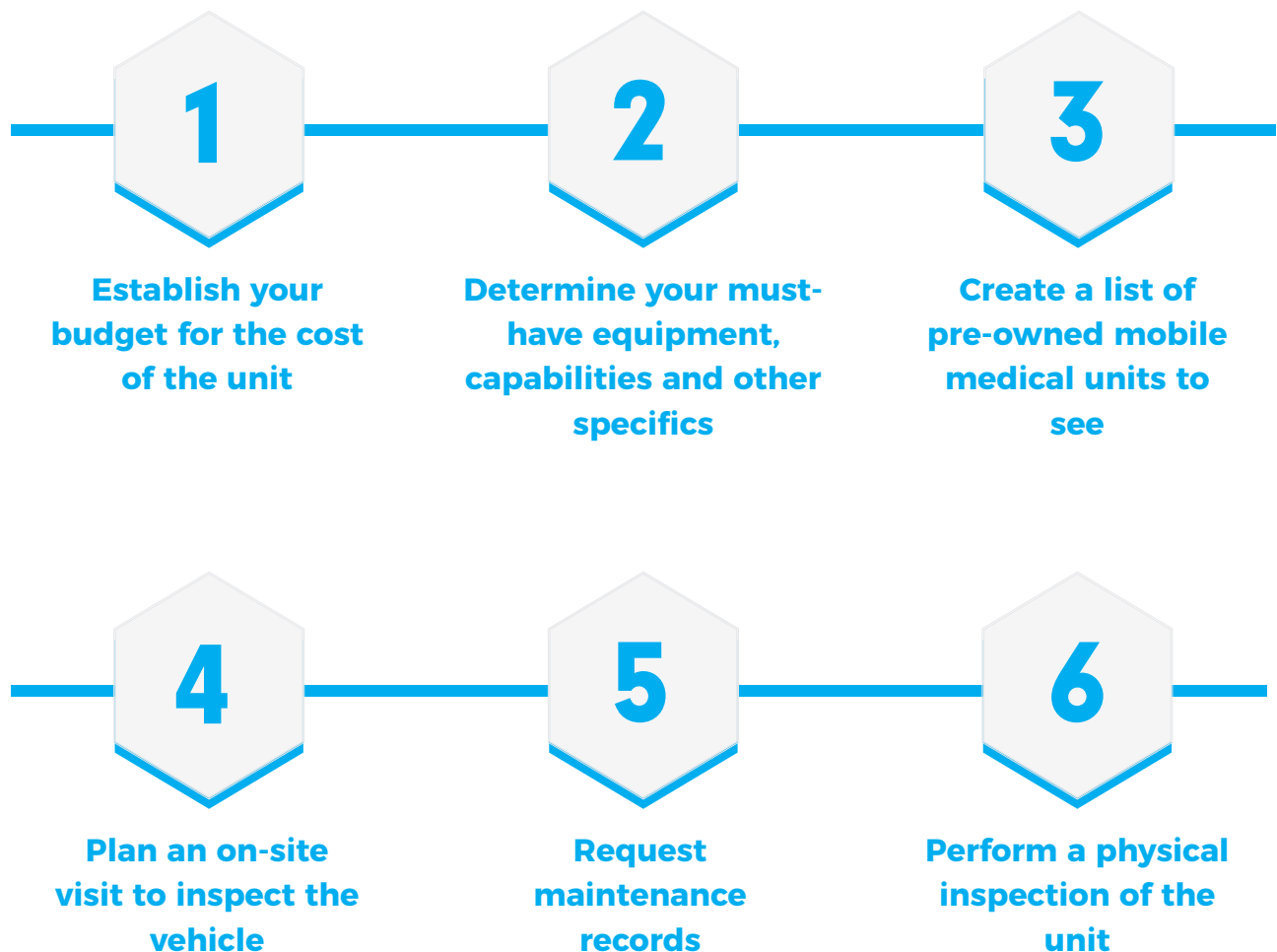
✓ **Listen carefully.**

If your questions are not met with clear, definitive answers, it is likely that they'll be just as wishy-washy when you call them with an issue.



Pre-Inspection Planning

Finding the right used mobile medical clinic starts with following a pre-inspection plan that includes the following steps:



3

PLANNING YOUR MOBILE HEALTH TOUR

The last step is planning out the details of your mobile health tour, including how you're going to fund your program, market to these communities, and build relationships with new patients to keep them coming back!

Fundraising

You may have given a lot of thought to how you're going to afford the purchase or lease of your mobile health clinic, but not quite as much to how you're going to financially support the ongoing efforts, operations and maintenance of your program.

Partnering with a team that can help you with your fundraising efforts to collect enough funds to launch and maintain your mobile health services is the best way to accomplish your mission.

Marketing Your Mobile Medical Program

With the financial backing to get started, the next piece of the puzzle is to advertise your program. Here are tips for marketing your mobile medical clinic:

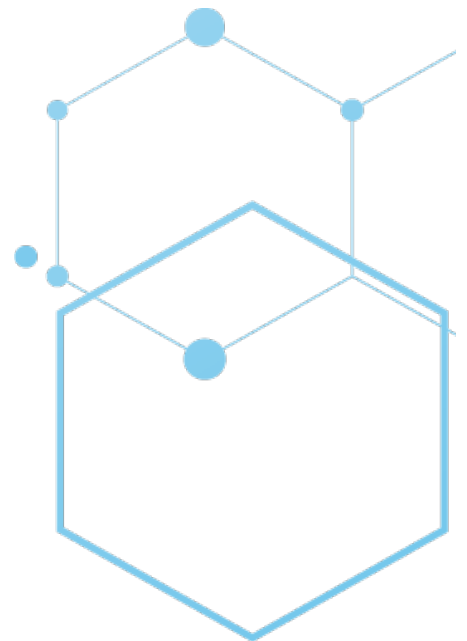
- 1 Customize your unit** by wrapping it with your branding to create visual appeal and make it easy for new patients to locate!
- 2 Devise a strategy** that will allow you to build relationships with your patients and encourage them to recommend your services to friends and family.
- 3 Team up with organizations** within these communities, including local clinics, rehabilitation centers, food pantries, and other community centers

Understanding Mobile Medical Regulations



Making sure you are fully aware of all the mobile medical laws and regulations for each place you'll be visiting is one of the most important factors to determine before you leave town in your mobile medical vehicle.

Every state has its own set of rules and regulations for operating a mobile medical program. The requirements vary. That's why it is critical to a successful mission to ensure that you and your team have covered all bases when it comes to what you need to safely and legally provide your medical services.





Starting your own mobile health clinic doesn't have to be a challenge as long as you establish your goals and partner with the right team to set your mobile program up for success. Mission Mobile Medical is dedicated to helping you bring your vision to life, so that you can better serve your community.

By working with experienced mobile medical partners, like Mission Mobile Medical, you can save time, money and find the answers you need. We guide our clients through a smooth, efficient process to launch their mobile medical program, as well as provide the technical support to ensure they have everything they need for a successful sprint out on the road.

The road to mobile medical has its ups and downs, but the end goal is worth every bump along the way!

