

Walmart opens 5 new clinics in Florida with same approach of low costs and convenience as its Supercenters

Article

The news: Walmart opened five new Walmart Health centers across Florida. This news comes six months after it announced plans to expand its clinic presence in Florida.

Unpacking Walmart's health centers: Walmart offers a one-stop shop approach to healthcare, much like its retail experience.

- Walmart Health centers offer everything from primary care, lab testing, and imaging, to dental care, psychiatric care, and counseling.
- Walmart Health offers low, one-time charges for primary care services. This differs from entrants like **One Medical**, which require annual subscriptions. One Medical's subscription is **\$200**, for context.

How we got here: Walmart launched its first health clinic in 2019, and it's kicked expansion into high gear since.

- In June 2020, it acquired prescription management platform **CareZone** to expand medication management and delivery services to its customers.
- In September 2020, it struck a deal with Medicare-focused primary care company **Oak Street Health** to integrate its primary care services into three major supercenters.
- In May 2021, Walmart acquired telehealth provider **MeMD**. This gave Walmart the competitive edge of having both in-person and virtual care services.
- In September 2021, Walmart tapped **Epic** to connect its healthcare services (including virtual care) with Epic's EHR platform.
- And in October, it partnered with health benefits company **Transcarent** to make its retail clinics, telehealth services, and prescription benefits available to Transcarent members.

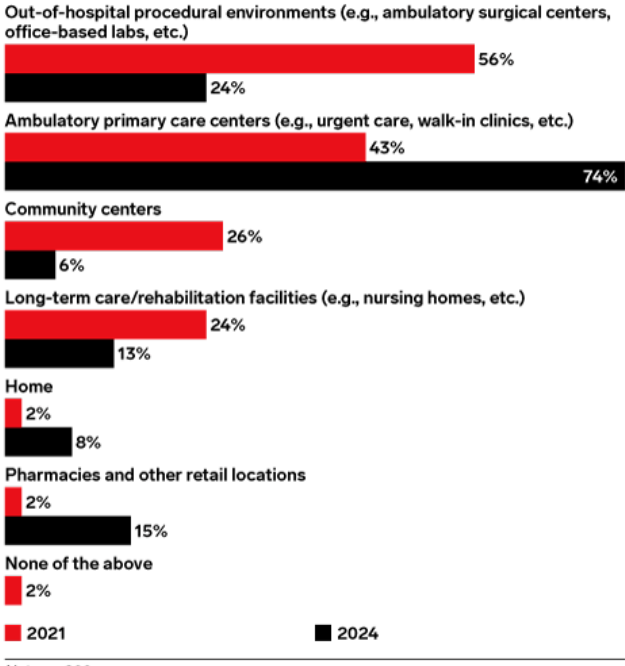
What's next? Walmart is encroaching on the primary care space with its hybrid in-person and virtual model of care. And it's big enough to capitalize on the D2C healthcare and employer benefits markets.

- In H1' 2021, **over one-quarter (27%)** of funded digital health companies operated on a D2C model. That's **up from 22%** last year, per Rock Health.
- Many employers are turning to virtual care to clamp down on rising healthcare costs without sacrificing quality of care.

- Walmart is entering the game from a very powerful seat. It already has higher customer loyalty than other leading retailers and a large physical footprint of around 3,600 supercenters, [per Insider](#).
- Plus, its affordable prices and one-stop-shop model could edge out competitors like **VillageMD** and **CVS MinuteClinic**.

Locations for Routine Care Delivery According to US Healthcare Leaders, 2021 & 2024

% of respondents



Note: n=200
 Source: Phillips and IResearch Services, "Future Health Index 2021," May 5, 2021
 267926 [InsiderIntelligence.com](#)