



SUCCESS STORY 1

The HealthPlan Optimizer™ helps engineering firm reduce costs by \$200,000

By using *The HealthPlan Optimizer™*, an engineering firm saved more than \$200,000 on their employee health insurance program.

An engineering firm saved more than \$200,000 on their employee health insurance program.

The bottom-line?: By using *The HealthPlan Optimizer™*, the firm cut their increase in premiums by half, saving the company more than \$200,000 in the first year, and put the company on a better footing to control their costs more effectively in the future.

*Optimize your health plan.
Maximize your Savings.*

The HealthPlan Optimizer™, available exclusively to Singer Nelson Charlmers clients, is our proprietary process to manage the tremendous and growing costs of health insurance, while increasing employee satisfaction. Using advanced technology, we generate critical data to help us negotiate more effectively with insurance companies and gain more control over your healthcare costs. No one else offers this service. And, in case after case, it has resulted in happier employees and better use of health-plan dollars.

When we started working with them, the firm's insurance premiums had skyrocketed. They were looking for a new way to purchase health insurance and save money. As a result, they decided to take advantage of *The HealthPlan Optimizer™*.

Without *The HealthPlan Optimizer™*, the firm could never have known that 20 percent of their premiums were being wasted on services that were hardly used.

We were then able to negotiate better terms for a plan that truly reflected the needs and desires of the employees. As a result, 80 percent of the employees migrated to lower cost plans that fully accommodated their health insurance needs.