



SUCCESS STORY 2

Proactive approach helps employer avoid hundreds of thousands of dollars in future premium increases

A successful tile importer and distributor with more than 100 employees, lowered their risk of high premium increases by using *The HealthPlan Optimizer*™.

Previously, the company had self-insured their health plan. While this approach initially worked well, the company wanted to make a change when their claims started rising and employees started complaining about poor claims service.

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.

By conducting a claims and utilization audit, we discovered hidden risks that could cause serious problems in the future. These hidden risks could have escalated the company's future obligations to a level they could not afford or sustain, and also make it impossible for them to find an insurance company who would undertake their risk.

“The company was able to protect itself from serious problems and avoid hundreds of thousands of dollars in crippling cost increases.”

Based on our risk analysis and the way employees were using the plan, we were able to customize a new plan more suitable for the employees' needs, and negotiate favorable terms with an insurance company who better matched their risk profile.

As a result, by investigating their real dangers and opportunities, and by acting proactively, the company was able to protect itself from serious problems and avoid hundreds of thousands of dollars in crippling cost increases in the future.