



riskinternational

CASE STUDY

\$10+ MILLION
SHAREHOLDER
VALUE CREATION

7 MONTHS
INITIAL
SPEED OF CAPTURE

INDUSTRY
TELECOMMUNICATIONS

EMPLOYEES
790

LOCATION
TEXAS

TELECOMMUNICATIONS

\$210 MILLION PRIVATE EQUITY OWNED

ENGAGEMENT

- Engaged late fall for 1/1 renewal - quickly evaluated broker's renewal strategy.
- Took over the responsibility of financial projections, development of funding rates, and supplier negotiations due to alarming errors within the broker's work product.

RESULTS

- Timing led to multi-tiered approach; renegotiated incumbent terms, immediate realignment of risk tolerance.
- Sourced and vetted opportunities aligned with the firms' philosophy, providing a strong benefits offering that empowers employees at fair costs.
- Implemented non-traditional solutions with positive employer and employee financial impacts, despite pushback from industry stakeholders.
- Focus on high-quality and value services/providers with improved cost structures, optimized engagement results.

FACILITATED \$1.1+ MILLION
IN TOTAL SAVINGS

REDUCE RISK | REALIZE REWARD

riskinternational.com