



riskinternational

## CASE STUDY

**\$15+ MILLION**  
SHAREHOLDER  
VALUE CREATION

**5 MONTHS**  
SPEED OF CAPTURE

**INDUSTRY**  
MANUFACTURING

**EMPLOYEES**  
720

**LOCATION**  
MICHIGAN

## HEAVY MACHINERY COMPANY

\$140 MILLION PRIVATE EQUITY OWNED

### ENGAGEMENT

- Engaged to identify methods to achieve savings on their health plan.
- Had poor experience with traditional insurance market.

### RESULTS

- Explored the viability of RBP, convinced the client, and achieved 25% savings.
- Broker pushed back on non-traditional methods, so we eliminated.
- Exited Rx coalition with carrier due to lack of transparency found.
- Streamlined process for members by contracting with local systems.

**FACILITATED \$1.5 MILLION**  
IN TOTAL SAVINGS