



riskinternational

## CASE STUDY

**\$21+ MILLION**  
SHAREHOLDER  
VALUE CREATION

**8 MONTHS**  
SPEED OF CAPTURE

**\$2.1 MILLION**  
TOTAL SAVINGS

**INDUSTRY**  
MANUFACTURING

**EMPLOYEES**  
1,500

**LOCATION**  
OHIO

## MACHINERY AND MANUFACTURING

**\$1.9 BILLION PRIVATELY HELD**

### ENGAGEMENT

- Large global brokerage firm became accustomed to accepting industry status quo, resulting in the following:
  - Medical network had been left unassessed for years.
  - Broker was pushing traditional packaged solutions.
  - Receiving above market-standard compensation.

### RESULTS

- Deployed Check 173 diagnostic focused on in-depth network analysis, Rx repricing, full redline review of supplier contracts, and a detailed action plan of prioritized savings opportunities and program enhancements.
- Identified \$500K annual shortfall due to broker mathematical error (\$1.6M over three-year contract).
- Identified \$1.4M first-year savings by sourcing Rx coverage through non-profit coalition, and implemented medical administrator with 4% network advantage.