



riskinternational

CASE STUDY

\$15 MILLION

SHAREHOLDER
VALUE CREATION

8 MONTHS

SPEED OF CAPTURE

INDUSTRY

HEALTHCARE

EMPLOYEES

1,500

LOCATION

FLORIDA

HEALTHCARE SERVICES/ PHYSICIAN GROUP

\$500 MILLION PRIVATE EQUITY OWNED

ENGAGEMENT

- Engaged by Private Equity sponsor to conduct Total Cost of Risk (TCOR) assessment of four distinct physician group practices, with expansive geographic spread, and varying ownership interests.
- Company has grown rapidly through acquisition, however, had 12 separate renewal dates.
- Broker compensation (\$1.25M) was 3.5X-5X higher than market (\$250K-\$375K).

RESULTS

- Right-sized broker compensation at negotiated fixed annual fee of \$350K (-72%).
- Net renewal savings of \$600K.
- Consolidated renewal dates from 12 to 3, easing administrative burden.
- Assisted company with multiple add-on M&A deals over past nine months.
- Retained as go-forward Outsourced Risk Management function.

FACILITATED **\$1.5M**
IN TWO YEAR SAVINGS

REDUCE RISK | REALIZE REWARD

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