



riskinternational

## CASE STUDY

**\$79 MILLION**

SHAREHOLDER  
VALUE CREATION

**5 MONTHS**

SPEED OF CAPTURE

**INDUSTRY**

RETAIL

**EMPLOYEES**

15,000

**LOCATION**

ARIZONA

## RETAIL

**\$8 BILLION PRIVATE EQUITY OWNED**

### ENGAGEMENT

- Client desired an independent review of their Health and Welfare offering.
  - Recent benefits management activity with broker had produced steady and standard escalation of costs.
  - The incumbent carriers in the client's supply chain had little motivation to improve their competitive position(s).
- Performed comprehensive Check 173 Benefits Diagnostic, focusing on areas of misaligned risk, ill-structured costs, and wasteful spending.

### RESULTS

- RIBA initiated a competitive sourcing process for all lines of coverage, which had not occurred in several years.
  - Incumbent suppliers forced to provide competitive pricing or be replaced by a provider with a more appealing service/cost model.
- Results of the competitive exercise led to massive incumbent concessions, allowing the company to strike cost from the Pharmacy, Life & Disability, and Canadian benefit plans without making supplier changes (no visibility or disruption to employees).

FACILITATED **\$7.9M** IN FIRST YEAR SAVINGS

REDUCE RISK | REALIZE REWARD

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