



riskinternational

CASE STUDY

\$80+ MILLION

SHAREHOLDER
VALUE CREATION

10 MONTHS

SPEED OF CAPTURE

INDUSTRY
AEROSPACE

EMPLOYEES
7,000

LOCATION
OHIO

AEROSPACE MANUFACTURING

\$5.1 BILLION PUBLICLY TRADED

ENGAGEMENT

- Initially engaged as parent company was in process of acquiring its largest competitor, to assess current state of each entities' benefits program.
- Developed and oversaw the execution/implementation of a harmonization plan which brought both companies together under one consolidated and comprehensive benefits platform.
- Incumbent broker arrangement included exorbitant compensation and numerous revenue streams.

RESULTS

- Identified opportunities for plan, cost, and contractual optimization while enhancing overall employee experience by transitioning off broker-owned private insurance exchange platform.
- Led rigorous supplier sourcing process, including Benefits Administration Technology, Broker Selection, Direct Pharmacy Solicitation, Stop-Loss Specialty Procurement, and other major lines of coverage.
- Implemented harmonized benefits offering improving cost structure and benefit richness.
- Savings by category: Medical/Rx (\$4.1M), Stop-Loss (\$900K), Ancillary (\$1.7M), Broker (\$1.2M), Ben. Admin (\$200K).

FACILITATED **\$8.1 MILLION**
FIRST YEAR SAVINGS

REDUCE RISK | REALIZE REWARD

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