



riskinternational

CASE STUDY

\$5+ MILLION
SHAREHOLDER
VALUE CREATION

6 MONTHS
SPEED OF CAPTURE

\$548K
TOTAL SAVINGS

INDUSTRY
TECHNOLOGY

EMPLOYEES
230

LOCATION
COLORADO

SOFTWARE/TECHNOLOGY

\$84 MILLION PRIVATE EQUITY OWNED

ENGAGEMENT

- Transitioned medical/Rx to a properly sourced and analyzed self-insured arrangement with enhanced performance guarantees.
- Eliminated wasteful plan costs, notably:
 - Average annual increase in medical/Rx premium over two years was 19%; inconsistent with average annual medical/Rx claims trend during this period (-10%).
 - Broker compensation (\$150K) was 2X-3X higher than market (\$50-\$70K).
 - Company inadvertently subsidizing employees electing the PPO plan, creating financial enrollment risk.
- Directed comprehensive supplier sourcing for all lines of coverage, increasing competitive market tension.

RESULTS

- Deployed Check 173 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 the following:
 - \$500K annual shortfall due to broker mathematical error (\$1.6M over three year contract).
 - \$1.4M first year savings by vetting market and carving out Rx coverage to non-profit coalition.
- Implemented medical administrator with 4% stronger network discounts.

REDUCE RISK | REALIZE REWARD

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