



riskinternational

CASE STUDY

\$20 MILLION
SHAREHOLDER
VALUE CREATION

5 MONTHS
SPEED OF CAPTURE

INDUSTRY
BUSINESS SERVICES

EMPLOYEES
2,000

LOCATION
UTAH

UTILITY MANAGEMENT

\$200 MILLION PRIVATE EQUITY OWNED

ENGAGEMENT

- Engaged by private equity firm to conduct Initial Assessment to uncover areas within benefits not meeting benchmarks.
- Long-standing regional broker relationship complicated with additional consultant team engagement.
- Conducted full sourcing processes for Medical, Rx, and Stop-Loss coverages for an April 1 renewal.
- Targeted contract, cost improvements, and access to care given geographically diverse organization.

RESULTS

- Uncovered \$2.25M in savings with improvements in member network access, more favorable contract terms, and reinvestment of over \$200K into reducing employee cost share.
- Realigned broker comp to benchmark resulting in a \$70K decrease in compensation for the upcoming plan year.
- Benefit enrollment increased and post-enrollment surveys uncovered a 17% improvement in EE perception of benefit offering.
- Regional broker remained in place.

FACILITATED \$2.2 MILLION
IN FIRST YEAR SAVINGS

REDUCE RISK | REALIZE REWARD

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