



riskinternational

CASE STUDY

\$18.6 MILLION
SHAREHOLDER
VALUE CREATION

10 MONTHS
SPEED OF CAPTURE

INDUSTRY
CONSULTING

EMPLOYEES
1,200

LOCATION
MISSOURI

CONSULTING SERVICES

\$1.1 BILLION PRIVATE EQUITY OWNED

ENGAGEMENT

- Client was insured under an antiquated Medical/RX Product and hadn't explored the market in over a decade despite its rapid headcount growth.
- Stop-loss deductible was too low for the number of enrolled.
- Lack of complex care management.

RESULTS

- Switched from traditional carrier-based administrative model to a third-party administrator offering deeper network discounts, lower fixed costs, and added flexibility.
- Full sourcing of pharmacy resulted in substantially improved financial guarantees, contractual terms/conditions, and value-added clinical programs.
- Implemented concierge care navigation resource, helping guide members to the most cost-effective/highest quality point of service.
- Right-sized specific stop-loss deductible.

FACILITATED \$1.8 MILLION
IN FIRST YEAR SAVINGS

REDUCE RISK | REALIZE REWARD

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