



riskinternational

CASE STUDY

\$18.7 MILLION
SHAREHOLDER
VALUE CREATION

11 MONTHS
SPEED OF CAPTURE

INDUSTRY
CONSULTING

EMPLOYEES
1,340

LOCATION
WASHINGTON, D.C.

EDUCATION & TRAINING SERVICES
\$1.5 BILLION PRIVATE EQUITY OWNED

ENGAGEMENT

- Conducted full-scale broker RFP, running entire process alleviating burden for benefits team. Four brokerages were solicited, with local office of national broker selected.
- Initiated sourcing of new arrangements for Medical, Pharmacy, Dental, Vision, Life, and Disability; point solutions for Fertility, Mental Health, and Decision Support also evaluated.
- Pharmacy was primary pain point due to high-cost claimant on expensive orphan drug regimen (\$900K).
- Nine vendors evaluated, winner selected, in large part, due to its Volatility Management Program. Through this program, the medication was fully covered for the member, and its associated claims were removed from the company's claims experience, also removing "laser" from stop-loss.

RESULTS

- Medical Savings: Network Improvement = \$534,010
- Pharmacy Savings: Excluding High-Cost Claimant = \$212,404
- Stop-Loss Savings: Removal of Laser = \$899,973
- Broker Compensation Savings: \$226,557

FACILITATED \$1.8 MILLION
IN FIRST YEAR SAVINGS

REDUCE RISK | REALIZE REWARD

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