



riskinternational

CASE STUDY

\$34 MILLION

SHAREHOLDER
VALUE CREATION

8 MONTHS

SPEED OF CAPTURE

INDUSTRY
HEALTHCARE

EMPLOYEES
1,500

LOCATION
FLORIDA

HEALTHCARE SERVICES/PHYSICIAN GROUP

\$500 MILLION PRIVATE EQUITY OWNED

ENGAGEMENT

- Conducted in-depth harmonization analysis of four distinct physician group practices, with expansive geographic spread, and varying ownership interests.
- Designed road map consolidating all employees on one common benefits platform creating ease of administration, continuity amongst offerings, and seamless fold in process for future acquisitions.
- Identified coverage gaps (lacking employer-paid disability and family medical contribution - 30%).
- Eliminated wasteful plan costs via comprehensive supplier sourcing (all lines of coverage), notably:
 - Suboptimal medical network discounts and pharmacy guarantees.
 - Broker compensation (\$480K) was 2X-3X higher than market (\$175-\$225K).

RESULTS

- Validated harmonization strategy was legally viable under Affiliated Service Group provision.
- Transitioned medical/Rx to a properly sourced and analyzed self-insured arrangement w/significantly improved medical network performance and pharmacy benefits.
- Implemented enhanced care management and member advocacy concierge service.
- Outsourced FMLA administration.
- Added company-paid short-term disability benefit; increased family medical contribution ~47%.
- Right-sized broker compensation at negotiated fixed annual fee.

FACILITATED \$3.4M
IN FIRST YEAR SAVINGS

REDUCE RISK | REALIZE REWARD

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