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## CASE STUDY

**\$17 MILLION**

TOTAL  
PLAN SAVINGS

**3 YEARS**

SPEED OF CAPTURE

**INDUSTRY**

WASTE  
MANAGEMENT

**EMPLOYEES**

10,000

**LOCATION**

NORTH CAROLINA

## ENVIRONMENTAL SERVICES

\$10+ BILLION PRIVATE EQUITY OWNED

### ENGAGEMENT

- Initial engagement was to harmonized benefit suppliers for client's four US subsidiaries, Waste Industries, Solid, Liquid, and Soil Waste.
- Second stage of year one engagement, align all subsidiaries plan years to calendar and implemented high performing clinical Rx Formulary.
- Second year of engagement, harmonized 10 medical plan offerings from current subsidiaries and five acquisitions into three medical plans utilizing high-performing medical and pharmacy solutions implemented in year one.
- Third-year of engagement managed a dependent audit and implemented a second high-performing health plan offering.

### RESULTS

- Generated over \$5M in savings by replacing suppliers for Medical, Pharmacy, and Stop Loss with high-performing programs. Medical plan offerings were left intact.
- High-performing clinical Rx Formulary reduced pharmacy costs by 11%.
- Cost savings of enrolling newly acquired companies into clients benefits produced savings of over \$7M.
- Combined savings of dependent audit and high-performing health plan exceeded \$5M.

REDUCE RISK | REALIZE REWARD

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