



## BENEFITS INSIDER

# CASE STUDY

## CHALLENGE

This client had experienced several years of rising insurance premiums, culminating in a 16% increase prior to working with Hotchkiss. Rising costs were cutting into profitability and their ability to remain competitive on cost and coverage with their larger competitors.

Executive management believed this trend was unsustainable and there had to be another solution which allowed them to stabilize cost without sacrificing coverage for employees.

## SOLUTION

After becoming a Hotchkiss client, the group implemented the Benefits Insider health plan which lowered their costs by 21% while expanding and improving coverage. This health plan allowed the client to combine with other like-minded employers to buy insurance at scale like a Fortune 100 company.

The client implemented Hotchkiss' healthcare supply chain management, using direct contracts, bundled cost care all which reduced the cost of claims, which in-turn lowered the cost of insurance needed to cover costs.

Additionally, the client added a concierge doctor program which provides unlimited access to high quality physicians at no cost to members.

A new pharmacy program was implemented that stripped out waste previous carriers allowed, resulting in lower overall pharmacy costs.

## IMPACT

The combination of these solutions has allowed the company to significantly lower their overall costs, and in turn lower monthly premiums to employees. Employees have access to lower deductibles, unlimited no-cost medical care including primary care, surgical, imaging and even medications.

**In the span of 4 years this company has saved almost \$1.5 million versus continuing their prior program.**

## COMPANY PROFILE



**INDUSTRY:**  
Commercial Construction



**COMPANY SIZE:**  
300 Employees



**CHALLENGE:**  
Rising cost of medical insurance, reduction of coverage over time, little control over costs and trends



**BENEFIT PROGRAMS:**  
Benefits Insider Health Program, PBM Carve-Out, Direct Contracts, Data Analytics, Direct Primary Care

**21%**

**Cost Reduction in Year 1**



**Access to low & no-cost healthcare**

**\$1.5M**

**Cost savings over 4 years**