

healthcare

A LEADING HOSPITAL

For more information contact your Conner Strong & Buckelew representative at 1-877-861-3220.

THE ISSUE

A leading provider of comprehensive health services, medical education and clinical research in Southern New Jersey and the Delaware Valley employs 700 physicians in over 75 specialties and in excess of 4,000 full-time employees. Like most hospitals, the client promotes the use of their own facility for medical care by plan members and was looking to increase domestic utilization.

OUR RESPONSE

Conner Strong & Buckelew designed a new benefit plan that promoted the use of services at their facility through plan incentives, design modifications and contribution adjustments.

THE RESULT

Domestic utilization increased by an additional 7% and the hospital saved more than \$750,000 without major cost shifting back to the employees. With the increased level of domestic utilization, our client was able to benefit from two years of single digit increases in benefit costs.

