

education

LARGE UNIVERSITY

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

THE ISSUE

A large university in southeastern Pennsylvania was looking for alternative ways to manage and control their health and welfare plan costs. This prestigious university with more than 4,000 employees had a fully insured platform with their carrier for decades. Conner Strong & Buckelew observed that the school was large enough to move to a self-funded arrangement and enjoy the related flexibility and cash flow controls afforded by this type of plan.

OUR RESPONSE

Conner Strong & Buckelew performed a detailed analysis by re-creating several years of previous claims data, assuming the client had been on a self-funded platform with adequate stop loss protection. A thorough network discount analysis was also included to validate plan costs and network savings.

THE RESULT

Through the analysis, Conner Strong & Buckelew demonstrated the ability for the client to save in excess of \$1 million through proper reserve handling, the elimination of certain risk and margin charges and the removal of premium taxes. The client ultimately agreed to the change and was able to reinvest the extraordinary savings in other areas of their health and welfare program.

