

# BenefitPort Proven Results

## Reducing Costs Through Analysis And Leverage With Carriers



### *Client*

Washington-based manufacturer with 330 employees, fully insured.

### *Situation*

Client's health care policy was up for renewal. The insurance carrier quoted a 25 percent rate increase. The incumbent broker (large national brokerage house) negotiated a lower increase of 23 percent. BenefitPort was invited to submit a bid.

### *Solution*

BenefitPort's Actuarial Services Consultant performed an in-depth analysis of the Client's utilization experience data and the carrier's quote. Based on the knowledge of the carrier's underwriting models and relevant experience data, the actuary found evidence that the Client should qualify for a lower premium. The evidence was presented to the carrier and a new rate was negotiated, resulting in only 12 percent increase from the previous year.

*Comparative Rate Increase*

