



NOT JUST DATA. DIRECTION.

THE PROBLEM

A new client in the automotive parts manufacturing industry with approximately 1,000 employees had segmented benefit plans between three locations, with both union and non-union workforces of various ages, and two long-term agents who had grown complacent and were not aggressively utilizing claims data or cost information in order to address or modify claims risks. As a result, the manufacturer faced a 25% premium rate increase upon renewal and significant ownership pressure to do better.

\$1.4 MILLION IN SAVING THROUGH BENEFIT PLAN CONSOLIDATION

A CASE STUDY



THE SOLUTION

Kapnick provided a consolidated, proactive approach and won the client through recognition of our services and our capabilities. Key selection points included:

- | **SERVICE MODEL** – dedicated team of professionals
- | **KAPNICK LENS** – analytics and data management
- | **CALL CENTER** – consistent messaging and assistance provided to all locations
- | **COMPLIANCE SERVICES** – these were especially important because in the midst of the transition from their old broker to Kapnick, the initial Covid-19 outbreak occurred
- | **WELLNESS** – phased-in well-being services by location

THE NUMBERS

Kapnick was able to reduce the overall renewal increase by 15% (\$1.4M in savings) through benefit plan consolidation and carrier negotiations. Benefit enhancements were also realized including plan maximum increases, the implementation of wellness, online enrollment, EAP and call center services; all within 3 months of the Agent of Record change.

WITH 1,000 EMPLOYEES AND FACING A 25% PREMIUM RATE INCREASE, KAPNICK WAS ABLE TO COME IN AND REDUCE THE OVERALL RENEWAL INCREASE BY 15%.

