BENEFIT PLAN OPTIMIZATION™

INTEGRATED SOLUTIONS | REDUCED BENEFIT COSTS | 5 STAR SERVICE.

UNIVERSAL BENEFIT PLANS

How Universal Benefit Plans saved a Boston non-profit over **$36,716.40** in annual premium costs courtesy of the Health Connector for Business (HCB).

Client:
Emmanuel Gospel Center (EGC); a non-profit organization

Headquarters:
Boston, MA

Employer Size:
23 benefit eligible employees

Previous Plan:
High Deductible Health Plan - Local carrier

Contribution:
80% on single and 50% on all others

Renewal:
9.8% rate increase year after year.

Rates from competing carriers didn't provide any rate relief either.

Problem:

Employer's medical plan was too costly.

As a non-profit with budget cuts; Employer was looking for cost containment options with regards to employee benefits. The problem with the current plan

- Its' expensive
- It's one-size fits all; not working for diverse workforce.
- Unhappy employees

Solution:

HEALTH CONNECTOR for BUSINESS (HCB)

Following a comprehensive demographic and market analysis, Edan Barshan, President of Universal Benefit Plans recommended that the client change to a new platform offered by HCB (Health Connector for Business)

HCB-Options Plan was instituted in 2018 to give employees more health insurance options while offering employers more affordable packages. The result has been a great success, and the Options Plan has generated substantial savings for both employers and employees.

Employer Savings
$36,716.40/year

Employee Savings
Every employee had saved premium $ including 1 family that saved $7,558.32/year.
12 out of 14 employees chose the reference plan and all employees saved money as a result.
2 out of 14 employees chose to downgrade their plan for further.

EMPLOYE BONUS
15% Health Insurance rebate* $9,748.89

Capitalize on wellness rebate programs.

HCB gives both employers and employees the option to be rewarded for completing health and wellness activities.

For employers, this can result in up to 15% savings on the amount you contribute annually towards employee health insurance premiums.

Employees can earn $100 reward cards when they participate in qualifying health and wellness activities. Both employer and employee win with rebate programs.

SUMMARY

BEFORE HCB- Health Connector for Business	With HCB- Health Connector for Business
Ineffective and costly	Innovative offer
One size fits all	Personalized choice/plans.
No freedom to choose own plan	Total freedom to choose own plan.
Group Plan w/fixed pricing for all	Individual plans w/pricing based on age
No Health Insurance rebate 15%	15% Health Insurance Rebate
No savings options for some employees	Saving options for employees
Coverage: $2000/$4000 Deductible Silver Plan	**Coverage:** $2000/$4000 Deductible Silver Plan
Carrier: AHP	**Carrier:** Tufts Health Direct (as reference plan) Various carriers (17 Plans in total)
Employer cost: $8,475.75/month	**Employer cost:** $5,416.05/month

Monthly Employer savings:	$3,059.70
Annual employer savings:	$36,708.60
15% Health Insurance rebate:	$9,748.89

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Thanks to Edan Barshan, we were able to save over $38,000 by switching to the HCB-Options Program. OPTIONS program allowed employees to choose their own plan and save money. One family saved $7,694 annually by choosing a more affordable plan. This was a game changer."

Jeffrey Murray,
Director of Operations. Emmanuel Gospel Center