

LEARNING OBJECTIVE 3

Explore real life examples of **successful cost management strategies**



The Problem

Employer was searching for ways to reduce healthcare costs for segmented higher risk populations.



The Solution

Vendor/partner provided education and guidance to the employer's post-65 active working population comparing the employer's current offering to alternate Medicare plan options. Participants then voluntarily transitioned off of the employer sponsored plan.

Results



1,691

OFFERED

482

ACCEPTED

267

ENROLLED

\$3 Million

SAVINGS



The Problem

Employer historically offered retiree health insurance to their post-65 retiree population and needed ways to combat rising costs.



The Solution

Vendor/partner and the employer developed a strategic, 3- year plan to transition retirees away from the employer plan to Medicare. The retirees consulted with Medicare experts and within 2 years, 90% of the population had voluntarily opted out of the retiree plan for Medicare, allowing the employer to sunset their retiree health plan entirely.

Results



188

OFFERED

179

ACCEPTED

169

ENROLLED

\$1.5 Million

SAVINGS



The Problem

Employer was searching for ways to mitigate their healthcare costs for people who elect COBRA.



The Solution

Vendor/partner provided education and guidance to the employer's COBRA elects. By comparing the employer's offering to alternate health coverage option plans found on the Marketplace, participants were able voluntarily transition off of the employer sponsored plan to a more personalized and affordable option.

Results



280

OFFERED

90

ACCEPTED

43

ENROLLED

\$ 1 Million

SAVINGS