

## ROUNDSTONE CASE STUDY

# Driven to Save: How Thomas Automotive Took Control of Their Healthcare Costs

### OVERVIEW

Thomas Automotive, a family-owned group of automotive dealerships, was looking for a better health plan solution. The business had no insight into what drove their healthcare costs. Seeking greater control over their plan and wanting to rein in costs for their employees, the group turned to alternative funding models.

### THE SOLUTION

Thomas Automotive partnered with Roundstone to create a self-funded plan for 114 enrolled members. They chose a preferred bundle with Bywater as their third party administrator (TPA) to optimize their Per Employee Per Year (PEPY) cost. Bywater offered the right expertise to be the best choice, specifically:

- + Established relationships with cost-saving point solutions to make integration into the plan seamless
- + A one-stop shop for all pieces of their health plan, including claims review and compliance management
- + Quarterly claims reviews and cost containment analysis from Bywater team to identify risks and opportunities
- + Access to the Cigna network, meaning employees could stay with their current providers

At Thomas Automotive's first renewal, the Roundstone team identified additional cost containment solutions to manage costs. This analysis into their claims allowed the group to make informed decisions about which partners were right for them, including:



Sourcing solution for high-cost prescription drugs



A digital wellness and telehealth platform

### KEY CHALLENGES



Rising annual healthcare costs



No insight into claims data



Lack of control over the plan

### THE RESULTS

**\$7,694**

Per Employee Per Year (PEPY) with Bywater preferred bundle

**\$16,000**

Annual pharmacy savings with TrueRx and SHARx

**\$31,274**

Additional savings with Rightway (8.9x ROI)

**Request a proposal and free benchmark review today to learn more.**

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