

## ROUNDSTONE CASE STUDY

# Machining Control: How a Manufacturer Took Charge of Healthcare Costs

### OVERVIEW

A specialty manufacturer of machine components for the nuclear power industry didn't originally offer health benefits to employees. A new president introduced a fully insured health plan, but five years later, he was fed up with the lack of options and inability to control expenses. As the company began to grow significantly through acquisition, the leadership team needed a solution that offered more flexibility.

### THE SOLUTION

In partnership with their advisor, the company identified Roundstone as the right partner for their self-funding journey. Roundstone offered the transparency, control, and expertise they needed. The initial change was seamless for the company's employees, as they were able to mirror their existing plan.

To maximize savings, the company president chose the preferred bundle with Bywater as their third party administrator (TPA). Specifically, Bywater offered:

- ✓ Proactive communication and unmatched service
- ✓ Claims insights and recommendations
- ✓ Access to proven cost containment solutions

Over the next couple years, the company began to implement cost saving initiatives identified by the Roundstone and Bywater teams, based on quarterly reviews of their claims data. Specifically, they implemented:



Sourcing solution for high-cost prescription drugs



Funding support for high-cost conditions

### KEY CHALLENGES



No visibility into cost drivers



Few levers to control expenses



Growing enrollment

### THE RESULTS

The company has been able to grow from 20 to 80 employees while keeping its per employee per year (PEPY) healthcare costs at **half the national average**.

**\$7,550**

Per Employee Per Year (PEPY) with Bywater preferred bundle

**\$60,000**

In prescription drug savings by sourcing through SHARx

**17%**

Savings in year 1 vs. fully-insured premium

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

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