

SUCCESS STORY #1

Manufacturer of Industrial Labels, Cleveland, OH
Third Party Administrator: Meritain
Network: AETNA
Enrolled: 25

Fully Insured Cost as of Jan 2013 to Dec 2020:

\$5,495,536 (7 year total cost)

Actual Cost Self Insured in the
Roundstone Medical Group Captive:

\$3,921,380 (7 year total cost)

7 Year Savings:

\$1,574,156

IMPACT:

- ✓ Improved Cash Flow
- ✓ \$4,946 Per Employee Avg. Annual Savings
- ✓ Annual On-Site Screening
- ✓ Wellness Initiative
- ✓ No Increase for out-of-pocket to Employees

SUCCESS STORY #2

Employers: Consortium of 57 Nonprofits
Enrolled EEs: 4,000+
Location: Midwest and Southeast

Fully Insured Rates, with 8% annual trend increase:

2014: **\$11,245 PEPY**

2015: **\$12,145 PEPY**

2016: **\$13,116 PEPY**

2017: **\$14,165 PEPY**

2018: **\$15,298 PEPY**

Actual Cost Self Insured in the
Roundstone Medical Group Captive:

2014: **\$10,273 PEPY**

2015: **\$11,080 PEPY**

2016: **\$11,328 PEPY**

2017: **\$11,623 PEPY**

2018: **\$12,197 PEPY**

Gross savings over this time frame of > **\$30MM**

IMPACT:

- ✓ Access to data
- ✓ Ability for plans to cross state lines
- ✓ Wellness initiative
- ✓ Maintained benefits
- ✓ Little increased cost to employees

SUCCESS STORY #3

Roundstone Management, Ltd.
Third Party Administrator: Bywater, Ltd.
Network: Cigna
Current Enrolled: 46 (16 enrolled in 2013)

Fully Insured Cost as of Mar 2013 to Feb 2020:

\$3,072,973 (7 year total cost)

Actual Cost Self Insured in the
Roundstone Medical Group Captive:

\$1,943,538 (7 year total cost)

7 Year Savings:

\$1,129,435

IMPACT:

- ✓ \$5,261 Per Employee Avg. Annual Savings
- ✓ Improved Cash Flow
- ✓ EE Cost Share Avg. Increase 1.4%
(-2% w/ wellness incentives)
- ✓ Annual On-Site Biometric Screenings
- ✓ Wellness Initiative / Incentives
- ✓ No Increase in out-of-pocket to Employees