



Strategic Consulting: The Opportunity

A North Carolina manufacturing company with 300+ lives came to ACS seeking better cost containment solutions after their incumbent carrier gave them a renewal increase of \$800,000 for their current Reference Based Pricing (RBP) plan. Company employees already had a \$5,000 deductible with a \$7,350 out-of-pocket max. Accepting the increase would have resulted in double-digit percentage increases for both employee and employer, and prompted unnecessary cost shifting to employees. The company was getting limited claim data from their carrier and had some major renal claims and specialty medications that were driving the renewal increase.

ACS Strategic Solutions:

- 1** ACS implemented strategic solutions for this client to reduce two major claims and delivered stop-loss partners that understand the value of reducing costs for renal dialysis claims. ***ACS' ability to access the right stop-loss partners to lower risk for the current RBP plan was key to maximizing savings in this case.***
- 2** ACS brought in a more transparent PBM vendor, lowering current Rx claims spend by over \$88K and provided an alternative lower-cost source for several high cost specialty medications for multiple sclerosis.
- 3** ACS also introduced and delivered a robust and detailed reporting package via our in-house data analytics team, highlighting the client's primary cost drivers and outlining a 3-year solution to significantly reduce annual health plan spend.

★ **Results:** ACS won this case, eliminating a 48% increase from the incumbent carrier by implementing **ACS Cost Plus plan**.
Total Client Savings:

\$1.2 million 

52%
cost decrease from
their incumbent
renewal quote 

The client maintained current employee contributions for 2020 while simultaneously enhancing benefits!

We're ready to go to work your clients!

At ACS, our trusted team of industry experts is dedicated to informed decision making, state-of-the-art evaluation and reduction of high-cost drivers. Let us put our expertise and proven solutions to work for your clients—let's talk today!