



Simple Funding Overview

Turnkey Self-Funded Solutions



NATIONAL
INSURANCE SPECIALISTS

Simple Funding Overview

Presentation Topics

- Advantages of Self Funding
- Self Funding – On the Rise
- Market Insights
- How Simple Funding Got its Start
- Who makes up Simple Funding
- A Bundled Solution
- Benefits from technology
- Target Groups, What's Needed to Quote and the Sales Process

Advantages of Simple Funding

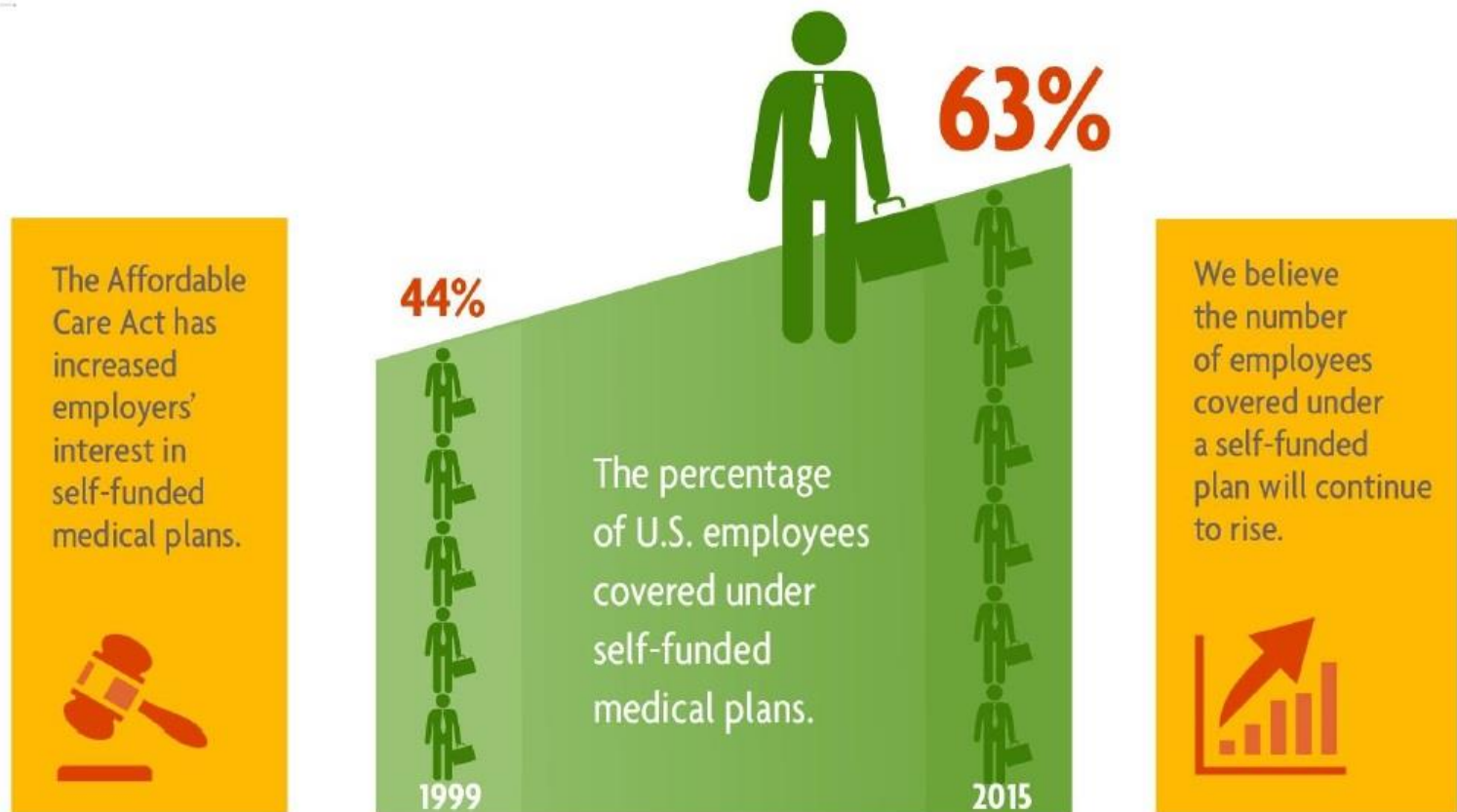
1. Typically experience between savings of \$750 to \$1,200 per employee per year
2. Employees experience greater choice
3. All plans become customizable - *coverages and allowances*
4. *Best in class* PPO networks and TPA's
5. Program includes top tier Pharmacy Benefit Manager – Medtrak Rx
6. Program provides online access to plan tools and health services
7. Full claims data access permits better plan management and decision making



Savings – Choice – Stability – Control

Self-Funding on the Rise

Over 100 million Americans have their health insurance provided by self-funded programs



Source: Number of employees covered under a partially or completely self-funded medical plan according to Kaiser/HRET's Survey of Employer Sponsored Health Benefits, 1999–2015.

Self-Funding Market Insights

A study by Sun Life in 2016 concluded:

Of the 70% of employers that are fully insured:

40%

would
consider
self-funding



Saving money is the biggest driver

Potential cost savings that are most attractive

47%

benefits
design changes

46%

reduced
premium taxes



How many would consider switching?

**Nearly
35,000**

potential new self-funded
employers by 2020³



Why Simple Funding

Challenges

- Affordable Care Act of 2010
- Rising health care cost
- Double digit premium increases
- Increased instability in the fully insured market place

Needs

Alternative self funded programs for employers that provides:

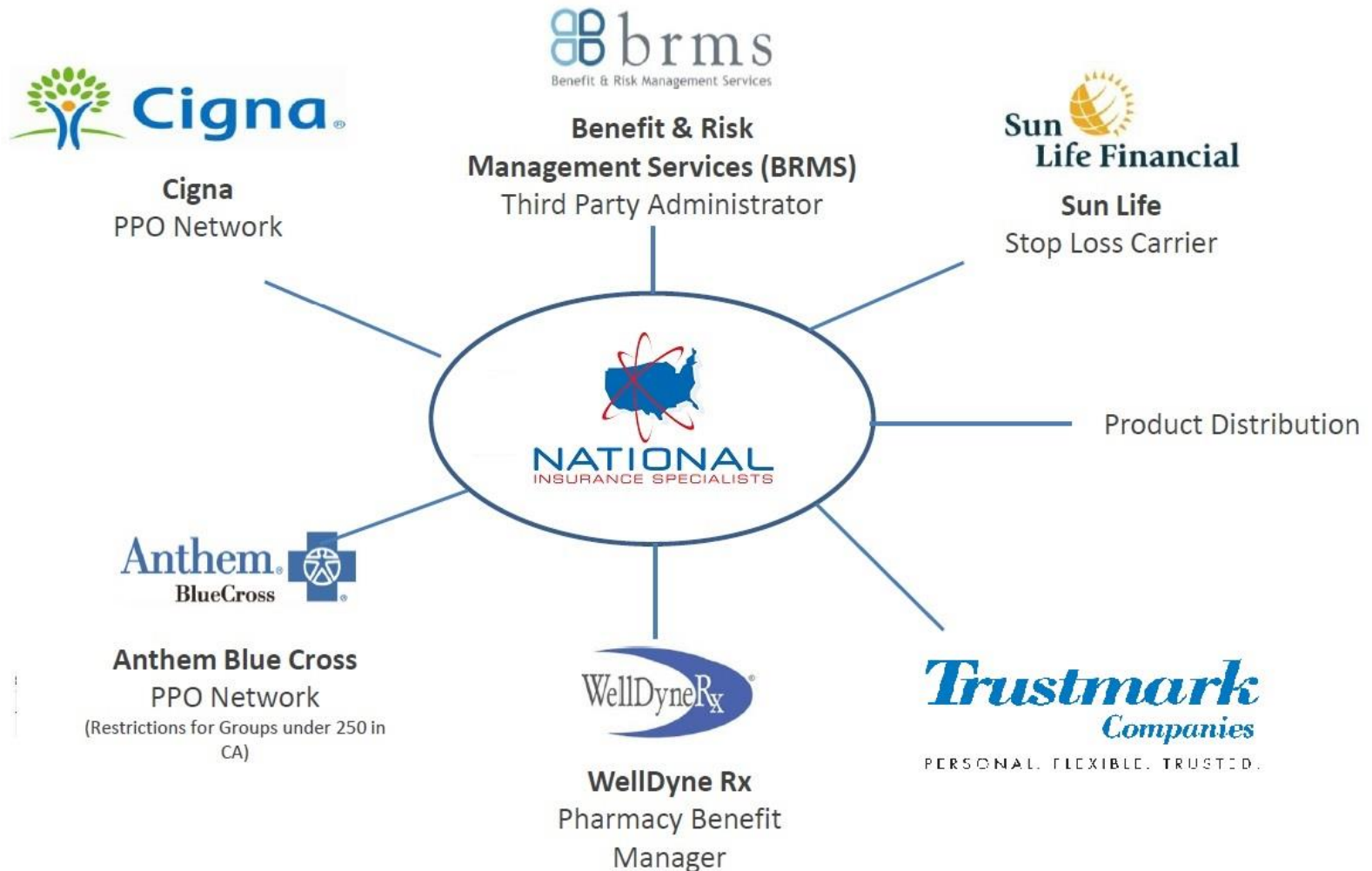
- Employer cost predictability
- Flexible plan designs
- Quality network providers
- Trusted insurance partners



Solutions

- Combine our industry experience of over 50 years to vet out the best in class TPA, Networks, PBMs, Stop Loss and Technology partners.
- Develop a Turnkey Level Funded program without large insurance carrier restrictions.
- Must haves: Flexible plan design, no health questionnaires*, A+ rated carrier, enrollment technology, target rate quoting, dedicated customer support.

Who Makes up Simple Funding



A Bundled Solution for Apple Growth

Level Funding (100+)

- Turnkey bundled plan solution
- Flexible Plan Options – EPO/PPO HRA/HSA
- Fixed Monthly Premium
- Can be Underwritten **with or without** Health questionnaires
- 100% of employer reserves remain with employer
- Specific Advancement
- Monthly Aggregate Accommodation
- Variable stop loss contract terms with TLO
- Flexible Options at Renewal

Services included:

- Online Benefit Administration System for **All Lines of Coverage**
- Cobra Administration
- Consolidated Billing & Reconciliation
- Telemedicine Solutions
- Reporting, Data Analytics and Benchmarking
- Mobile Applications



Product Feature – Employer Portal

SYSTEM ADMINISTRATION

EMPLOYEE ADMINISTRATION

REPORTING

Demo - BRMS Sales Team (#10058)

Bill Cycle: April 1, 2012



Welcome to Vbas
Virtual Benefits Administration System

System Administration	Employee Administration	Reporting
Configure your system's settings, benefit plans & packages, and Vbas user accounts.	Manage your Employees, Retirees and COBRA Insureds. * 0 New Alerts * 55 New Requests	Generate new and view existing reports. * 0 Unviewed Reports * 10 Old Reports
SELECT	SELECT	SELECT

HR Toolbox

Comprehensive, Online HR Support Center - one-stop resource for employee management and workplace compliance information.

[HR Toolbox](#)

[Vbas Quick Guide](#)

TOP

User Agreement | Privacy Statement | Disclaimer

Copyright © 2003 Benefit and Risk Management Services.

Product Feature – Employee Portal

Signed In: **Tom Johnson** Account #: **E349301**

PROFILE 

OPEN ENROLLMENT 

CURRENT BENEFITS 

REQUESTS 

RESOURCES 

Welcome to your
Online Benefits!

Virtual Benefits Administration System (Vbas)



Welcome to your Online Benefits



Employer Message

We are pleased to offer Vbas to our employees. After extensive research, we selected Vbas as it offers the most comprehensive benefits administration technology available.

From any computer, that has internet access, you will be able to enroll yourself and your dependents in the benefit plan of your choice, see what your coverage costs, as well as view a summary of your plan's benefits.



Open Enrollment



Welcome back **Tom Johnson**, to your **Demo - BRMS Sales Team** benefits system! Please be aware that your open enrollment period has commenced. Please make all of your elections by **12/31/2011**.

Make your open enrollment elections [Get started](#)

Open Enrollment Message

Our company's 2012 Annual Open Enrollment begins Saturday, Jan. 1, 2011 and ends on Saturday, Dec. 31, 2011.

Product Feature – Mobile App



Mobile Login



Mobile Home



Benefit Card

Data Warehousing and Analytical Reporting

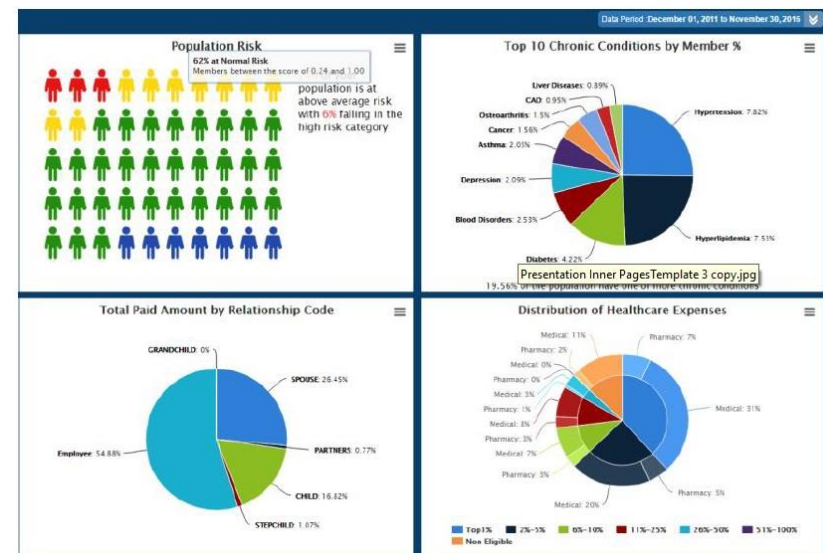
To manage your health care benefit program effectively, you need to know how well your current plan design works, the utilization with in it and how to avoid future spend. Our analytical reporting shows you where you've been to help make meaningful decisions and to anticipate future trends.

Automated Monthly Reporting Includes:

- Plan cost & aggregate reporting
- High dollar claims analysis
- In/out of network utilization and savings analysis
- Trigger diagnosis, TAT and call center reporting

Online Claims Reporting Includes:

- Customizable quarterly and annual reporting package
- Book of business & historical plan comparison
- Gaps in care alerts and MAA (Milliman) risk scores
- Truven regional, national and industry benchmarking
- Ability to generate custom cohorts and ad hoc reporting



Target Groups

- Fully insured accounts over 100 EEs that have been with the same carrier for 2-3 Years
- Currently on a Level Funded program or ASO with a carrier
- Groups over 200-250 EEs where carrier paid claims data is available
- Limited HMO population
- Rich PPO plans with limited high deductible options
- High employee population; greater than 50%
- Stable and strong human resource department
- Broker/CFO/manager willing to take on risk
- Financially stable organization



Needed for a Quote

Required:

- Company information
- Effective date
- Census with zip codes
- Three year carrier history
- Three year rate history
- Renewal rates
- Employer contributions
- Plan summaries

If Available:

- Paid claims by plan year
- Large claims by plan year
- Assumed “pooling point” for groups with experience
- Enrollment per plan year



Network Options

	Anthem JAA	Cigna	Reference Based Pricing	First Health
Minimum Enrollment Requirements	100+	25+	25+	15+
Network Coverage	Nationwide	Nationwide	Nationwide	Nationwide
Group Headquarters	Must be in CA or GA	Nationwide	Nationwide	Nationwide
Pre Approval Required	Yes*	Yes**	No	No
Financial Requirements	Yes	No	No	No
Requires Additional Line of Coverage	Ca Only: Under 250 Lives: Yes Over 250 Lives : No	No	No	No
Telemedicine Included	Yes	No	No	No
Additional Products Offered	Yes	Yes	No	No
Pre Authorization Administered by Carrier	CA Only: Yes	Yes	No	No
Case Management Administered by Carrier	CA Only: Yes	No	No	No
Implementation Time	90 Days	30 Days	30 Days	90 Days

* Exception request required for groups currently fully insured or ASO with Anthem Blue Cross or California and Anthem BCBS of GA

** Unable to quote groups currently on Cigna's Level Funded program



We look forward to working with you

Contact Information



NATIONAL
INSURANCE SPECIALISTS

Eric LaRue

President & CEO

National Insurance Specialists

Direct: 678.358.6391

elarue@employeebens.com

www.employeebens.com