

# TBX Case Study: Ancillary Benefits Procurement

<b>Client</b>	Fortune 1000 Manufacturing Company
<b>Number of Employees</b>	4,500 domestic employees
<b>Background</b>	Upon appointment as Broker of Record, TBX analyzed plan design and experience data and successfully negotiated plan enhancements and premium reductions in the middle of the rate guarantee period with the incumbent carrier.
<b>Engagement</b>	<p><b>March 28:</b> TBX appointed Broker of Record</p> <p><b>April 14:</b> TBX completed review of client's current contracts and reviewed all claims and premium data</p> <p><b>April 29: Initial Negotiation Results</b></p> <ul style="list-style-type: none"><li>• Incumbent carrier agreed to 2% rate reduction</li><li>• Enhanced contract provisions negotiated</li><li>• Contract enhancements to be held as "sweeteners" for Collectively Bargained Groups</li><li>• All Rate Guarantees maintained</li></ul> <p><b>May 16: Final Negotiation Results</b></p> <ul style="list-style-type: none"><li>• Incumbent carrier agreed to aggregate rate reduction of 7%</li><li>• Incumbent carrier agreed to provide compensation to TBX as an offset to ongoing billable fees for plan consulting, ongoing advocacy, and absence management strategic support.</li></ul>

## TBX Negotiates Enhancements During Rate Guarantee Period

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