

TBX Case Study: Ancillary Benefits Procurement

Client	Large, Publicly Traded Packaging and Printing Company
Number of Employees	13,000 International Employees
Background	Prior to being engaged, TBX encouraged the prospect to be on the lookout for “no-change” and extended rate guarantee renewals from their STD/LTD/Life carriers.
Engagement	<p>June 18: Client was provided a “no-change” renewal through their prior benefit consultant</p> <p>July 7: TBX Engaged by Client</p> <p>August 2: Phase I – TBX Contract Comparison</p> <ul style="list-style-type: none">• Incumbent carrier issued a 4.76% rate reduction• Enhanced contract provisions• Compatible finalists selected <p>August 13: Phase II – TBX Secondary Pricing Phase</p> <ul style="list-style-type: none">• Incumbent carrier issued a 27.3% rate reduction• Client will save \$4,050,000 over the contract period• Employees will save \$310,000 over contract period• TBX providing ongoing FML/Absence consulting support

TBX turns a “No-Change” Renewal into 27% Savings

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